



FOR IMMEDIATE RELEASE

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## **Tech Data Canada Expands Support Offering for its Reseller Partners with Quattro**

**Mississauga, ON** – March 12, 2015 – Tech Data Canada, a leading distributor of IT products, logistics management and other value-added services, today announced that it is offering flexible 24/7 support through Quattro for Office 365 through the Microsoft Cloud Solution Provider (CSP) program, thereby making the program available to all Tech Data Canada reseller partners. The CSP program is designed to expand cloud sales opportunities for reseller partners by enabling them to provide direct billing, sell combined offers and services, and directly provision, manage and support products and services.

Quattro is a leading end-to-end managed services and technical support provider that helps solution providers enjoy secure and scalable IT infrastructure.

Some of the benefits of Quattro's support services include:

- Unlimited service at one fixed price
- Highly responsive and agile architecture
- Availability of skilled IT support resources on a 24/7/365 basis
- One number for all tech support service, including escalation to Microsoft
- Strict adherence to agreed upon SLA's
- Deep technical knowledge base and expertise due to availability of certified engineers
- Provision for remote accessing for resolution
- Ticketing, tracking and disposition of all issues
- Centralized support for Exchange Online, Lync Online

“With the rapid transition of licenses moving to subscription services, Tech Data Canada is excited to be able to offer solution providers across Canada with 24/7 and after-hours support from Quattro through the Microsoft Cloud Solution Provider program,” said Greg Myers, Senior Vice President, Sales and Marketing, Tech Data Canada. “This will enable solution providers across Canada with the opportunity to accelerate their Cloud business by selling Microsoft O365 monthly subscription through CSP and allow them to choose between providing support themselves or to utilize Tech Data Canada’s support.”

“Quattro is delighted to partner with Tech Data Canada,” said Dilowe Barker, Vice President, Business Development, Quattro. “The partnership enables the channel to leverage and promote recurring support services and to offer a robust and integrated solution benefiting the VAR network and the VAR’s SMB customer base by putting support at their fingertips.”

To learn more about Tech Data Canada’s Software business, contact its dedicated team at (800) 668-3475 or email [software@techdata.ca](mailto:software@techdata.ca).



### **About Quattro**

Quattro is a leading business support services company, “One Stop Shop” that caters to the ever evolving Technical Support and Managed Services needs of Small and Medium Businesses (SMB’s) and Channel Partners including Managed Service Providers (MSP’s), Value added Resellers (VAR’s) and other resellers across the United States and Canada. Quattro’s services include SMB Helpdesk, Server Management, Network Management, Desktop Management and NOC services. Quattro works with channel partners to provide the sales tools and other value added services on a white label or co-branded basis that enable the MSP’s / VAR’s / Resellers to scale and increase their revenue without incremental investments.

### **About Tech Data**

Tech Data Corporation is one of the world’s largest wholesale distributors of technology products, services and solutions. Its advanced logistics capabilities and value added services enable 115,000 resellers to efficiently and cost effectively support the diverse technology needs of end users in more than 100 countries. Tech Data generated \$26.8 billion in net sales for the fiscal year ended January 31, 2014. It is ranked No. 111 on the Fortune 500® and one of Fortune’s “World’s Most Admired Companies.” To learn more, visit [www.techdata.com](http://www.techdata.com), or follow us on [Facebook](#) and [Twitter](#).

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