



November 13, 2017

Tech Data and Dynasource Bring Microsoft Partners Together to Accelerate Growth in Cloud

Forms Community on the Dynasource Partner-to-Partner Talent Network

CLEARWATER, Fla., Nov. 13, 2017 /PRNewswire/ -- [Tech Data](#) (Nasdaq: TECD) today announced a new strategic relationship with [Dynasource](#), a specialist partner-to-partner talent-sharing marketplace, to bring together Microsoft Cloud partners with complementary skills, helping them address a wider spectrum of opportunities, develop new capabilities and grow their cloud businesses.

Microsoft channel partners worldwide who are engaged with Tech Data on the Microsoft Cloud Solutions Provider (CSP) program will be invited to register on the [Dynasource community platform](#). Resellers will be able to provide information on their skills to the community and seek out potential partners that have specific or additional capabilities to their own. Tech Data will also use the platform to identify businesses that have complementary skills or who can help each other meet customer requirements.

"Tech Data has been leading the way in taking Microsoft CSP and the Azure platform to market. Partners are seeing tremendous growth and more opportunities are emerging all the time," said Michael Urban, corporate vice president, Corporate Strategy and Business Transformation, who is responsible for Tech Data's global cloud strategy. "Our alliance with Dynasource is aimed at meeting the growing need among partners to fill gaps in their own capabilities, add capacity to take on more new projects and meet rising demand for Microsoft cloud services."

"Dynasource is already established as a powerful and highly effective partner-to-partner community platform, and the addition of the Tech Data Microsoft community will strengthen it even further," said Peter-Robin Mijderwijk, CEO of Dynasource. "It will allow Tech Data's CSP resellers to connect and collaborate very easily and eventually lead to the creation of a distinct community within the Dynasource platform. We are looking forward to working with Tech Data and helping its reseller partners to take more opportunities."

Tech Data will encourage resellers to use the Dynasource community to find partners for both specific projects and longer-term partnerships. While many are expected to work with partners who are within their own country, the community will not be limited geographically, enabling cross-border or pan-regional partnerships to be established.

"Microsoft is committed to bringing partners together in order to accelerate cloud adoption," said Gavriella Schuster, corporate vice president, Worldwide Partner Group at Microsoft Corp. "Having two of our important global partners, Tech Data and Dynasource, join forces to build communities is a major step toward the best collaborating, transparent and growing partner channel in cloud services."

With the ability to use Tech Data's [StreamOne](#) platform to manage provisioning and billing, Tech Data provides Microsoft partners with everything they need to develop and grow their cloud business. The StreamOne platform was recently enhanced and now provides access to additional resources and options, including StreamOne Insights, a new set of analytics tools for Microsoft Azure that enables partners to monitor performance of cloud services and access usage information in real time.

For more information on Tech Data Cloud in the Americas, contact tdcloud@techdata.com or call (800) 237-8931. In Europe, contact cloud@techdata.eu.

[Click to tweet:](#) .@Tech_Data and Dynasource @DNSRC bring #Microsoft Partners together to accelerate growth in #Cloud; <http://ow.ly/XLDK30e3Xp7>.

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](#).

About Dynasource

Dynasource is a global partner-to-partner marketplace for sharing expertise. Founded in 2015, the company works closely together with the Microsoft Partner Network and is one of the vendor's nine resources for partner-to-partner collaboration. It serves over 3,500 members and has over 14,000 profiles on its platform. IT freelancers can also be part of Dynasource. The company is privately held and works globally from its offices in Amsterdam. Dynasource is nominated for Digital Transformation Innovator of the Year 2017. Discover more at dynasource.com and follow us on [Twitter](#), [LinkedIn](#), and [Facebook](#).

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The logo for Tech Data features a stylized blue 'D' icon followed by the text 'Tech Data' in a bold, blue, sans-serif font. A registered trademark symbol (®) is located at the top right of the word 'Data'. The entire logo is enclosed within a blue outline that forms a partial rectangle on the right side.

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