

Tech Data Expands IT Solutions Offerings with New Allied Telesis Partnership

Tech Data Distribution, a leading global distributor and solutions aggregator for IT ecosystems, has entered a strategic distributorship agreement with Allied Telesis, a leading global vendor of IT infrastructure solutions specializing in cloud computing and network security with a wide range of products and services.



Using AI-based software to help solve technological problems, Allied Telesis enables Tech Data and other partners to increase their profitability while being supported by a comprehensive, reliable, and secure network.

Exert influence in the market

Serving as a vital link in the evolving technology ecosystem, Tech Data functions as an essential and core component of digital business transformation for all stakeholders, including wholesalers, resellers, retailers, and end-users. The company leverages its impact in the channel market, facilitating and assisting companies with solutions best suited to maximize business outcomes.

Karly Li, Vice President and Country General Manager, Tech Data HK said, "The new partnership with Allied Telesis will bring us extensive customer coverage in Hong Kong. Allied Telesis's transportation, infrastructure, and government solution has been maintaining its leading position in the field. By partnering up with Allied Telesis, Tech Data HK can further intensify its influence in the market, present ourselves to industries/sectors in which we have not been pursued and exploit more opportunities for profitable growth."

Forging ahead

Allied Telesis' software advancements, which are termed Network AI (AKA Software-Defined Networking SDN), solve problems caused by existing technologies and create more business opportunities. As an example, administrative tasks can be automated using Allied Telesis' Intent-based Networking, which uses both artificial intelligence and machine learning to take care of issues even before they arise.

"As we forge ahead in the ever-evolving landscape of technology, our partnership with Tech Data empowers us to build a robust network infrastructure that will lay the foundation for innovation, scalability, and seamless connectivity. Together, we are committed to delivering cutting-edge solutions, unlocking new opportunities, and driving transformative experiences for our valued customers" added Ozawa Tsuyoshi, Senior Vice President of Allied Telesis APAC.

In addition to providing customers with enhanced sales & after-sales support, the new partnership agreement between Tech Data and Allied Telesis offers extended capabilities to provide clients with customized services and total solutions to exceed the needs of customers today and ahead into the future.



Karly Li, Vice President and Country General Manager, Tech Data HK (Left) and, Perry Cheung , North Asia Regional Manager, Allied Telesis (Right)

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About Tech Data HK

Tech Data Distribution (Hong Kong) Limited (“Tech Data HK”), 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’s 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 on Tech Data HK, visit techdata.com/hk or follow us on [Facebook](#) and [LinkedIn](#).

About Allied Telesis

For over 30 years, Allied Telesis has delivered efficient, secure, cost-effective connectivity for enterprise organizations and complex infrastructure projects. Our award-winning technologies keep pace with network evolution, ensuring our customers enjoy efficient services and applications well into the future. Visit us at www.alliedtelesis.com.

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