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Tech Data Launches Small Business Cloud Server on Microsoft Azure

All-in-one service designed to meet the needs of SMBs with platform for building cloud services revenues

CLEARWATER, Fla., June 14, 2017 /PRNewswire/ -- Tech Data Corporation (Nasdaq: TECD) today announced the launch of a cloud-based solution designed for small to medium-sized businesses (SMBs) on Microsoft Azure. The new Small Business Cloud Server has been developed to meet the growing demand from SMB customers for a scalable and flexible IT platform that is cost-effective and easy to deploy and manage. The solution is available to partners across the distributor's entire global footprint through its Tech Data Cloud business.

"Small and medium-sized businesses are now starting to embrace the cloud with real enthusiasm," says Michael Urban, corporate vice president, Corporate Strategy and Business Transformation and responsible for Tech Data's global cloud strategy. "Many users have already migrated to Microsoft Office 365, and there is a massive opportunity now for resellers to move small business servers onto the Microsoft Azure platform.

"The Tech Data Small Business Cloud Server makes it easy for resellers to help them take that next step—and to take the burden of applications and security management off their small business customers as well. It is an ideal base upon which small businesses can start to construct their own efficient and cost-effective cloud ecosystem, and for SMB resellers to use as a platform on which they can build their cloud services revenues."

The service is available in three sizes: 1-6 users, 7-20 users, and 40+ users. Detailed monthly usage and billing information will be provided to resellers via StreamOne, and pre-determined usage thresholds and limits can be set if required. In addition to a Microsoft Azure virtual machine, the Tech Data Small Business Cloud Server comes with Microsoft Office 365 (Exchange, Office and SharePoint) software and provides backup, storage and VPN functionality. Remote desktop is optional for remote access.

Alyssa Fitzpatrick, general manager, SMB Sales for Microsoft Corp., stated: "Microsoft applauds Tech Data's initiative and the investment in setting up its Small Business Cloud Server on Microsoft Azure. It provides SMB customers an option when looking for a flexible and cost-effective cloud-based platform for their IT solutions, and especially for those deploying Microsoft Office 365, Dynamics 365 and Microsoft Enterprise Mobility + Security solutions."

A Small Business Cloud Server can be set up in minutes using StreamOne, Tech Data's cloud provisioning and billing platform. Users can easily be added and removed, while servers can be deployed and managed remotely, enabling resellers to offer swift and inexpensive set-up services.

"Microsoft Azure gives specialized businesses like ours a new world of options when it comes to truly optimizing our back-office environment—no more one-size-fits-all boxes," said Mike Farlow, president at ComTech Network Solutions, an SMB solution provider and Tech Data partner. "Small Business Cloud Server is a great option for SMBs as it provides the flexibility that we've not seen, and it allows us to grow as our business warrants, without the traditional limitations of resources."

"The Small Business Cloud Server solution from Tech Data is very easy to deploy and manage; also, the resources provided by Tech Data were simple to understand and gave us the necessary knowledge and confidence to be successful in this space," said Jim Hunton, owner of Onsite Technical Services, an IT solution provider and Tech Data partner. "We plan on also showcasing this solution to our customers, as it will enable us to provide more options and advise on which solution best helps solve for their business and IT needs."

Tech Data's approach to the cloud helps partners excel through specialization while capitalizing on the high-growth, next-

generation technologies that are redefining the future. In addition to the cloud, partners can leverage in-depth expertise in complementary technology market segments, including cognitive computing, the data center, data analytics, the Internet of Things (IoT), mobility, security and enterprise networking, and training and education.

For more information on Tech Data Cloud in the Americas, contact tdcloud@techdata.com or call (800) 237-8931. In Europe, contact cloud@techdata.eu.

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About Tech Data
Tech Data Corporation is one of the world's largest wholesale distributors of technology products, services and solutions. Its advanced logistics capabilities and value added services enable 115,000 resellers to efficiently and cost effectively support the diverse technology needs of end users in more than 100 countries. Tech Data generated $26.2 billion in net sales for the fiscal year ended January 31, 2017. It is ranked No. 107 on the Fortune 500® and one of Fortune's "World's Most Admired Companies." To learn more, visit www.techdata.com, or follow us on Facebook and Twitter.

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