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Tech Data Featured in CRN 2017 Cloud Partner Program Guide

Guide Highlights Leading Cloud Partner Programs

CLEARWATER, Fla.--(BUSINESS WIRE)-- [Tech Data Corporation](#) (Nasdaq: TECD) announced today that [CRN](#)[®], a brand of [The Channel Company](#), has recognized Tech Data in its 2017 Cloud Partner Program Guide, a list of leading technology vendors with cloud-related partner programs that enable and accelerate the growth of solution providers' cloud initiatives.

"This recognition from CRN highlights the value of the Tech Data Cloud portfolio to our partners, as well as the ability of these Tech Data partners to deliver essential cloud IT services that help their customers enhance business agility and improve time to market," said Stacy Nethercoat, vice president, Cloud, Americas at Tech Data. "Tech Data delivers high-performance, secure, reliable and scalable cloud solutions for all workloads that help solution providers solve their end users' business challenges."

The CRN 2017 Cloud Partner Program Guide serves as a valuable resource for solution providers navigating the booming cloud marketplace, helping them to identify technology suppliers with innovative cloud offerings and partner programs. To qualify for participation in the Cloud Partner Program Guide, technology vendors must have a unique set of partner program benefits for solution providers that deliver cloud infrastructure or applications.

Tech Data continues to evolve its pioneering [Tech Data Cloud](#) portfolio, which features one-stop shopping for cloud solutions, along with flexible payment models and powerful cloud management toolsets. Tech Data Cloud delivers a comprehensive platform that spans the entire cloud ecosystem, including cloud professional services and plugins that streamline cloud solutions, and allows partners to quickly and cost-effectively expand their offerings, transforming them into the single-source cloud providers and trusted advisors to their customers. The portfolio offers partners diverse options to support a variety of configurations—including public, private and hybrid cloud—equipping them with the best possible solutions to bolster their customer's IT initiatives.

"In a saturated cloud market, it can be difficult for solution providers to differentiate among cloud vendors and find the right ones to partner with," said Robert Faletra, CEO of The Channel Company. "CRN's Cloud Partner Program Guide simplifies this painstaking process, identifying the cloud partner programs with a compelling combination of resources, support, training and financial incentives. Our 2017 guide features a strong lineup of cutting-edge companies with proven track records of helping partners meet and exceed their customers' needs."

The Cloud Partner Program Guide will be featured in the October issue of CRN and can be viewed online at www.crn.com/cloud-ppg. For more information on Tech Data Cloud in the Americas, contact tdcloud@techdata.com or call (800) 237-8931.

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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](#).

About The Channel Company

The Channel Company enables breakthrough IT channel performance with our dominant media, engaging events, expert consulting and education, and innovative marketing services and platforms. As the channel catalyst, we connect and empower technology suppliers, solution providers and end users. Backed by more than 30 years of unequalled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace. www.thechannelco.com

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