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Tech Data Launches AccessEMM Portfolio of Enterprise Mobility Managed Services

CLEARWATER, Fla.--(BUSINESS WIRE)-- Tech Data Corporation (Nasdaq: TECD) today introduced AccessEMM™, a portfolio of enterprise mobility managed services offerings now available to its U.S. partner community. AccessEMM enables partners to leverage best-in-class managed services expertise and offerings from Tech Data without the risk and cost involved in building and executing a managed service provider (MSP) practice from the ground up. Specific offerings include mobile device management-as-a-service, cloud Wi-Fi, augmented reality services, and wireless services.

"Consumption of technology in subscription-based, operational expenditure and 'as-a-service' models are on the rise as companies strive to achieve better efficiencies, lower costs, and increase flexibility," said Harish Sathisan, director of Mobility, Americas at Tech Data. "As managed services consume increasing portions of customer IT budgets, it is critical for partners to recognize this trend to remain relevant and profitable. End users need solution providers that can offer a complete set of offerings, including subscription-based managed services, and this is exactly what AccessEMM provides for our partners."

Specific benefits of AccessEMM include:

- **Recurring revenue:** the ability to build predictable, recurring revenue streams.
- **Portfolio expansion:** provides new mobility offerings or strengthens existing ones.
- **Protection of customer base:** as customer buying patterns shift towards subscription-based models, partners can meet their customers' mobility needs.
- **Greater profitability:** the potential for higher margins to increase revenue and profitability.
- **More opportunities:** by adding managed services to their portfolios, solution providers create opportunities for new conversations using managed services.

"The challenge for our organization is that it takes substantial time, effort and resources to build managed services that meet the mobility needs of our customers," said Dan Sytsma, vice president and general manager, Melillo Consulting, a technology solutions integrator and Tech Data partner. "Tech Data's AccessEMM provides the expertise and offerings that allow us to deliver leading-edge solutions that will delight our mobility customers."

The AccessEMM portfolio of enterprise mobility managed services further enhances and builds upon Tech Data's current cloud and security managed services offerings, as well as application development offerings in conjunction with Kony, Inc., a leading enterprise mobility and digital applications company. Tech Data's approach to mobility helps partners excel through specialization while capitalizing on the high-growth, next-generation technologies that are redefining the future. In addition to mobility, partners can leverage in-depth expertise in complementary technology market segments, including cloud, cognitive computing, the data center, data analytics, the Internet of Things (IoT), security and enterprise networking, and training and education.

For more information on the AccessEMM offering, plan to participate in Tech Data's AccessEMM webinar on Tues., Aug. 29, 2017 at 11 a.m. PDT and visit Tech Data's Mobility Solutions website.

Click to tweet: .@Tech_Data launches AccessEMM portfolio of Enterprise #Mobility Managed services; 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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