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## Tech Data Enhances HealthPath Program to Help Customers Build Stronger Vertical Practices

### Program combines Tech Data's knowledge of private, public and hybrid cloud with security, analytics, mobility and IoT accelerators

CLEARWATER, Fla., March 5, 2018 /PRNewswire/ -- In conjunction with its participation in the 2018 Healthcare Information and Management Systems Society ([HIMSS18](#)) annual conference this week in Las Vegas, [Tech Data](#) (Nasdaq: TECD) today announced enhancements to its HealthPath™ program that will give solution providers greater support in building or expanding their healthcare practices.



HealthPath, a proven program utilized by hundreds of Tech Data channel partners, provides customers with the knowledge and support to develop robust vertical practices with a deep understanding of healthcare-specific regulations, issues and needs. Through the application of [Tech Data's Practice Builder™ methodology](#), the enhanced program now offers customers the ability to leverage accelerators such as cloud, security, analytics, mobility and internet of things (IoT), as well as education on applying these technologies to healthcare environments without compromising patient care.

"The operational advantages that digital transformation can deliver represent a huge business driver for healthcare organizations; however, these organizations must trust that their technology partners thoroughly understand their inner workings and the issues they face, as patient well-being may depend on the solutions they implement," said Colin Blair, vice president, Specialist Solutions Sales, Americas, at Tech Data. "By applying our Practice Builder methodology to the HealthPath program, our customers can better understand things like the advantages of public versus private cloud or what type of security should be applied and where it makes the most sense. This greater breadth and depth of knowledge benefits the healthcare organizations that our customers partner with, providing increased confidence in the solutions and technical expertise they provide."

Healthcare organizations, like many other businesses today, are leveraging digital technologies to reduce costs and develop operational efficiencies. The application of next-generation technologies such as cloud, analytics, mobility and IoT show tremendous potential in improving patient care, maintaining hospital facilities and educating and compensating physicians. With the addition of Tech Data's Practice Builder methodology to its HealthPath program, customers have access to a customized approach designed to help them specialize in building or expanding their clientele's practices around next-generation technologies, along with the insights and resources to successfully develop and grow healthcare practices without some of the risks and expenses encountered otherwise.

"Tech Data's Practice Builder methodology has been a tremendous resource in assisting us with the continuing growth of our healthcare vertical," said Tom Joyce, director of Healthcare Sales at Meridian IT, a leading information technology company. "The wealth of knowledge and expertise that Tech Data has provided around emerging technologies and healthcare digital transformation has enabled Meridian IT to empower our clients for better clinical outcomes and improved patient care."

To learn more about Tech Data's HealthPath program and Practice Builder Methodology in the U.S. and Canada, stop by the Tech Data booth (#2661) at HIMSS18 this week at the [Venetian-Palazzo Sands Expo Center in Las Vegas](#), visit [Tech Data's Healthcare Solutions webpage](#) or call or call (800) 237-8931.

[Click to tweet:](#) .@Tech\_Data enhances #HealthPath program to help customers build stronger vertical practices; #HIMSS18; <http://www.techdata.com/news.html>.

**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<sup>®</sup> and has been named one of Fortune's World's Most Admired Companies for nine straight years. To find out more, visit [www.techdata.com](http://www.techdata.com) or follow us on [Twitter](#), [LinkedIn](#), and [Facebook](#).

**Media Contact**

Wally Campbell

Public Relations Manager, Americas

Tech Data

480.794.7426

[wally.campbell@techdata.com](mailto:wally.campbell@techdata.com)

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