

**PRESS RELEASE**

## **Tech Data partners with Allied Telesis to become its premium distributor in Indonesia**

*Strategic collaboration to deliver innovative networking solutions and enhance Tech Data's AI solutions portfolio*

**Jakarta, 27 July 2023** – [Tech Data](#), a TD SYNnex company, today announced its partnership with [Allied Telesis](#), a global leader in connectivity solutions and smart networks, to become its premium distributor in Indonesia. Through this strategic partnership, Tech Data will be offering Allied Telesis' network automation and Artificial Intelligence (AI) solutions, further enhancing its robust AI solutions portfolio.

Allied Telesis' AI-driven networking solutions optimize LAN, Wi-Fi, security, and SD-WAN, resulting in minimized network downtime, streamlined operations and reduced costs. With this collaboration, Tech Data will play a pivotal role in expanding Allied Telesis' presence in Indonesia as well as providing comprehensive end-to-end support to meet the evolving needs of the Indonesian market.

**Commenting on the development, Hendry Widjaja, Country General Manager of Tech Data Indonesia** said "The AI market in Indonesia is projected to expand at a compound annual growth rate (CAGR) of 19.7% from 2022 to 2030, resulting in a market volume of USD4.029 billion<sup>1</sup>. Given this setting, Tech Data is excited to add Allied Telesis to our AI solutions portfolio, to empower our partners and their end-users with extended capabilities that simplifies the complex AI environment and ensure seamless network infrastructure."

Allied Telesis can be seamlessly integrated with more than 30 recognized security vendors to provide reliable, smooth, and cost-saving AI-based Wi-Fi solutions. The company provides a 5-year default guarantee for its hardware and product availability in the market despite the global chipset shortage, setting it apart from other offerings available in the market. Moreover, Allied Telesis is able to ensure the local supply of its products as it has a manufacturing facility in Batam.

"With the rising demands of network convergence and IoT, Allied Telesis is dedicated to delivering innovative networking solutions with next-generation management capabilities to meet today's ever-changing business needs," said **Beng Santosa, Country Lead, Allied Telesis Indonesia**. "We are thrilled to collaborate with Tech Data and are confident that we will benefit from their vast global ecosystem of technology providers and partners."

Allied Telesis has received numerous industry recognitions for its solutions offering, including awards for network automation and security. The company is also committed to environmental protection and supporting biodiversity, leveraging technology for sustainable social progress and ensuring a healthy environment for future generations.

<sup>1</sup>[Statista: Artificial Intelligence: In-Depth Market Analysis 2023](#)

### **About Tech Data**

Tech Data, a TD SYNEX (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 SYNEX' 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 SYNEX 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.techdata.com/id](http://www.techdata.com/id) or follow us on Twitter, LinkedIn, Facebook and Instagram.

### **About Allied Telesis**

With a portfolio of products and technologies providing AI-based automation and SDN solutions for business, government, education, and critical infrastructure customers, Allied Telesis is the smart choice. The Managed Services division, Envigilant™, of Allied Telesis delivers cutting-edge IoT solutions tailored to specific needs, empowering innovation, improving process agility, and helping build a competitive advantage for customers worldwide. We are committed to providing solutions designed and built to the highest standards and quality. Our manufacturing processes comply with ISO 9001 standards, and all of our facilities adhere to the strict ISO 14001 standard, ensuring a healthier planet. [www.alliedtelesis.com/id/en](http://www.alliedtelesis.com/id/en)

### **Safe Harbor Statement:**

Statements in this news release that are not historical facts may be "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. These forward-looking statements may be identified by terms such as believe, expect, may, will, provide, could and should and the negative of these terms or other similar expressions. These forward-looking statements include, but are not limited to, statements regarding our ESG strategies and goals, and 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. A description of risks and uncertainties relating to TD SYNEX can be found in its most recent

Annual Report on Form 10-K and subsequent filings with the SEC and available at [www.sec.gov](http://www.sec.gov). The Company assumes no obligation to update any forward-looking statements contained in this release.