



**Live**

**TechData**



# Trusted Advisor in Action

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Huw Jones

Sales Director – Tech Data Advanced Solutions



# *TRUSTED ADVISOR*

**Reduce  
Cost**

**Drive  
Growth**

**Increase  
Profit**

**Customer  
Satisfaction**

**Reduce  
Cost**



Flexible financial solutions  
TaaS, Finance, Credit  
Elevator



International  
capabilities

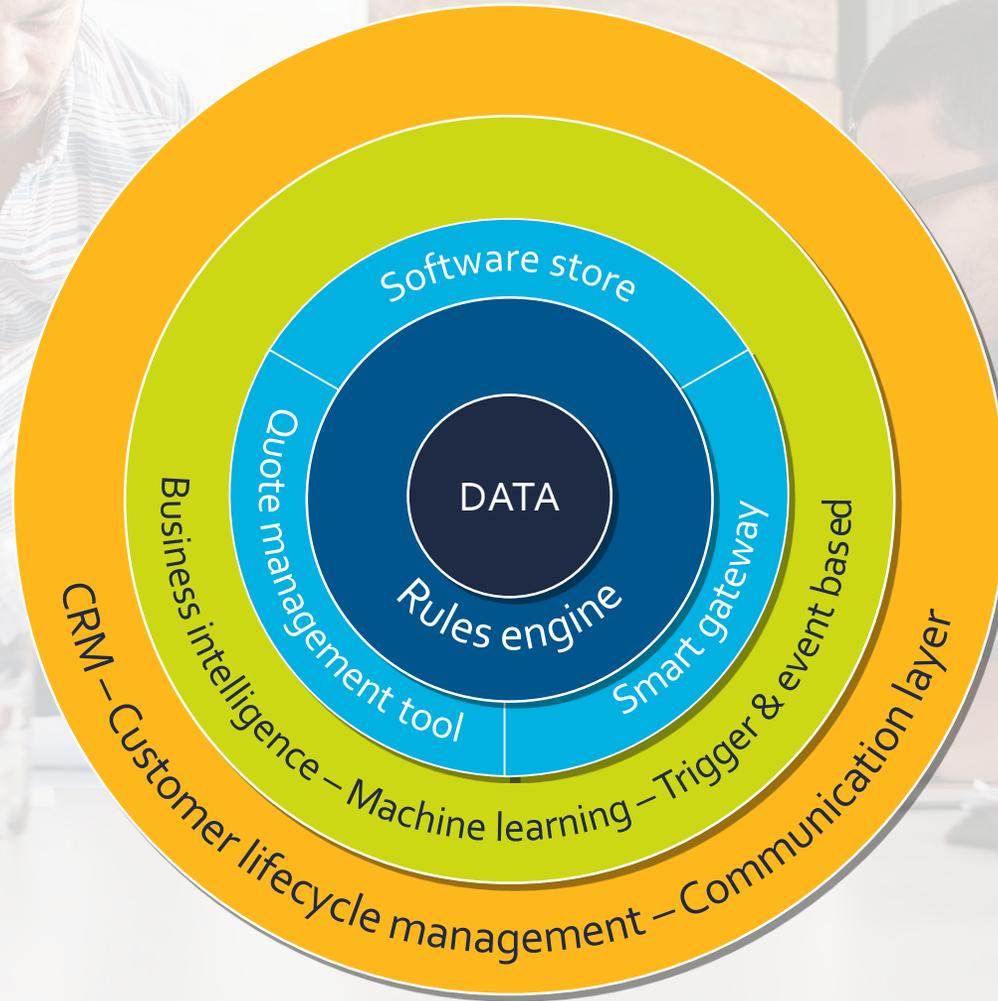


Logistics project  
management



Software  
store

# Software store FY19



# Software store FY19





# *TRUSTED ADVISOR*

**D**  
**Reduce  
Cost**

**D**  
**Drive  
Growth**

**D**  
**Increase  
Profit**

**D**  
**Customer  
Satisfaction**



Vendor Intimacy and  
specialism



Programmatic business  
development



IOT Practice



Advanced Solutions  
Technical Community

**Drive  
Growth**

# Technical Community



# Live Demonstration Environment

ASTC



# TRUSTED ADVISOR



**Reduce  
Cost**



**Drive  
Growth**



**Increase  
Profit**



**Customer  
Satisfaction**



Deep understanding of vendor programmes



Competitive commercial terms



Solution building through complimentary vendor propositions



STR1, and STR1 Enterprise

**Increase Profit**

# ***TRUSTED ADVISOR***

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**Customer  
Satisfaction**

# Customer Satisfaction

**£1BN**  
of credit facility

**47k**  
**sq m**  
Facility located within UK 'Golden Triangle'

**£150m**  
of stock for next day delivery

**15k**  
SKU's

Deliver to  
**95%**  
of UK within  
**8 hours**

**250+**  
vendors providing  
an End to End  
portfolio

Customer focused account ownership with the best in class tools  
**CTI, CRM, SAP, Intouch**

**Range of configurations services**

Server / Blade Server builds  
Networking  
DOA Testing  
Asset Tagging / recording  
Memory Upgrades  
Capacity to expand on demand

Outsourced logistics

International shipment capabilities

**Customer Satisfaction**

# ***TRUSTED ADVISOR***

**D**  
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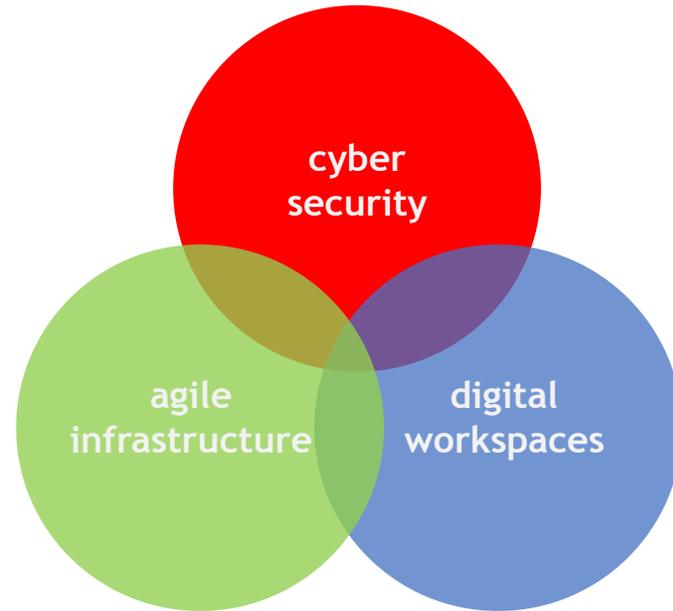
**D**  
**Increase  
Profit**

**D**  
**Customer  
Satisfaction**

# A Customer view – Cetus Solutions



Mike English  
managing director



*Application and Data delivery*

*Inspire, Transform, Together*



# A Customer View – Celerity UK

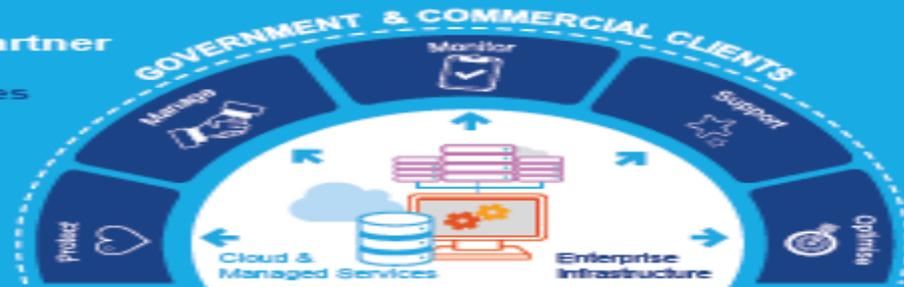
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- Government
- Utilities
- Finance & Insurance
- Aviation & Defence



Securely protecting over 3% of UK public data

5 UK Locations

40+ employees



Privately owned & operated

15+ years of sustained business & growth



## ACCREDITATIONS



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# Trusted advisor in action – ideal networks



*"We have a very positive relationship with Tech Data and there is a good mix of strategic and transactional level engagement. There is a strong desire to add value and we do benefit from our participation in some of Tech Data's innovative programmes such as Mentori."*

**Mike Henson, Managing Director**



*"Tech Data and their highly skilled staff have been an integral part of delivering high quality leading edge solutions to some of the UK's leading companies where innovation is expected in all that we deliver. The product leaders, technical architects and specialist support staff are the difference that Tech Data offer to us as a leading IBM Premier Business Partner with fast, accurate and complementary advice and pricing that gives us the required competitive advantage."*

**Ian Campbell, Account Director**



*"We could not have been more delighted with the support we received from Tech Data. When you are selling to a fast-growing fintech, you need to be seen as authoritative and credible right away. Tech Data gave us that extra kudos and confidence we needed. The fact that Tech Data were prepared to go in with our team and add their expertise in storage and DC technologies to our own, made all the difference and resulted in a very big net new win for Tectrade."*

**Paul Cameron – Sales Director**

# What Next?



Feedback please



Visit the Live Demonstration  
Environment



Visit the Solution zones



**Live**

**TechData**

