



Telephony Specialized Business Unit

Overview	Tech Data's Telephony Specialized Business Unit (SBU) helps resellers capitalize on high-margin sales opportunities presented by converging voice, video and data technologies. Resellers leverage the SBU's product offering and certified systems engineers to develop telephony solutions for businesses using medium-to-large local area networks (LAN), wide area networks (WAN) and interconnects.		
Product Offering	PBX, IP PBX and VOIP (voice over IP) technologies and solutions; voice and video conferencing applications; fax servers; software; and additional hardware and accessories.		
Manufacturers	3Com ADC ADTRAN APC Axis Communications Brooktrout Technology Castelle Cisco Systems Comdial Dialogic	Equisys Esker Fluke ITW Linx Kentox Larscom Linksys Marconi Microsoft Mitel	Multi-Tech Nortel Networks Paradyne Plantronics Polycom Proxim U.S. Robotics Valcom Zoom
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> <p>Technical Services: Systems engineers, technical staff and product support tools assist resellers as they develop, purchase, deploy and maintain IT solutions.</p> <p>Technical Training: Vendor-authorized training enables resellers to expand their capabilities and develop expertise in high-demand and emerging technologies.</p>		

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.

Learn More

Visit: <http://www.techdata.com/sbu/telephony>
Call: (888) 428-9284

Press Contact

Jarred LeFebvre
(727) 539-7429 ext. 86261
jarred.lefebvre@techdata.com

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.