



TDAvantage

Configuration Services

- End-to-end configuration of Cisco products with private-labeled direct shipping
- Offload repetitive, time-consuming activities

Cisco Solutions Center

- Live demos of Cisco solutions (on-site or remote) – Close Deals Faster
- Display the value proposition of an entire solution – Increase Deal Size
- Educate customers about why they should adopt the latest technologies
- Train staff on how to sell and deploy new technologies

TD Education

- Cisco certifications/specializations management
- Development tracks for partners and ROI models
- “Fast Track” trainings to minimize time and investment
- Discounts available to high-potential partners (restrictions apply)

Demand Generation

- Qualified leads and sales appointments
- Regional TD-Cisco end-user seminars geared toward training and market insights

Enablement

Develop and grow next-generation Cisco Partners through a consultative account planning approach.

Global Partner Network

Leverage Tech Data’s presence in Latin America, Canada and Europe/Middle East/Africa (EMEA) to extend their reach and provide fulfillment to multinational end-customers.

Ecosystem Partner Network

Leverage Tech Data’s relationship with Cisco Ecosystem Partners in order to efficiently offer a complete solution.

30 Years of Winning Performance

- Cisco named Tech Data Top Innovator of the Year of 2010
- Cisco named Tech Data Worldwide Distributor of the Year and Global Services Innovator of the Year in 2009
- FORTUNE® Magazine ranked Tech Data 109th on the Fortune 500 List
- FORTUNE® Magazine named Tech Data one of the World’s Most Admired Companies
- Forbes named Tech Data one of its Most Trustworthy Companies
- BusinessWeek placed Tech Data in its Info Tech 100 list of best-performing technology companies
- eChannelNews honored Tech Data at its Reseller Choice Awards as Distributor of the Year for the fourth consecutive year

Strength in Numbers

- \$24,000,000,000+ Net Sales
- 125,000+ Customers Served
- 150,000+ IT Products Served
- 100 + Countries Served

Follow Us!

Contacts

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