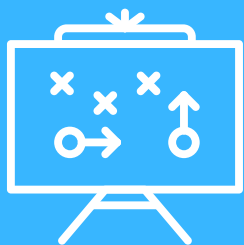# BUILD YOUR SECURITY PRACTICE ROADMAP

with Tech Data's Digital Security Practice Builder

DEVELOP YOUR SECURITY STRATEGY

Assess your company's current standing then focus on tomorrow and what you want to become as a company. Determine what the outcome is that you want to achieve if you focus on security.

BUILD YOUR VENDOR-SPECIFIC COMPETENCY

Spend time researching vendors. Get to know vendor products, solutions and routes to market - allowing you to grow your business.

BUILD YOUR MARKETING COMPETENCY

Decide which areas of security will define your market position and set you apart from your competition. Define your value proposition.

BUILD YOUR SERVICES CAPABILITIES

Add value to your current offerings through our service capabilities including security assessments, training, demos and tech support.

BUILD YOUR SALES EXECUTION COMPETENCY

Evaluate your sales team's efforts. Develop and enhance skillsets that enable your sales force to sell, deploy and deliver key security solutions and technologies.

Ready to elevate your business?
We can help!

Visit http://practicebuilder.techdata.com/security
to get started.

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