

Tech Data Launches Enhanced Cloud Services Portfolio to drive partner success in Australia

*Offerings across Professional Services, Cloud Managed Services,
ISV Solutions Factory, and Business Applications*

Australia, February 15, 2023: Tech Data, a TD SYNEX Company, today announced the launch of its enhanced cloud services portfolio in Australia, as part of its regional launch. Featuring over 100 types of services across professional and support services, Tech Data's enhanced cloud services portfolio is aimed at enabling the channel partner community to better capture and capitalise on opportunities related to their cloud business.

The expanded portfolio of cloud services covers an array of focussed offerings like managed services, where resellers will be able to drive value for customers and help accelerate their move to cloud. While the independent software vendor (ISV) solutions factory will help with app modernisation embedding more advanced technology. The enhanced portfolio also includes professional services and business applications to help channel partners to speed transformation.

Commenting on this development, Sundaresan Kanappan, Vice President Next Generation Technologies for Tech Data Asia Pacific & Japan, said "Asia Pacific's overall public cloud services markets is expected to reach US\$165.2 billion in 2026 as compared to US\$51.2 billion in 2021.¹ While in Japan, revenue in the public cloud market is projected to reach US\$18.37 billion in 2023.² Given this backdrop, we foresee accelerated adoption of cloud computing as the foundation for the delivery of services, as well as an alternative to traditional enterprise computing environments. Tech Data's enhanced portfolio of cloud services will support resellers keen to expand beyond cloud products, by enabling further value-add via professional and support services that capture new opportunities as the cloud platform matures."

Nicholas Jamsek, Cloud Business Leader, Tech Data ANZ, said: "In today's economy where we are facing continuous skills shortage, partners need to continually evolve and innovate to meet the increasing end user demands. At Tech Data, we are committed to helping partners thrive, and our enhanced cloud services are designed with their success in mind. With our global capabilities and reliable local support, partners can leverage our proven tools, solutions, and white label services to address their unique business needs and grow their practice at pace."

Tech Data's enhanced cloud services portfolio includes cloud implementation, deployment, configuration, migration, as well as reactive break-fix support services, trouble ticket management, service-level agreement (SLA)-based support plans, and proactive monitoring of infrastructure.



Currently these services are available for Tech Data's cloud services vendor partners like Microsoft and AWS in Australia, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, and Vietnam.

Brad Clarke, Channel Partner Manager, Australia for Microsoft, said "Microsoft is excited by the launch of Tech Data's cloud services for their partners. As our partners begin to modernise and move along their cloud journey, it is critical that they have a provider like Tech Data to help them deliver great outcomes for their customers. This is a positive step forward for Tech Data which helps to strengthen our partnership across Australia."

Tech Data's cloud managed services which ensures 24/7 monitoring of workloads on the cloud will also cover custom offerings for AWS and Microsoft's Infrastructure as a Service (IaaS) and Platform as a Service (PaaS) business models.

With the region's cloud market continuing to grow, by leveraging Tech Data's expertise in the cloud, resellers in Australia will enjoy faster speed to market and reduced complexity and accelerate their move to cloud. Tech Data's Centre of Excellence (CoE), a holistic, all-in-one framework designed to help partners build a successful practice, provides a suite of ready-built and tested solution offerings for their cloud journeys.

"We are committed to delivering best practice in the industry to help our partners address their challenges and maximise opportunities of today and tomorrow. With the enhanced cloud services and CoE now available in Australia, we look forward to helping even more partners achieve better results in this dynamic and competitive landscape," **added Jamsek.**

About Tech Data

Tech Data, a TD SYNnex (NYSE: SNX) company, is a leading global distributor and solutions aggregator for the IT ecosystem. We're an innovative partner helping more than 150,000 customers in 100+ countries to maximize the value of technology investments, demonstrate business outcomes and unlock growth opportunities. Headquartered in Clearwater, Florida, and Fremont, California, TD SYNnex's approximately 23,500 co-workers are dedicated to uniting compelling IT products, services and solutions from 1,500+ best-in-class technology vendors. Our edge-to-cloud portfolio is anchored in some of the highest-growth technology segments including cloud, cybersecurity, big data/analytics, IoT, mobility and everything as a service. TD SYNnex is committed to serving customers and communities, and we believe we can have a positive impact on our people and our planet, intentionally acting as a respected corporate citizen. We aspire to be a diverse and inclusive employer of choice for talent across the IT ecosystem. For more information, visit www.TDSYNnex.com or follow us on Twitter, LinkedIn, Facebook and Instagram.

Safe Harbor Statement

Statements in this news release that are "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934 involve known and unknown risks and uncertainties which may cause the Company's



actual results in future periods to be materially different from any future performance that may be suggested in this release. The Company assumes no obligation to update any forward-looking statements contained in this release.