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## Tech Data Selected to Offer CTERA Networks' Enterprise File Services Platform in Latin America and the Caribbean

CLEARWATER, Fla.--(BUSINESS WIRE)-- [Tech Data Corporation](#) (Nasdaq: TECD) today announced that its [Technology Solutions](#) business, formerly a division of Avnet and now part of Tech Data, is aligning with [CTERA Networks](#) to provide partners with a unified platform for secure enterprise file services, including branch storage modernization, private file sync and share, and cloud data protection. Under this agreement, Tech Data will serve as the designated channel for CTERA in the Latin American countries of Argentina, Brazil, Chile, Colombia, Ecuador, Mexico and Peru, as well as Central America and the Caribbean. Technology Solutions partners will now be able to offer customers secure file sharing, collaboration, and data protection services, as well as replace aging office file servers or tape backup with CTERA cloud storage gateways that offer built-in cloud failover, hybrid backup and file sync and share acceleration.

"Our partners will reap the benefits of providing their customers with new ways to secure their operations and generate savings both through managed file sharing and backup in the cloud," said Eduardo Barron, vice president, Latin America and Caribbean, Tech Data. "Our solutions portfolio is stronger today because with CTERA's offerings our partners can give their customers the option of being able to store files in their existing data center infrastructure or securely in a public cloud environment."

Partners will be able to offer CTERA technology as stand-alone solutions. Additionally, they can be combined with other complementary technologies within Tech Data's portfolio, such as Infrastructure-as-a-Service (IaaS) and managed cloud services, to provide complete end-to-end solutions to meet the business needs of their customers. By offering CTERA file services, partners can enhance their margins and grow their recurring services revenue, while helping their customers share data and protect their workstations and remote offices.

"Since we integrate endpoint, office and cloud file services with uncompromising IT security, cloud choice and automation, CTERA is well positioned in its partnership with Technology Solutions to provide the Latin America and Caribbean partner ecosystem with world-class offerings," said Domingo B. Tellez Rojo, business development, Iberia and Latam, CTERA Networks. "CTERA chose to partner with Tech Data because of its expansive geographic coverage, demonstrated skills and strategic industry alignment. Together, our teams will allow channel enterprises to benefit from our secure, simple-to-deploy and user-enabled file services for public, private and hybrid cloud environments."

The new relationship with CTERA enhances Tech Data's ability to enable its channel partners to capitalize on the high-growth, next-generation technologies driven by software that are redefining the future. Partners will be able to engage Tech Data's dedicated solutions specialists to develop complete cloud and security solutions. Through its solutions specialist approach, Tech Data also provides the channel with in-depth expertise in complementary technology market segments, including cognitive computing, data analytics, the data center, internet of things (IoT), mobility, security and enterprise networking, and [training and education](#).

Learn more about Tech Data in Latin America: [Technology Solutions Latin America website](#).

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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<sup>®</sup> and one of Fortune's "World's Most Admired Companies." To learn more, visit [www.techdata.com](http://www.techdata.com), or follow us on [Facebook](#) and [Twitter](#).

## About CTERA

CTERA enables the digital transformation of enterprise file services. Trusted by the Fortune 100, government organizations, and leading service providers, CTERA delivers the only cyber-hardened and completely unified file services platform for the enterprise. To learn more, visit [www.atera.com](http://www.atera.com).

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