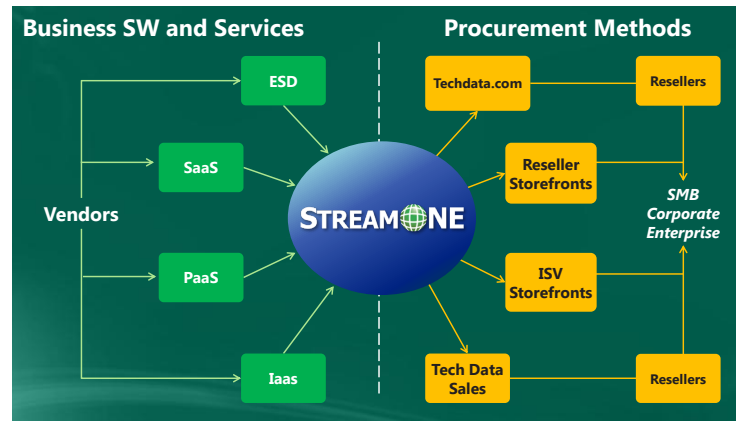


The Tech Data StreamOne Solutions Store provides resellers with the ability to sell Cloud services and offer their customers access to products from niche software vendors. Resellers of all sizes can now easily offer Cloud services with only a small investment providing a multitude of software applications in a downloadable format resulting in increased profitability.

This platform is changing the way software is offered through the channel. Our Web-based Solutions Store provides a full-service online provisioning platform, allowing you to search, compare, quote and order products from software and Cloud providers. Whether you're fully immersed in the Cloud or offering hybrid solutions, StreamOne and Tech Data is your full-solution destination. Tech Data's StreamOne Solutions Store has numerous benefits offering a wide selection of Software and Cloud products and services, including SaaS, PaaS, IaaS and Electronic Software Download for industry vendors, many who are not currently in the IT distribution channel.

Reseller Benefits

- Monthly recurring revenue
- Downloadable software titles
- Consolidated monitoring dashboard
- Integrated provisioning and billing platform for Cloud offerings
- White-labeled Solutions Store for reseller ecommerce sites
- Enablement and training with TDCloud Academy
- Industry-specific vertical solutions
- Credit card payments or net terms
- License resends and renewals
- Simplified billing management and platform
- Revenue forecasting dashboard (view of future billing)
- Evergreen monthly billing (no monthly po's)



FAQ's for Resellers

As a reseller, how do I get to the StreamOne Solutions Store?

First, become a Tech Data reseller through our new account application and agree to our electronic commerce agreement. Go to www.techdata.com and click the link under Services for StreamOne. If you're already a Tech Data reseller, simply go to www.techdata.com/streamone and click on the Reseller link to get started. Once registered, you will be contacted to be set up as a Cloud reseller.

What is the benefit for me as a reseller to selling Cloud and/or SaaS, IaaS, PaaS?

The most valuable benefit will be recurring revenue. In addition, the ability to seamlessly incorporate SaaS, IaaS, PaaS with your traditional vendor offerings from Tech Data instead of utilizing multiple sources to procure products and services for your customers' needs. The consolidated dashboard gives you visibility into all services. And, you can private label Tech Data's Solutions Store as your own. If your customers are asking about the Cloud, Tech Data will be there with solutions you can sell.

Can I purchase SaaS, IaaS, and PaaS products through the StreamOne Solutions Store?

Yes, the StreamOne Solutions Store provides easy search, comparison and purchase of Cloud services of SaaS, IaaS, and PaaS, as well as perpetual software licensing that is downloaded for on-premise installation.

How will I be billed for recurring charges?

Products and services purchased that have recurring billing will be charged on a monthly, quarterly or annual basis, depending on how the service is sold. You'll get an invoice from StreamOne for each product or service at the billing cycle time. You'll receive one invoice per customer for all vendor purchases and will automatically be prorated to align with the initial purchase and have one billing anniversary. Resellers with ERP requirements can contact us about pre-billing notices at streamonebilling@techdata.com.

Do I need to submit a purchase order for each billing cycle to continue use of the SaaS, IaaS, or PaaS?

No purchase order or subsequent orders are necessary. StreamOne will invoice you for each billing cycle for the service. A pre-billing notice will be available as a download allowing exports/uploads to third-party billing systems.

What payment methods can I use for StreamOne Solution Store purchases?

You can use credit card or your net terms account with Tech Data.

How does my end user add or decrease the number of users for SaaS or configuration for IaaS or PaaS?

Either the reseller or the end customer can use the application or portal to change the user or configuration. The provider will update StreamOne with the correct billing amount and the invoice will be updated. You'll be notified within your dashboard that additional services have been added. If the provider does not allow changes within their application, then a new order for additional users can be placed through the StreamOne Solutions Store, or via other ordering methods to Tech Data.

How will I know the upcoming charges StreamOne will invoice?

Resellers can search the Billing section to view any upcoming recurring charges in aggregate, or by each end user.

What are some of the product categories offered on the StreamOne Solution Store?

- Hosted Messaging
- Unified Communications and Collaboration Solutions
- Security
- Online Backup
- Information and Email Archiving
- Enterprise Content Management
- ERP / CRM
- Financial Solutions
- HR and Employee Management
- Electronic Medical Records and Patient Mgmt
- eLearning
- Storage
- Hosted Infrastructure
- Virtual Desktop

Vertical Markets	
Banking & Finance	Manufacturing
Communication	Media
Construction	Retail
Energy and Utilities	Technology
Government	Telecom
Healthcare	Transportation