



Fact Sheet

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Specialized Business Units

Overview

Tech Data's Specialized Business Units merge the laser-like focus of dedicated specialists with its global logistics expertise. Backed by Tech Data's reputation of consistent, reliable execution, this revolutionary combination opens up new opportunities for technology resellers to explore emerging markets and expand incremental revenue.

By aligning technical expertise with market segments, Tech Data can tailor services such as business development support, education and training, logistics management and consultative product solutions to the specific characteristics of a particular set of customers.

Apple Solutions

Dedicated to Apple and Apple-compatible solutions including the complete line of Apple software and hardware products. Services are focused on providing the advantages of a national logistics provider to the local level and include business development support, inventory management and vendor product specialization.

Security

Designed to provide security-related technologies and solutions to resellers serving SMB customers. Vendor products include anti-virus, firewall, VPN, data management and intrusion detection. Services include business development support, education and training, logistics management, systems engineer support and vendor product representative support.

Components

The components unit is a specialty distributor within Tech Data focusing on the components needed to build or upgrade personal computers. Top products include hard drives, processors, memory, OEM software and motherboards. Services cover business development support, education and training, logistics management, systems engineer support and vendor product representative support.

Storage

Specializing in storage technologies and solutions for resellers serving SMB customers. Vendor products include SAN, NAS, tape, RAID/Disk, CD/DVD/Optical and application/database management. Services include business development support, education and training, logistics management, systems engineer support and vendor product representative support.

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Digital Imaging/CAD

Concentrates on complete document, photo and digital camera imaging solutions for vertical applications such as healthcare, real estate and law enforcement. Products include cameras, scanners, printers, software and storage. Also includes CAD/CAM and graphic solutions including software, wide-format printers and plotters, high-resolution monitors and CAD/graphics-oriented systems and peripherals. Services provided are business development support, education and training, logistics management, systems engineer support and vendor product representative support and dedicated sales team and hotline.

Mobile Solutions

Provides the unique products and services required by resellers to effectively sell, deploy and support cutting-edge mobile technology solutions. Hardware includes notebooks, tablet PCs and handheld devices. Wireless networking products include 802.11a and wireless modems. The SBU also provides software for business applications and wireless carrier services. Plans for services include vendor product representatives to develop new business opportunities with solution-based Information Appliance technology.

Licensing

Specialized business unit focused on the process, fulfillment and management of virtual software products. Products include operating systems, applications, server products, network management tools and security solutions. Services include logistics management, dedicated sales team, vendor product representative support and system engineer support.

Supplies & Accessories

Focused on growth of supplies and accessories with traditional solution providers as well as aftermarket resellers such as office product dealers and IT supplies resellers. Product categories include printer supplies (toner, ink, paper), magnetic media (DLT, CDR, 4mm), computer accessories (computer cases, input devices, ergonomic accessories and security), and copier/fax supplies. Services include business development support, dedicated sales team and product marketing.

Telephony

Focuses on driving incremental business for resellers focusing on technologies that include VoIP, IP PBX, PBX, key systems, video and audio conferencing. Telephony solutions command healthy business margins for resellers working with SMB customers, medium-to-large local area network (LAN), wide area network (WAN), and interconnects. Services include business development support, education and training, logistics management, systems engineer support and vendor product representative support.