



Tech Data Specialized Business Units

Overview	Through its Specialized Business Units (SBUs), Tech Data offers resellers the dedicated expertise of a specialty distributor backed by the broadline resources of a leading global provider of IT products and services. By tailoring technical training, logistics management and product offerings for a particular market segment, each SBU enables resellers, manufacturers and publishers to capitalize on incremental business opportunities
SBUs	<p>Tech Data's SBUs help resellers capitalize on high-demand and emerging technologies. Its SBUs and the types of products they offer are listed below:</p> <p>Components SBU: Barebones PCs and laptops, disk drives, processors, monitors, keyboards, memory, adapters, cables, power supplies, fans, chassis, cases</p> <p>Pro A/V SBU: Plasma and LCD displays, projectors, IP security cameras, wireless networking, structured wiring, mounting hardware, media PCs</p> <p>Document Imaging SBU: Scanners, printers, digital cameras, document management software, consumables and accessories</p> <p>POS/Data Capture SBU: Retail PCs, RFID, cash drawers, handheld scanners, scanners, touch-screen monitors, pole displays, retail management software</p> <p>Supplies & Accessories SBU: Ink, toner, storage media (tape, DVD, CDR), flash memory, carrying cases, power supplies, batteries, surge protectors</p> <p>Telephony SBU: Voice over IP (VOIP), video conferencing, PBX and IP PBX switches, VOIP software applications</p>
Reseller Support	<p>Tech Data's SBUs leverage the distributor's wide range of value-added services to help resellers grow their business and support their customers. Services include:</p> <p>Financial: Extensive credit and leasing options offer resellers the financial resources to remain competitive, win bids and grow their business.</p> <p>E-Business: Resellers can streamline their operations and automate transactions by integrating their business systems with Tech Data via XML and EDI.</p> <p>Integration: Certified technicians can completely configure an array of IT solutions on behalf of resellers before shipping, saving them time and resources.</p> <p>Logistics Management: Same-day shipping, reseller-branded labeling and drop-shipping to end-users saves time, costs and eliminates need for large inventories.</p> <p>TDAgency: In-house marketing service offers resellers a wide range of end-user advertising options including print, radio, television, telemarketing and direct mail.</p>

Technical Services: Systems engineers, technical staff and product support tools assist resellers as they develop, purchase, deploy and maintain IT solutions.

Technical Training: Customers purchase and/or resell vendor-authorized training in high-demand and emerging technologies.

TechEDG: Dedicated government services organization helps resellers gain a larger share of the state, local and federal government and education market.

TechSelect: A membership-based community of SMB resellers through the United States partner and share best practices with one another to grow their business.

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About Tech Data

Founded in 1974, Tech Data Corporation (NASDAQ: TECD) is a leading distributor of IT products, with more than 90,000 customers in over 100 countries. The company's business model enables technology solution providers, manufacturers and publishers to cost-effectively sell to and support end users ranging from small-to-midsize businesses (SMB) to large enterprises. Ranked 110th on the FORTUNE 500®, Tech Data generated \$19.8 billion in sales for its fiscal year ended Jan. 31, 2005. For more information, visit www.techdata.com.