Why Tech Data & F5

F5 helps organizations seamlessly scale cloud, data center, telecommunications, and software-defined networking (SDN) deployments to successfully deliver applications and services to anyone, anywhere, at any time.

F5 solutions broaden the reach of IT through an open, extensible framework and a rich partner ecosystem of leading technology and orchestration vendors. This approach lets customers pursue the infrastructure model that best fits their needs over time.

The world's largest businesses, service providers, government entities, and consumer brands rely on F5 to stay ahead of cloud, security, and mobility trends. For more information, go to f5.com. You can also follow @f5networks on Twitter or visit us on LinkedIn and Facebook for more information about F5, its partners, and technologies.

Why Tech Data and F5?

Celebrating nearly 15 years of partnership, F5 and Tech Data, have worked together to enable partners through innovative channel programs focused on data center technology and solutions. From trainings, to global sales support to flexible financing programs supported by a dedicated staff, Tech Data has helped partners grow their F5 sales as F5 has grown into an industry-leading technology company. Tech Data provides F5 partners with access to:

- **Tech Data F5 Business Development Executive Team:** Dedicated sales support focusing on partner engagement and alignment with F5 solutions and initiatives, including Government partners.
- **Tech Data F5 Supplier Business Executive:** Works closely with F5 channel team to create Tech Data programs to support business initiatives.
- **Tech Data F5 Solutions Marketing:** Provides support for Tech Data F5 demand generation campaigns, marketing communication, partner trainings and product support.
- **Tech Data F5 Technical Consultant:** Supports partners with F5 training on products, solutions and technical support for partners.
- **Tech Data F5 Pre-Sales Support:** Provides timely and accurate assistance with complex configurations and quotes for all F5 products and solutions.

F5 SNAPSHOT

- NASDAQ: FFIV
- Founded: 1996
- Headquarters: Seattle, WA
- FY16 Revenue: $1.995 B
- Employees: 4,515

TECH DATA SNAPSHOT

- NASDAQ: TECD
- 43 years in IT distribution
- $26.2 billion in sales for FY17
- Ranked No. 107 on the Fortune 500
- 115,000+ IT Reseller Customers
- Employees: 14,000 worldwide
- Operations in 40 Countries
- 100+ Countries Served
- 8 years FORTUNE's "World's Most Admired Companies"

Tech Data Value Added Offerings for Channel Partners

With the acquistion of Technology Solutions by Tech Data, we have created a premier global IT distributor with unmatched capabilities and the most diverse end-to-end solutions portfolio...from the data center to the living room.

The combined organization can now provide solutions, product and services coverage and support that can help channel partners solve business problems to achieve and deliver better outcomes through:

- Ease and speed of doing business
- Leveraging operational efficiency
- Capitalizing on deep skills and service delivery capabilities
- Growing revenue
- Gaining faster time to market

Financial Strength

Tech Data offers financing solutions, such as leasing and receivables services, to solve customers' needs, giving channel partners greater flexibility to take on larger, more complex deals.

Education and Enablement

We offer a comprehensive range of training, education and enablement solutions that complement our large portfolio of IT solutions and products, including technical, high-end courses delivered at authorized training centers, live online, or through Tech Data courseware.

Consulting and IT Services

From hybrid cloud solutions, infrastructure solutions, and workplace productivity to unique services and IP, Tech Data enables channel partners to develop capabilities and expand channel partners' portfolio to offer more services to end users. Tech Data has invested in Specialist Business Units to enable channel partners in building practices in the high growth areas of Security, Mobility, Cloud and Big Data /IoT. Our SBU's offer consulting, assessments, services and managed services you can resell.

Sales, Marketing and Technical Expertise

Tech Data's sales, marketing and technical teams understand business, technology and vertical markets and use that knowledge to develop approaches with clear strategies, plans and roadmaps. We can help our channel partners expand within existing markets and move into new technology and vertical segments. And through close alignment of sales and marketing activities, we can help channel partners drive increased demand, build pipeline and deliver a solid return on their investment.

Integration and Logistics

Tech Data's ISO 9001 Certified Integration Services provide the most advanced integration and logistics capabilities possible to support our channel partners' current and future business. By leveraging our advanced solution integration and delivery capabilities, channel partners will also add value to their solutions and increase customer satisfaction.

Dedicated F5 Contacts:

F5 Sales Director:
Kim Hofmann / 303- 544-6487 / kim.hofmann@techdata.com

F5 Supplier Business Executive:
Wendy Ganza / 303-544-6536 / wendy.ganza@techdata.com

F5 Brand Marketing Manager:
Rose Wagner / 480-794-7477 / rosemary.wagner@avnet.com

F5 Certified Pre-Sales Technical Support:
Shane Nixon / 480-794-2514 / shane.nixon@techdata.com

F5 Quotes and Configurations & POs: F5@techdata.com

F5 Field Technical Support:
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Business Development Managers:

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