TD SYNNEX Expands IBM Distribution to Accelerate Partner-Led Growth Worldwide

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Expansion strengthens scale, consistency, and execution across Europe, Asia, and Latin America

FREMONT, Calif. & CLEARWATER, Fla.--(BUSINESS WIRE)-- TD SYNNEX (NYSE: SNX), a leading global distributor and solutions aggregator for the IT ecosystem, today announced the expansion of its IBM distribution footprint into 20 new countries across Europe, Asia-Pacific (under the Tech Data and Tec-D brand in Malaysia), and Latin America, advancing global scale and enabling more consistent, partner-led growth across markets.

Through this expansion into additional global markets, TD SYNNEX is extending access to IBM solutions while enabling partners to grow and scale with greater confidence across regions. This broader footprint supports a more consistent partner experience and unlocks new growth opportunities across both existing and expansion markets.

“With this expansion, we are extending our reach into additional markets while connecting with a broader set of partners looking to grow their IBM business,” said Mark Martin, VP, Global Vendor Management, TD SYNNEX. “And through our program Select Blue, we’re providing a clear path to engage, specialize, and execute confidently, helping both new and existing partners enter new markets and accelerate revenue growth.”

The expanded footprint gives more partners access to Select Blue, a focused initiative from TD SYNNEX, built with IBM, designed to help partners move from opportunity to execution faster, and with less guesswork. Through specialization in high-growth areas like AI, data and automation, Select Blue enables partners to deliver outcomes that matter and stand out in a crowded market.

“Select Blue gives us clarity around where to focus and how to scale,” said Sam Smith, Senior Vice President, ASB Resources. “By adopting SaaS- and consumption-based models, we’re accelerating execution and driving more predictable growth. TD SYNNEX helped us get there faster—without guesswork.”

TD SYNNEX provides end-to-end capabilities spanning enablement, financing, pre-sales support, and go-to-market execution, helping partners accelerate time to revenue and scale their IBM business. Execution in all markets will be anchored in a globally consistent framework with local execution, enabling outcome-based solutions, supported by scalable processes and performance accountability.

Partners interested in growing their IBM business with TD SYNNEX can explore available opportunities and connect with a TD SYNNEX IBM specialist through the Select Blue landing page.

About TD SYNNEX

TD SYNNEX (NYSE: SNX) is a leading global distributor, solutions aggregator, and original design and contract manufacturer that plays a central role in connecting the technology ecosystem. We support more than 150,000 customers across over 100 countries with a comprehensive edge-to-cloud portfolio spanning cybersecurity, analytics, artificial intelligence, mobility, and Everything-as-a-Service. We are a Fortune 100 company that helps partners maximize the value of technology investments and achieve measurable business outcomes through our global reach, expertise and enablement capabilities. Headquartered in Clearwater, Florida, and Fremont, California, the Company's distribution business brings together a broad portfolio of IT hardware, software and systems, providing access to products across the global IT ecosystem. The Company's Hyve Solutions business partners with technology companies to design, manufacture, and deliver traditional and accelerated compute, cloud, and connected infrastructure. For more information, visit www.TDSYNNEX.com, follow our newsroom or follow us on 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.

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