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Tech Data Partners with iPass to Deliver Unlimited Wi-Fi on any Mobile Device

CLEARWATER, Fla.--(BUSINESS WIRE)-- [Tech Data](#) (Nasdaq: TECD) today announced an agreement with [iPass](#)[®], a leading provider of global mobile connectivity, to distribute its intelligent connection management and Wi-Fi service offerings to the IT channel ecosystem. The innovative, data-driven [iPass SmartConnect](#)[™] platform uses intelligent network selection to choose the best network for a user's needs, based on availability, performance and cost. In addition, iPass provides simple, secure Wi-Fi access on any mobile device, powered by the world's biggest Wi-Fi network. The offerings are now available to Tech Data customers in the U.S., Canada and Europe.

"Tech Data knows that one of the biggest challenges for small to medium-sized businesses (SMBs) is keeping employees and clientele connected through a cost-effective and secure environment," said Linda Rendleman, vice president of Product Marketing, Endpoint Solutions at Tech Data. "We're proud to provide our channel partners with comprehensive solutions to better serve their SMB customers. The iPass SmartConnect platform creates new revenue streams and enhances customer engagement."

The iPass SmartConnect platform is valuable to a wide array of solution providers. For enterprise buyers, iPass provides the following benefits:

- | **Improved productivity:** iPass keeps mobile employees always on with unlimited access to Wi-Fi.
- | **Secure connections:** iPass helps ensure privacy and security with full protection of user credentials and corporate data.
- | **Simplified pricing:** With unlimited plans providing one flat fee per user, iPass makes pricing simple and predictable.

For mobile operators, iPass provides the following advantages:

- | **Reduced network costs by offloading data:** iPass allows operators to implement a Wi-Fi first offload solution, whether subscribers are on a home network or roaming. The solution lets operators reduce wholesale costs and regain operational margin.
- | **Improved subscriber experience:** Constant service enhancements create successful subscriber relationships. Enhancing a mobile operator's offering with global Wi-Fi access is a significant competitive advantage in the market.
- | **Reduced customer churn and improved revenue streams:** Integrating global Wi-Fi connectivity can help mobile operators deliver a distinctive subscriber experience by enhancing their core offerings.

Tech Data's go-to-market offering is unique, as it represents iPass' first major venture in the channel space in the U.S. and Canada. Tech Data will leverage its strategic position to provide its diverse scope of channel partners with the iPass solution as a standalone offering or bundled into a complete solution. Tech Data can also facilitate partnerships between iPass and original equipment manufacturers (OEMs) to integrate iPass SmartConnect technology at the device level.

"No matter who we are, we all depend on connectivity; therefore, we are delighted that Tech Data's substantial customer base will benefit from access to our global Wi-Fi network," said Patricia Hume, chief commercial officer at iPass. "In the connected world we live in, being without Wi-Fi is no longer an option. As such, customers need a cost-effective way to stay connected, regardless of where their travels take them, the number of devices they have or how much data they want to use."

For additional information, visit www.techdata.com or call (800) 237-8931. Current Tech Data partners can also log on to the [Knowledge Network](#) for more information.

[Click to tweet:](#) .@Tech_Data Partners with @iPass to Deliver Unlimited #WiFi on any Mobile Device to the Channel;
<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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