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Tech Data Enhances Dell EMC Hyper-Converged Infrastructure Value with Cloud Services

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 enhancing the value of [Dell EMC® VxRail™ Appliances](#) and [VxRack™ Systems](#) to its partners with unique add-on cloud offerings and cloud services, including its family of resource-saving [plug-ins](#). These plug-ins, designed for [VMware® vRealize™ Orchestrator™](#) environments, bring automation and order to existing infrastructures, saving time spent on manual processes and costs associated with user error and inefficiencies, while laying the foundation for data center transformation and cloud readiness. The new packaged add-ons and services enhance partner revenue bases and enable them to develop their own practices around these industry-leading technologies.

"Using our multi-vendor orchestration plug-ins, partners can efficiently and effectively help their customers automate servers across organizational silos and disparate companies or groups," said Sid Earley, vice president, Dell EMC and VMware solutions for Tech Data in the Americas. "Tech Data's end-to-end solutions offer the right products and services that enhance customers' IT environments, providing additional value for Dell EMC and VMware product investments."

With Tech Data's new plug-ins, users can:

- 1 Facilitate creation or cancellation of IT service management transactions and tickets for managing process and data integration.
- 1 Leverage out-of-the-box sample workflows that accelerate time to market with near-immediate investment realization, while integrating into multi-vendor cloud solutions.

"Our Dell EMC VxRail Appliances and VxRack Systems are establishing leadership positions in the hyper-converged infrastructure market by setting the standard for simplifying and modernizing VMware environments, regardless of where an organization is in their IT transformation journey," said Gil Shneorson, senior vice president and general manager, VxRail Appliances, Converged Platforms & Solutions Division, Dell EMC. "Tech Data's cloud services IP and plug-ins can provide resellers with an opportunity to add value to their customers' hyper-converged environments, further simplifying their journey to private and hybrid cloud."

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. Tech Data's approach to the cloud helps partners excel through specialization, while capitalizing on the high-growth, next-generation technologies that are redefining the future. In addition to the cloud, partners can leverage in-depth expertise in complementary technology market segments, including cognitive computing, the data center, data analytics, the Internet of Things (IoT), mobility, security and enterprise networking, and [training and education](#).

For partners interested in learning more about these cloud offerings, please visit the [Cloud Marketplace website](#) or the [Technology Solutions' Dell EMC webpage](#).

Tech Data at Dell EMC World 2017

At this year's [Dell EMC World](#), Tech Data's Technology Solutions business, located at booth #649, will feature demonstrations focused on software-defined storage solutions, and the journey to the hybrid-cloud and software-defined data center. Tech Data is a gold-level sponsor of Dell EMC World 2017, which is being held at The Venetian in Las Vegas, May 8-11, 2017.

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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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