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Tech Data Launches Tech-as-a-Service Offering

Enables solution providers to bundle hardware, software and services into a single monthly subscription

CLEARWATER, Fla.--(BUSINESS WIRE)-- Tech Data (Nasdaq: TECD) today announced the launch of Tech-as-a-Service (TaaS), its new, simple, and scalable offering that enables solution providers to bundle hardware, software and services into a single monthly subscription. TaaS allows customers to scale their services up or down throughout the course of their subscription term, providing the ability to adjust to changing business conditions. TaaS, available immediately in the U.S. and during the first quarter of 2018 in Canada, combines Tech Data's end-to-end technology portfolio and logistics capabilities with its unique expertise and specialized services.

"Through this new end-to-end model, our customers can enable their clients to grow in next-generation technologies without a large capital outlay, by allowing end customers to pay a monthly subscription," said Linda Rendleman, vice president of Product Marketing, Endpoint Solutions at Tech Data. "Best of all, our channel partners are able to share cutting-edge technologies that their customers need to run their businesses—while leveraging Tech Data's specialized services or delivering their own—all under one subscription."

Specific benefits to channel partners of Tech Data's TaaS offering include:

- **Expedited cash flow relief:** up-front, in-full payments significantly reduce the amount of cash days
- **Accelerated refresh cycle:** enhances and extends customer loyalty through automatic re-engagement upon subscription end to refresh devices or renew subscription;
- **Expanded capabilities:** delivers specialized services that help drive productivity and decrease costs

Industry analyst firm IDC predicts that 35 percent of Fortune 1000 companies will have a Device-as-a-Service (DaaS) agreement in place by 2019[1]. Through its TaaS offering to channel partners, end customers have the ability to deploy only what's needed, increase worker productivity, reduce IT and procurement workload and cut costs by bundling hardware and services.

"DaaS has the potential to upend the corporate device chain with far-reaching impact across the organization," said Linn Huang, research director at IDC. "Promises of cost flexibility and savings, IT workload reduction and accelerated refresh cadence should resonate well with finance, IT and end users, respectively."

For more information, visit the Tech Data TaaS webpage, email taas@techdata.com or call 800-237-8931.

Click to tweet: .@Tech_Data launches Tech-as-a-Service offering; enables solution providers to bundle #hardware, #software and #services into a single monthly subscription; http://ow.ly/Yvcv30dSLb0.

[1] IDC FutureScape: Worldwide Connected Devices and Augmented Reality/Virtual Reality 2018 Predictions, October 2017; IDC #US 43145617.

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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