



We help Partners
build and scale
profitable
businesses





Platforms
and Tools



Financial
Solutions



Support and
Enablement



1,500+
VENDORS/
OEMS



200,000+
PRODUCTS
& SOLUTIONS



23,500+
SKILLED
CO-WORKERS



DEEP
VENDOR
RELATIONSHIPS



150,000+
CUSTOMERS



100+
COUNTRIES
SERVED




\$62B
IN ANNUAL
REVENUES

FORTUNE
WORLD'S
MOST
ADMIRED
COMPANIES
#64 ON THE LIST

Our Vendors in ANZ

Our Security Ecosystem

 ABSOLUTE	 Akamai	 aws	BITSIGHT	 CHECK POINT
eSENTIRE	 everbridge	 exabeam	 FORESCOUT	
 elastic	HCLSoftware	 infoblox	 jamf	 Lookout
 Microsoft	 radware	 riverbed	 SentinelOne	strongdm
 TANIUM	 THALES Building a future we can all trust	 HORIZON3.ai <small>TRUST BUT VERIFY</small>	VECTRA	 ZIMPERIUM

“ We successfully secured a deal for 400 seats with a prestigious law firm, thanks to the innovative Cloud Labs Experience platform provided by Tech Data, a hands-on demo that simulates real business events and use cases. Truly stands out as a remarkable innovation.

Suresh Kmar, CEO Skysecure Technologies



“ Tech Data stands out from the pack, in terms of their drive to get down to the level where they are designing an Azure solution that’s specific to a client’s needs. We’re talking fully invested in our business and our clients.

André Dowding, Managing Director, Net Intellect



“ We can grow together with Tech Data. The service portfolio allows us to implement a SOC service for mutual benefit. We monitor the environment during the day, weekends and nights are mapped via Tech Data. This allows us to serve our customers even better on their demand.

Ansgar Schwarzer, from AS-Systeme.



“ Through Tech Data, our employees' skills have grown in competencies and knowledge of the Microsoft world and its possibilities. Tech Data, for me, means partners, friends, kindness, projection and, ultimately, solutions.

Juan Camilo Giraldo CEO, COMUN I



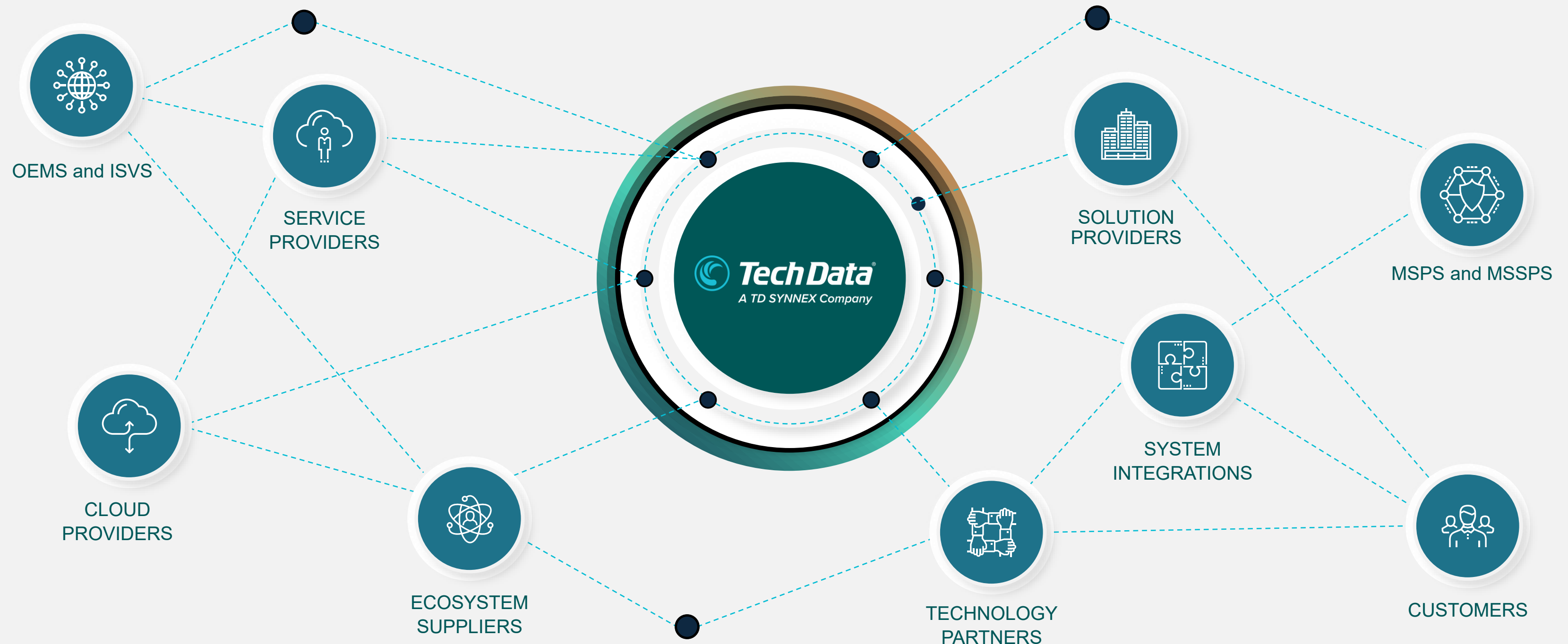
“ The collaboration with Tech Data and investments in Power Platform enabled Invid Jönköping to transform the customer's operational efficiency dramatically. Tech Data contributed vital training and expertise in Power Platform, empowering Invid Jönköping to build a dependable tool

CEO André Prien , Invid Jönköping AB



Making IT Personal™

As the Largest Global Solutions Aggregator in the Channel, Tech Data is at the Heart of the IT Ecosystem



StreamOne[®]

Our Global Ecosystem
Orchestration Platform
Optimized for MSPs



Grow your business at scale, with best of breed tools to optimise your end-to-end digital journey.

Automated and accurate
multi-cloud billing



FinOps IaaS Optimisation
Tools



Full range of API
integrations, from
billing to commerce



Unified customer
lifecycle management



Real-time consumption and
subscription visibility



StreamOne[®] MSP-Ready
Solutions



Fully customisable
white label storefronts



Business insights through
custom reports



Industry Leading PSA
Connectors





Partner

Net Intellect,
Managed Services Provider (MSP)

Founded

1996

Location

Australia

Website

netintellect.com.au

“

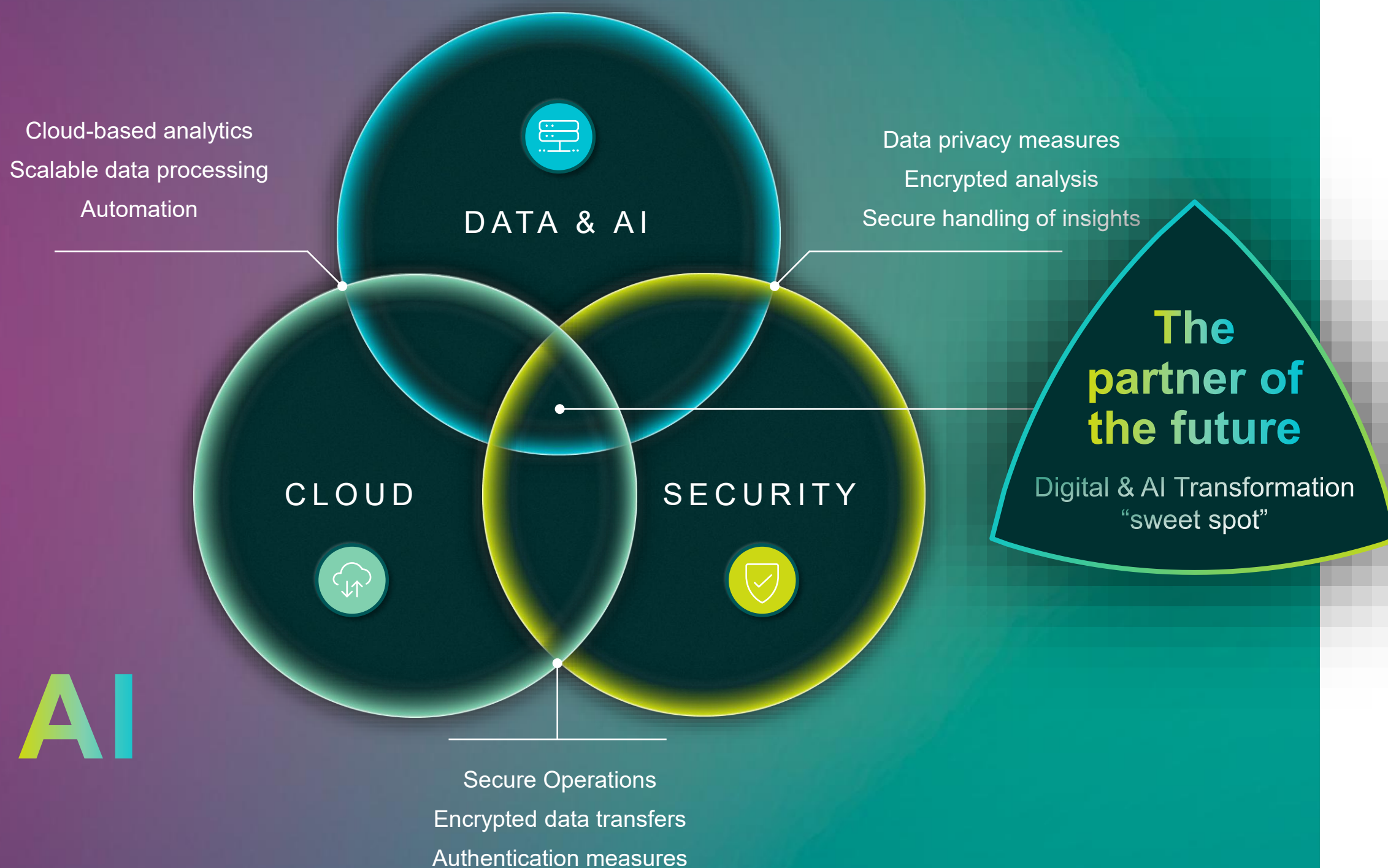
[StreamOne®] **ticks every box** I can think of as far as being easy to use. I always used to need to be quite heavily involved in ordering, and it's been **easy to train** a few of our support staff. I don't really have to touch it at all now, so it's provided a lot of **efficiency** that we haven't had before.

”



André Dowding
Managing Partner
Net Intellect

Accelerating growth of secure, intelligent cloud



By 2028

60%

of enterprise workloads will move to optimal environments through **AI-driven movement**, enabled by progress in application modernisation and **AI tools**, which will be utilised by at least 45% of organizations

By 2026

75%

of organisations will leverage specialised accelerated cloud computing services to maximise the speed of deployment and optimise the **scaling of their AI** and other accelerated applications

By 2026

40%

of multi-cloud environments will leverage **generative AI** to streamline security and identity access management, reducing manual efforts by 50%

Tech Data Offerings and Capabilities for Hybrid Cloud

Differentiation that makes sense for SMBs



Awareness

(Learn)

Industry Reports
Growth Projections
Financial Opportunity
Industry Events



Enablement

(Solve)

Tech Data Channel Academy
Technical Deep Dive
Certification Courses
Practice Builder
Demand Generation and
Solutions Marketing



Support During Sale

(Deliver)

Access to Technical Experts
Tech Data Cloud Labs
Solutions Accelerations
Marketplace Listings
Financial Solutions



Support After Sale

(Evolve)

Services
On-Going Support
StreamOne® Cloud Management
Go to Market Support

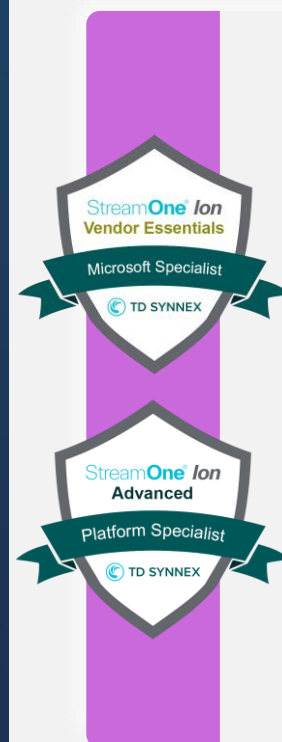
TD Channel Academy

Tech Data On-Demand Training Platform
Become a Cloud Practitioner and achieve Market recognition with our certification badges



Microsoft Sales & Ops Specialization

Azure Cloud Migration, Security, Microsoft, NCE
Modern Work, Premium Mix and More



StreamOne® Platform Training

Learn to maximize the capabilities of the StreamOne® platform.



High-Growth Technologies

Courses on AI, cybersecurity, data analytics, hybrid cloud, IoT, and more.



Practice Builder

Digital courses that help partners specialize and evolve their business models.
Deliver excellent business outcomes using the latest technology



Destination AI™

Learn how to accelerate your journey into Azure Gen AI & Copilot

We help MSP businesses optimise and grow

Expand your opportunities

Uncover new opportunities
and grow your MSP practice

Get business support

Access specialised resources
to simplify operations and
accelerate growth

Build new skills

Add new skills with specialised
trainings, certifications, and more



Connect with community

Connect with peers, Tech Data
experts, and solutions providers

Supplement your services

Augment your staff and win
more business with services
and assessments

Streamline your transactions

Expand your digital presence and
simplify transactions with digital platform
and marketplaces