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Tech Data Receives Two Major Awards from Ruckus

Named Regional Distributor of the Year for Latin America and wins the North America Trailblazer Cross-Selling Award for 2017

CLEARWATER, Fla.--(BUSINESS WIRE)-- [Tech Data Corporation](#) (Nasdaq: TECD) today announced that it has received two major awards from [Ruckus](#), a part of [Brocade](#), at the 2017 Ruckus Big Dogs Partner Conference in Miami. Tech Data was named Regional Distributor of the Year for Latin America and won the North America Trailblazer Cross-Selling Award. The awards recognize significant achievements in wireless technology for the overall benefit of the IT channel ecosystem.

"Being recognized through these awards validates our dedication to providing Ruckus wireless solutions as an ideal complement to Tech Data's existing Brocade offerings. These offerings, highlighted by Brocade's high-performance ICX campus network switches, make Tech Data better positioned to support our partners who are helping bring their customers into the new era of IT," said Deena Piquion, vice president and general manager of Tech Data's Latin America and Caribbean region. "Our alliance with Ruckus has added game-changing wireless components to our portfolio, delivering compelling solutions to mobile carriers, broadband service providers and corporate enterprises."

The Regional Distributor of the Year for Latin America award was earned through the steadfast work by Tech Data over its 10-year partnership with Ruckus and its ICX portfolio of products. In the last three years, Tech Data has grown its Ruckus revenue by over 600 percent. Additionally, in less than one year since Tech Data added the Ruckus brand to its portfolio, Ruckus expects that Tech Data's wireless revenue will equal its wired revenue and possibly surpass it by the end of this year.

The Trailblazer Cross-Selling Award for North America was the result of Tech Data's robust revenue-generating ICX switching portfolio as well as Tech Data's well-executed pivot to the wireless side of Ruckus offerings. Specifically, over the last year, Tech Data implemented a Ruckus launch plan, resulting in over 250 inside sales representatives obtaining Ruckus Sales Certification, while the dedicated Tech Data Ruckus team completed all Ruckus Sales Expert (REx) and Ruckus Wireless Solutions Engineer (WiSE) certifications. In addition, the Tech Data team has become experts at providing predictive heat maps to Ruckus Resellers as part of their value-added offerings. Last quarter, the team issued more than 400 heat maps.

"We're delighted to recognize Tech Data as our Regional Distributor of the Year for Latin America and with our North America Trailblazer Cross-Selling Award for 2017," said Eric Buck, director of worldwide distribution sales, Ruckus. "Over the course of our relationship, Tech Data has successfully sold solutions in our ICX switching portfolio, and their team has become a genuine trailblazer with its impressive Ruckus Sales Certification record. We congratulate them on these important recognitions and look forward to many more years of mutual success."

Ruckus offers a wide range of indoor and outdoor "Smart Wi-Fi" products and has over 40,000 end customers worldwide. Ruckus technologies address wired, Wi-Fi capacity and coverage challenges caused by the ever-increasing amount of traffic on networks due to accelerated adoption of consumer electronics.

For more information on Tech Data offerings from Ruckus, please visit Tech Data's [Ruckus / Brocade team webpage](#), email them at ruckus@techdata.com or call 1-800-237-8931, ext. 82111, option 1.

[Click to tweet:](#) .@Tech_Data Receives Two Major Awards from @RuckusWireless; #wifi; <http://ow.ly/Yvcv30dSLb0>.

About Tech Data

Tech Data connects the world with the power of technology. Our end-to-end portfolio of products, services and solutions, highly specialized skills, and expertise in next-generation technologies enable channel partners to bring to market the products and solutions the world needs to connect, grow and advance. Tech Data is ranked No. 107 on the Fortune 500[®] and has been named one of Fortune's "World's Most Admired Companies" for eight straight years. To find out more, visit www.techdata.com or follow us on [Twitter](#), [LinkedIn](#), and [Facebook](#).

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