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Tech Data Unveils Integrated Security Practice for Americas

New combined group offers most comprehensive set of solutions to address today's dynamic market

CLEARWATER, Fla.--(BUSINESS WIRE)-- [Tech Data Corporation](#) (Nasdaq: TECD) today unveiled its newly integrated Americas security practice, designed to provide customers with the most comprehensive set of security solutions and capabilities in the industry. The integrated security business represents the winning combination of Tech Data's cutting-edge offerings and the capabilities of Technology Solutions' specialist business units, effectively doubling Tech Data's security-focused resources and offerings giving partners throughout the Americas the tools and expertise required to support their customers' expanding needs in this essential, rapidly evolving core technology.

"Assembling a comprehensive security portfolio is a part of our ongoing commitment to our partners to develop best-in-class solutions and tools to help them grow, protect and build their businesses. It also marks our continued progress in the successful integration of Technology Solutions," said Joe Quaglia, president, Americas at *Tech Data*. "Given the increased frequency of widespread ransomware incidents and daily reports of cyberattacks, security is top of mind for everyone. Providing security solutions is a high priority for our organization, and we are excited to offer new and expanded capabilities in this critical space."

Tech Data's newly integrated security business includes a special focus on five key areas of security: Endpoint, Identity & Access Management, Perimeter, Data/Application and Security Intelligence. Partners now have access to:

- | An extensive line card of more than 30 security-related vendors and hundreds of products
- | Security-based Intellectual Property and unique product integration solutions
- | Security [Assessments](#) that assist partners in identifying gaps in the customer's security posture
- | Managed security services that partners can resell to their customers, such as "[Recon](#)," the innovative managed security service program
- | Internet of Things (IoT) security offerings
- | [Training and education services](#) to support partners and end users, as well as enablement materials available digitally from the [Knowledge Network](#)
- | Expertise in vertical markets such as Healthcare, Retail, Finance, Manufacturing, Energy and Government, including Tech Data's government-specific security-as-a-service offering, "[Cyber Protect](#)."

"The ability to deliver effective security solutions may start with product offerings on a line card, but it also requires strong knowledge and services. It's this combination of capabilities that gives our partners strength," said Sergio Farache, senior vice president, strategy and specialist business units at Tech Data. "Our team has worked tirelessly to make sure our end-to-end security offerings are the best in the business and have created a robust security portfolio to provide partners with everything they need to develop a successful security practice."

The integrated security practice will be run by Alex Ryals, vice president, Security and Networking at Tech Data, and will be supported by the combined Tech Data and Technology Solutions sales teams.

"Security is just one of the focus areas where Tech Data is helping partners excel through specialization while capitalizing on the high-growth, next-generation technologies that are redefining the future," said Peter Alexander, chief marketing officer of Check Point. "The future is here, and together with Tech Data we are securing the networks, clouds and mobile devices of tomorrow. In addition to security, as partners, we can leverage Tech Data's in-depth expertise in complementary technology market segments, including cloud, cognitive computing, analytics, the data center, IoT, mobility, and training and education."

To learn more about how you can protect your clients with Tech Data's integrated security solutions, visit the [Tech Data Security webpage](#) or the [Technology Solutions Security and Networking webpage](#). As an added benefit to the channel ecosystem, both the Technology Solutions' [Cloud Marketplace](#) and Tech Data's pioneering cloud platform, [StreamOne™](#), are available to all Tech Data partners, who now can leverage the benefits of a full selection of world-class cloud offerings.

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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. 108 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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