![Tech Data logo]

June 5, 2018

Tech Data to Showcase End-To-End IoT Solutions at Cisco Live

CLEARWATER, Fla., June 5, 2018 /PRNewswire/ -- Tech Data (Nasdaq: TECD) today announced that next week at Cisco Live, Cisco's annual IT and communications conference, it will offer an engagement-driven presence that will include IoT Experience Centers, demonstrating proven IoT solutions and multiple use cases focused on vertical markets. During the June 10-14 event in Orlando, the Tech Data experience centers will offer attendees the ability to interact with real, working IoT solutions that are deployed and operational in the field.

![Tech Data logo]

"There have been many theoretical discussions and proof of concepts on IoT, but not enough tangible end-to-end, real-life examples. Tech Data has had significant success in working with Cisco to create working IoT solutions," said Michelle Curtis, director, IoT Solutions, North America, at Tech Data. "For example, we helped design and build a solution that included Power over Ethernet (PoE) lighting and supporting Cisco infrastructure to help a real estate end customer. Our IoT engagement model allowed for a basic wireless network build to be expanded into a great Cisco IoT opportunity that was then backfilled with additional support from Tech Data's requisite capabilities and core competencies to fully support the install."

Tech Data has developed four proven vertically focused interactive IoT experiences that use Cisco solutions in addition to other vendor products to cover public sector, smart spaces, industrial, and retail applications. These demonstrations will provide customers with a real view of how multi-vendor solutions can offer a seamless user experience and how channel partners can leverage Tech Data's IoT ecosystem to fill solutions practice gaps and get end-to-end solutions to market faster.

"Cisco is key to Tech Data as both a vendor and a foundational component of our IoT ecosystem," said Phillip Privett, vice president, Technologies and Services, Cisco Solutions, at Tech Data. "With the product portfolio they bring to the market, the opportunities with Cisco for IoT solutions are nearly limitless. Our partners continue to grow quarter after quarter by leveraging the Cisco portfolio, and we are excited to demonstrate our new IoT experiences at Cisco Live!"

Attendees of the event can learn more about Tech Data's IoT capabilities at its booth, no. 2423, or by visiting http://www.techdata.com/smartiot_Ciscolive.

Click to tweet: .@Tech_Data to showcase end-to-end #IoTsolutions at #CLUS; #experienceIoT; 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. 83 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.

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