March 6, 2018

Tech Data Wins Fortinet 2017 Distribution Partner of the Year Award

Recognized for leadership in customer service, business growth and security expertise in North America

CLEARWATER, Fla., March 6, 2018 /PRNewswire/ -- Tech Data (Nasdaq: TECD) today announced that it has been named Fortinet's 2017 North America Distribution Partner of the Year. Tech Data was honored during Fortinet's Accelerate 18 global partner and user conference, an annual gathering of more than 2,300 top customers and partners from around the world. The Fortinet 2017 Partner of the Year Awards recognize outstanding cybersecurity sales, customer experience, collaboration and marketing achievements from the company's distributors, resellers and service providers.

"It is a true honor to be recognized as Fortinet's 2017 North America Distribution Partner of the Year," said Alex Ryals, vice president of Security Solutions, Americas, at Tech Data. "Tech Data has a long history of working with Fortinet to enable the IT channel to deliver innovative Security Fabric protections across the entire attack surface, and we will continue to champion go-to-market, technical enablement and other strategic activities with Fortinet to support our customers across the entire security sales cycle."

Tech Data has partnered with Fortinet for more than 10 years to help provide industry-leading cybersecurity solutions to the IT channel. Over the past year, Tech Data has been a leading advocate of Fortinet's security solution offerings and channel ecosystem, resulting in increased renewal and retention rates as well as double-digit revenue growth. Tech Data has also invested in increased technical capabilities, empowering its customers around Fortinet's threat assessment program, technology webinars and solution design.

"We are excited to honor Tech Data as Fortinet's 2017 North America Distribution Partner of the Year," said Patrice Perche, senior executive vice president, Worldwide Sales and Support, at Fortinet. "Tech Data has played a critical role in delivering the advanced protections of the Fortinet Security Fabric to the market in 2017 and has demonstrated exceptional leadership in driving customer security and success. We congratulate their achievements and look forward to continued success for all of our partners in 2018."

Whether in the physical network, cloud, mobility or IoT initiatives, Tech Data's holistic approach to cybersecurity, featuring leading vendor solutions like those from Fortinet, sets its customers up for success. Our industry experts, extensive vendor portfolio and security-related and reseller enablement services can help enhance any security practice and expand security margins across today's cyber threat continuum.

For more information on Tech Data's Fortinet offerings, visit their dedicated webpage, email USPMFortinet@techdata.com or call (800) 237-8931. Also, visit Tech Data's Security webpage for additional security solutions.

Click to tweet: .@Tech_Data honored with @FortinetPartner North America Distribution Partner of the Year award at #Accelerate18: 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® 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 or follow us on Twitter, LinkedIn, and Facebook.

About Fortinet

Fortinet secures the largest enterprise, service provider and government organizations around the world. Fortinet empowers its customers with intelligent, seamless protection across the expanding attack surface and the power to take on ever-increasing performance requirements of the borderless network—today and into the future. Only the Fortinet Security Fabric architecture can deliver security features without compromise to address the most critical security challenges, whether in networked, application, cloud or mobile environments. Fortinet ranks #1 in the most security appliances shipped worldwide, and more than 330,000 customers trust Fortinet to protect their businesses. Learn more at https://www.fortinet.com, the Fortinet Blog or FortiGuard Labs

Media Contact
Wally Campbell
Public Relations Manager, Americas
Tech Data
480.794.7426
wally.campbell@techdata.com

C View original content with multimedia:http://www.prnewswire.com/news-releases/tech-data-wins-fortinet-2017-distribution-partner-of-the-year-award-300609233.html

SOURCE Tech Data Corporation

News Provided by Acquire Media