

Tech Data Datech Solutions Appointed as Distributor of Snaptrude Solutions in the APJ Region

Singapore, 16 August 2024 – Datech Solutions, a specialized design software solutions business unit of Tech Data, a TD SYNEX (NYSE: SNX) company, is thrilled to announce its partnership with Snaptrude, a provider of breakthrough architectural solutions, for the Asia Pacific (APJ) region. This strategic alliance grants Tech Data and its entities in APJ, the distribution rights to Snaptrude's products respectively in India, Singapore, Brunei, Malaysia, Thailand, Indonesia, Vietnam, Australia & New Zealand.

Snaptrude's innovative design solutions for architects modernizes the way buildings are designed and constructed, enabling faster and more efficient design of sustainable buildings. As the authorized distributor of Snaptrude, Tech Data will leverage its extensive network and expertise to provide unparalleled access to cutting-edge architectural technologies for resellers and customers across APJ, as well as comprehensive support services. This partnership underscores Tech Data's commitment to delivering best-in-class specialized solutions and driving innovation in the architectural and construction sector.

"We are excited to partner with Snaptrude to bring their transformative AEC solutions to the APJ market," said **Jaap Smit, Vice President, Datech Global**. "With our extensive value-added distribution capabilities and Snaptrude's Innovative Solution, we are poised to empower businesses across the region with the ingenious design solutions they need to succeed."

"We are delighted to appoint Tech Data as our authorized distributor for the APJ region," said **Altaf Ganihar, Founder & CEO of Snaptrude**. "Tech Data's extensive reach, digital distribution and unique value addition model in the APJ region make them the ideal partner to help us expand our presence and deliver exceptional value to our customers."

Channel resellers will immediately have access to Snaptrude's offerings via the Datech Digital Distribution Platform, as well as via the Datech Strato program. Both the Platform and Program are part of Datech Portal – a global cloud-based Digital Distribution Platform. The Portal provides easy access to business-critical vendor contract information, business intelligence, end-user data analysis, and end-user license lifecycle management through the FLAER (Find, Land, Adopt, Expand, Renew) methodology, which supports scalable, successful, and growing software subscriptions and SaaS business.

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 23,000 co-workers are dedicated to uniting compelling IT products, services and solutions from 2,500+ 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, AI, 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.techdata.com/apac or follow us on [LinkedIn](#) and [Facebook](#).

About Snaptrude

The genesis of Snaptrude lies in Altaf Ganihar's quest for solving some of the biggest hurdles that Architects face during the design stage. After meeting a myriad group of architects and designers he was surprised to find how fragmented and tedious the existing design process is. Most astonishing for him was the realization that the Architects have somehow learned to live with the way things are! With offices in New York and Bangalore, having raised close to \$22m in venture funding and more than 70 team members, Snaptrude today is the leading company in the building design SaaS industry.

Snaptrude provides a web-based collaborative building design tool that offers real-time collaboration and data insights on budget, compliance, and climate considerations. It enables real-time multi-user collaboration for designing buildings in 3D and generates real-time feedback on building cost, compliance, and climate studies, to help drive more informed design decisions. For more information, visit <https://www.snaptrude.com/>.

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.



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