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## Tech Data Earns Five-Star Ratings in CRN's 2018 Partner Program Guide

### TechSelect and Practice Builder both cited in annual guide that recognizes the channel's top partner programs

CLEARWATER, Fla., April 2, 2018 /PRNewswire/ -- [Tech Data](#) (Nasdaq: TECD) today announced that [CRN](#)<sup>®</sup>, a brand of [The Channel Company](#), has recognized two of its partner programs, [TechSelect](#) and [Practice Builder](#)<sup>™</sup>, with "Five-Star" ratings in its [2018 Partner Program Guide](#). This annual guide is the definitive listing of partner programs from technology vendors and distributors that provide products and services through the IT channel. The Five-Star Partner Program Guide rating recognizes an elite subset of companies that offer solution providers the best partnering elements in their channel programs.



"Tech Data continues to deliver compelling, value-add partner programs to complement our end-to-end portfolio of solutions offerings," said Joe Quaglia, president, Americas, at Tech Data. "TechSelect and Practice Builder are just two of the many partner advocacy programs that help our customers succeed in this age of ever-changing technologies. These hands-on programs allow for direct and tailored engagement with our customers to ensure that they are equipped with the optimal solutions to bring their clients' IT initiatives to life."

TechSelect is Tech Data's community of prequalified technology solution providers and resellers across the U.S. and Canada focused on solution selling into the SMB market as well as various vertical markets. The TechSelect community facilitates interaction opportunities that allow members to connect with one another and build multifaceted partnerships among all stakeholders—Tech Data, its sponsoring vendors and the reseller community at large.

Tech Data's Practice Builder methodology is a framework designed to accelerate growth for solution providers around next-generation technologies including cloud, security, IoT, analytics and mobility. Practice Builder eliminates the guesswork and minimizes the risk and costs for channel partners who are looking to make one or more of these next-generation technology areas a strategic part of their business models.

"Finding the right technology vendor to partner with can be a daunting task, given the vast array of choices now available to solution providers," said Robert Faletra, executive chairman of The Channel Company. "CRN's Partner Program Guide and Five-Star ratings help them narrow the field and find the best fit, identifying the most rewarding partner programs and providing crucial insight into their strengths and benefits. We are pleased to present our 2018 PPG list, recognizing the strongest and most successful partner programs in the channel today."

To determine the 2018 Five-Star ratings, The Channel Company's research team assessed each organization's partner programs based on investments in program offerings, partner profitability, partner training, education and support, marketing programs and resources, sales support and communication. The 2018 Partner Program Guide will be featured in the April issue of CRN and online at [www.CRN.com/ppg](http://www.CRN.com/ppg).

For more information on these award-winning Tech Data partner programs, visit the [TechSelect website](#) and the [Practice Builder website](#), or call (800) 237-8931.

[Click to tweet](#): @TheChannelCo names @Tech\_Data to @CRN 2018 Partner Program Guide #CRNPPG  
[www.CRN.com/ppg](http://www.CRN.com/ppg); <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](#).

### **About the Channel Company**

The Channel Company enables breakthrough IT channel performance with our dominant media, engaging events, expert consulting and education, and innovative marketing services and platforms. As the channel catalyst, we connect and empower technology suppliers, solution providers and end users. Backed by more than 30 years of unequalled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace. [www.thechannelco.com](http://www.thechannelco.com).

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