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Tech Data Offers Cisco Technical BOOST

Expands Successful Enablement Platform to Include New Training Modules

CLEARWATER, Fla.--(BUSINESS WIRE)-- [Tech Data Corporation](#) (Nasdaq: TECD) today introduced Tech Data Cisco Technical BOOST ("Tech BOOST"), a one-on-one technical enablement training solution designed to instruct partners' technical staff on the concepts, tools and delivery methods to effectively deploy and enhance their Cisco® data center and wireless practices. These offerings are an extension of Tech Data's successful [Sales and Marketing BOOST](#) enablement platform already available for Cisco partners.

"Tech Data is focused on helping partners grow profitable Cisco practices, and these exclusive Tech BOOST training modules are a key part of effectively facilitating successful engagements," said Angie McCourt, vice president, Cisco Solutions Group at Tech Data. "Our consultative end-to-end approach is designed to drive growth through data-driven decisions and our world-class enablement platform. Tech Data's dedicated training team and solutions consultants stand ready to help partners build their practices through updated solution-oriented trainings, marketing, technical services, operations and professional services consultations."

Initial Tech BOOST trainings include [Cisco UCS® Solutions](#), [Cisco HyperFlex™ and Hyperconverged Infrastructure Solutions](#), Cisco [Nexus® Data Center Switches/NX-OS Solutions](#) and [Assessment-Led Selling](#). Tech BOOST modules are led by knowledgeable Tech Data architects and systems engineers with decades of experience in designing and deploying enterprise-grade solutions. Tech Data has also recently launched its first wireless training module, which covers [Cisco RF Gateway Series](#) solutions basics, common deployment mode, and performing a predictive site survey. Additionally, the Tech Data Cisco Security team will soon launch the first module of its Tech BOOST Security Edition.

"My Tech BOOST training has proven to be an invaluable experience toward helping our customers succeed," said Matthew Pinto, systems engineer at Ash Creek Enterprises, an IT services and solutions provider and Tech Data partner. "From the knowledgeable presenter—he knew VersaStack inside and out—to the focus on the underlying technology, the training solution offered by Tech Data is delivered in a framework that understands what customers need by evaluating their setups and then picking the right products that work best for them."

For more information on the Tech Data Cisco Technical BOOST offering in the Americas, or to speak with one of Tech Data's dedicated Cisco team members, call (800) 237-8931, ext. 77776, email seciscoelite@techdata.com, or visit the Tech Data Cisco Manufacturer Store at www.techdata.com/cisco.

[Click to tweet](#): @Tech_Data Offers @Cisco Technical BOOST, a New Set of Partner Enablement #Training Modules <http://ow.ly/Yvcv30dSLb0>.

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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Tech Data Corporation
Wally Campbell, 480-794-7426
Public Relations Manager, Americas
wally.campbell@techdata.com

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