



TaaS: Smart. Simple. Scalable.

Introducing Tech-as-a-Service (TaaS)

With technology transforming at a record pace, offering strategic and flexible solutions is critical to staying ahead of the competition and growing your business. Tech Data's Tech-as-a-Service is a comprehensive, flexible solution that bundles hardware, software and services into a single subscription price. Best of all, customers can scale up or down throughout the course of their subscription term – allowing them to adjust to changing business conditions. Our newest offering combines Tech Data's unmatched, unique expertise and specialized services with our operational and logistical strength.

Benefits for Partners:

- Expedites cash flow relief – up-front, in-full payments significantly reduce the amount of cash days
- Accelerates refresh cycle – enhances and extends customer loyalty through automatic re-engagement upon subscription end to refresh devices or renew subscription
- Expands capabilities by delivering specialized services that help drive productivity and decrease costs

Benefits for Customer:

- Predictable, lower costs
- Access to the latest technology and employee experience
- Unburdens IT and day-to-day management
- Flexibility to add or remove technology hardware according to demands

3 Ways Tech Data's TaaS Differs From the Competition

1. **End-To-End Solutions:** Our broad portfolio offers any and all endpoint products – client, peripherals, phones, and more!
2. **Flexible Subscription Models:** Allows for scaling up or down throughout their subscription term.
3. **Unparalleled Services Capabilities:** Offers the ability to white-label so you can expand or supplement your current products, services and solutions.

How does TaaS work?

Your customers invest in a subscription-based model that provides the latest technology hardware and managed services for a period of time. After understanding your customer's requirements, we'll help you build the right TaaS solution to meet their needs and budget.

Scalable Solutions*:



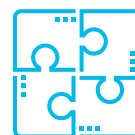
Latest Technology
Hardware/Software



OEM Service



Subscription
Options



Services

Get started with Tech Data's TaaS today!

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*Minimum \$10,000 end-user opportunity. OEM or third-party approved maintenance required for same duration of term. End of term allows for continuation of monthly subscription (minimum 24-month term subscription) or a refresh of devices under a new contract. No buy-out.