



## Riverbed Resources at a Glance

Tech Data and Riverbed are committed to helping you deliver digital performance solutions to your clients. From cloud networking to digital experience management to the cloud edge infrastructure, we have you covered.

### Business Development Executives (BDEs)

Tech Data has a team of dedicated sales professionals in your region available to help you engage resources and close business. Our BDEs work closely with **Riverbed Channel Sales Managers (CSMs)** to support your Riverbed efforts. Connect with your BDE today to learn more:

- West – **Jared Hill** [jared.hill@techdata.com](mailto:jared.hill@techdata.com)
- Central/Midwest – **Brian May** [brian.may@techdata.com](mailto:brian.may@techdata.com)
- East – **Sharon Murray** [sharon.murray@techdata.com](mailto:sharon.murray@techdata.com)
- Western Canada – **Wanda Snell** [wanda.snell@techdata.com](mailto:wanda.snell@techdata.com)
- Eastern Canada – **Ari Elkaim** [ari.elkaim@techdata.com](mailto:ari.elkaim@techdata.com)
- Federal – **Jerry Hertel** [jerry.hertel@techdata.com](mailto:jerry.hertel@techdata.com)

### Presales and Technical Support

#### Tech Data Demo Center

Whether you're presenting a personalized proof of concept to clients or educating your sales team, Tech Data is equipped to help. We continue to build out our lab portal so that the Tech Data staff can virtually present:



MANAGEMENT  
& REPORTING



CLOUD



STORAGE



WAN  
OPTIMIZATION

Contact your **Tech Data BDE** to schedule a client presentation or sales training.

#### Technical Training and Sales Support

Let us help you deliver technical presentations and client training sessions. The Tech Data team is available to help with trainings, lunch-and-learn sessions, on-site presentations and more. Contact Ken George ([kenneth.george@techdata.com](mailto:kenneth.george@techdata.com)) or your **Tech Data BDE** to learn more.

#### Riverbed Virtual Engineering Support Team (VEST)

Have technical questions about the Riverbed portfolio? Contact the **Riverbed VEST** team for technical assistance: [rvbd-vest@riverbed.com](mailto:rvbd-vest@riverbed.com).

#### Sales Support

Contact the following Tech Data teams to request quotes, orders, and support with international deals:

- Quotes: [riverbed@techdata.com](mailto:riverbed@techdata.com)
- Orders: [Riverbed\\_PurchaseOrders@techdata.com](mailto:Riverbed_PurchaseOrders@techdata.com)
- International Opportunity Support: [john.oakes@techdata.com](mailto:john.oakes@techdata.com)

## Sales Enablement

### Riverbed Reel

Tech Data is pleased to present a Netflix-style on-demand training series that features succinct Riverbed technology updates, positioning tips and other selling tools to help you win with Riverbed. Watch now: [rvbdreel.com](http://rvbdreel.com)

### Riverbed Partner Portal

Your one-stop shop for product information, deal registration, marketing campaigns, technical training and more. Visit [partners.riverbed.com](http://partners.riverbed.com) to engage with Riverbed's online resources for partners.

### Riverbed Configurator Tool

Configure a bill of materials (BOM) quote using retail list prices with Riverbed's online, interactive tool: <https://partners.riverbed.com/s/configurator>.

## Marketing Resources

### Riverbed Reach

Offering both free and value-added services, Riverbed Reach includes integrated campaigns, turnkey assets and automation tools, plus customization and localization options. Learn more at [riverbedreach.com](http://riverbedreach.com).

### Marketing Development Funds (MDF)

Do you have an innovative demand generation or sales enablement project to help drive your Riverbed business? Submit an MDF request to Tech Data: <https://fs18.formsite.com/techdata/form18/index.html>.

## Partner Resources

### Riverbed Partners

Email [partners@riverbed.com](mailto:partners@riverbed.com) to answer your questions about:

- Deal registration status
- Joining the Riverbed Rise Partner Program
- Status updates on MDF/BIF/rebates
- Updating your account with Riverbed (address changes, adding users, etc.)