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Tech Data Adds New Dimension to Distribution with Launch of Global Lifecycle Management Services

Portfolio enables OEMs and solution providers to focus on the future by providing end-to-end customer and product lifecycle management

CLEARWATER, Fla., Jan. 16, 2018 /PRNewswire/ -- [Tech Data](#) (Nasdaq: TECD) today introduced its [Global Lifecycle Management Services](#) portfolio to help manage the entire technology product and customer lifecycle—from design, integration and installation to service, support and IT Asset Disposition (ITAD). Available globally and designed for both original equipment manufacturers (OEMs) and solution providers, the portfolio also features complete customer management solutions, including customer acquisition, enablement and revenue-growth services, such as contract renewals and software license compliance.

Services is a key component of Tech Data's end-to-end portfolio that spans the entire technology ecosystem, benefitting both vendors and customers. By using Tech Data's services, OEMs and solution providers can focus their resources on what is most important to them. In addition, Tech Data's resources and team of experts help customers expand their geographic and technology reach, accelerating the adoption of new technology with the confidence that comes from a trusted partnership.

"Our services portfolio adds a new dimension to distribution," said John O'Shea, senior vice president, Global Lifecycle Management Services, Americas at Tech Data. "Leveraging our unparalleled depth, breadth of expert capabilities and comprehensive end-to-end portfolio, we have designed these services to free up capital from our customers' businesses so they can apply it to more strategic areas, such as transformation, innovation and customer-facing resources. We call it Capital on Tap™—scaling resources up or down based on need—all through one trusted partner."

Tech Data's Global Lifecycle Management Services include integration services, supply chain management services, customer lifecycle management services, and field, depot and support services, such as field engineering, equipment installation, maintenance, repair and many others. These service-oriented offerings complement Tech Data's world-class supply chain competencies to support the technology ecosystem at every step.

"We are excited to see this comprehensive set of services and capabilities being brought to market by a single provider," said David Dwyer, vice president of Supply Chain and Operations at Sharp Imaging and Information Company of America. "For the last few years, we have worked closely with Tech Data's services team, and they've partnered with us to help successfully improve our supply chain operations. The launch of this portfolio will present a full slate of product and customer support services to the market, providing customers the ability to focus on their core business while knowing they have the best possible partner to amplify day-to-day support for their products and customers."

For more information on Tech Data's Global Lifecycle Management Services in the Americas, Europe or Asia Pacific, click [here](#), email GLMS@techdata.com or call (800) 787-2300.

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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](#).

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