ADDRESSING THE NEEDS OF THE CHANNEL

The assault on the cybersecurity landscape is at epidemic proportions with no thought of slowing down.

Bad actors are on the rise and their attacks have expanded to include not only the company's on-site IT infrastructure, but also the work-from-home workforce. Companies of every size and industry are at risk; they need to ensure all facets of their business are secure.

What's more, the adoption of cybersecurity solutions is at an all-time high with spending on track to surpass $281.7 billion by 2027. This presents a real opportunity for solution providers to drive new security revenue for their business[1].

In order to effectively address their customers' top security challenges, solution providers need complete, scalable solutions supported by tenured security professionals that are delivered in a collaborative way, creating immediate value for the customer.

Our Security Solutions team's holistic approach sets our channel partners up for success. Allow our unique solutions and services, extensive vendor portfolio, industry experts and customer enablement offerings to help address your most critical cybersecurity needs and enhance your security practice.

What Tech Data Brings to Our Channel Partners:

SOLUTIONS AND SERVICES
Tech Data provides trusted, comprehensive security solutions designed to maximize the breadth of our channel partners' offerings and address their customers' critical security needs.

PEOPLE
Our team of security professionals is ready to deliver custom solutions based upon their extensive industry knowledge.

ENABLEMENT
By using our tried and true strategies and tactics, we'll get channel partners to revenue faster and help them develop a stronger security practice or implement a new one to secure their customers' business infrastructure.

OUR BEST-IN-CLASS VENDOR PORTFOLIO

ALERT LOGIC · allot See. Control. Secure. · AREA 1 · Arx Nimbus

Barracuda · BLUECAT · vmware Carbon Black · CARBONITE

Check Point SOFTWARE TECHNOLOGIES LTD. · CISCO · CLOUD RANGE · ConnectWise

Cyberinc · CYBERSHARK · Cynerio · cyr3con be in the know, now.

DELL Technologies · ERICOM Access Done Right · Fluency · FORTINET

F-Secure · GLOBAL INTEGRITY · Hewlett Packard Enterprise · IBM Distributor

indeni · kaspersky · McAfee · Microsoft

ONE IDENTITY · OPAQ A FORTINET COMPANY · ORACLE · proofpoint

PWNIE EXPRESS · RANGEFORCE · RESEC

SAVIYNT · Security Colony · SEPIO SYSTEMS

SONICWALL · STRATOZEN · Symantec

TREND MICRO · tripwire · vmware · WatchGuard

WEBROOT Smarter Cybersecurity · ZERO SPAM · zscaler

TechData

TECH DATA SECURITY

Your Trusted Security Advisors Across Today's Cyber Threat Continuum

CONTACT THE TECH DATA SECURITY SOLUTIONS TEAM TO LEARN MORE TODAY!

800-237-8931 EXT. 5540508 | securityservices@techdata.com
techdata.com/security

SOLUTIONS AND SERVICES

Companies of all sizes want to know they are protected. Tech Data Security Solutions provides our customers the most complete offerings to do so.

TRUSTED TECHNOLOGY
When it comes to cybersecurity, many organizations are unwilling to take chances with unknown, unproven or weak technology vendors. As one of the largest technology distributors, Tech Data is continually seeking out strategic partnerships with both experienced and progressive vendors who are focused on providing best-in-class solutions for your customers.

REDUCING THE FRAGMENTATION IN THE MARKET
A typical organization has on average 45 cybersecurity vendors in their IT infrastructure. Often, these point products are performing a single task with separate management interfaces resulting in higher overhead in terms of on-going management and support. To provide cohesive solutions, Tech Data has selected vendors that lead the market across several cybersecurity disciplines with integrated and open offerings.

SUPPORTING EVOLVING BUSINESS NEEDS
Many organizations are moving towards consuming IT on a subscription basis through the cloud. It removes the need for large upfront investments, allowing companies to scale their business operating models up or down. Cybersecurity is moving this way too. Managed Service Providers (MSPs) must be able to offer true security as a service, ensuring people and systems are safe, secure and compliant. They must be able to provide their clients with guidance and services that meet the requirements of new government regulations. Tech Data has developed a unique go to market strategy that aligns security solutions and services to fit the specific needs of MSPs.

DELIVERING COMPREHENSIVE SECURITY SERVICES
Security threats are changing constantly and addressing them can be both costly and complex for companies. Solutions providers must have a security strategy that protects their customers holistically across their business. They may already offer cybersecurity services their company considers foundational, but how about the more advanced service capabilities, such as incident response and security auditing? Tech Data has a team of services professionals that specialize in delivering comprehensive security services. These capabilities position our channel partners as experts and allow their customers to reach new heights of security protection.

PEOPLE

Cybersecurity professionals are difficult to find and harder to keep. Cybersecurity Ventures holds true to its prediction that there will be 3.5 million unfilled cybersecurity positions by 2021– businesses and organizations are scrambling to protect their infrastructure and there aren't enough qualified cybersecurity professionals to address the demand. Tech Data's team of solutions-focused experts is here to help position our partners as the cybersecurity specialist their customers need.

EXPERT RESOURCES
Tech Data provides expert resources with significant industry tenure. In fact, our team of solutions-focused (vendor agnostic) business development resources is larger than any other distributor.

ACCESS TO ESSENTIAL CYBERSECURITY SKILLS
We provide highly skilled and diverse security technical resources to support your security team.

DEEP VENDOR KNOWLEDGE
Our team has deep knowledge of all vendors' capabilities and can expertly match them to our channel partner's needs.

Whether a solutions provider is growing their security practice from the ground up, or simply expanding their offerings, Tech Data's highly-trained team of security-focused experts is here to help. With 150+ industry-recognized certifications, let us partner with you to identify risks, vulnerabilities and implement the right long-term data-loss-prevention security strategy.

ENABLEMENT

Solutions providers need to get to revenue quickly. Tech Data provides channel partners with the appropriate strategies and tactics needed to successfully develop their security business plan. Whether launching a security business, expanding offerings or maximizing existing security services, we provide the training, education, marketing and even finance enablement necessary to guide them to success.

HANDS-ON CYBERSECURITY EXPERTISE THROUGH THE TECH DATA CYBER RANGE
The first-of-its-kind among technology distributors, the Tech Data Cyber Range is a cyber playground facilitated by industry-leading cybersecurity experts committed to growing new talent and significantly improving the skills of existing cybersecurity professionals.

By leveraging the Cyber Range, our partners will be equipped with the skills necessary to design holistic cybersecurity solutions and services that mitigate the most advanced cyber threats in the industry. Learn more at our Cyber Range website: *https://cyberrange.techdata.com/*

THE RIGHT TOOLS TO BUILD YOUR SECURITY BUSINESS
Digital Security Practice Builder
Our program encompasses strategy development, training and enablement, marketing, tools and resources needed to enhance our channel partner's security business and better prepare them to assist their customers.

Our framework helps partners enter into new technology markets by delivering a custom roadmap to develop or enhance their security offerings. By eliminating the guesswork and minimizing the risk and costs for channel partners looking to deliver key security solutions, Tech Data's digital curriculum helps create a step-by-step plan for their security business transformation. The on-demand program also enables them to connect easily with Tech Data's dedicated security experts to discuss strategy development, training and enablement, marketing services and sales execution. Learn more at *https://practicebuilder.techdata.com/security/*

SPI Tool
Position new security solutions to your customers by leveraging our Solutions Product Inventory (SPI) tool. The SPI tool is a global resource that can be leveraged by our customers to build solutions on the fly with their customers. This tool includes an easy to use keyword search, as well as searchability by vendor, product, category, sub-category, MSP readiness and geographic region. URL: *https://recon.techdata.com/spitool/*

MAKING CYBERSECURITY MORE AFFORDABLE
Many organizations, particularly SMBs, have limited IT budgets that are often very stretched. If cybersecurity is unaffordable it becomes unobtainable.

Financial Solutions
Tech Data has a team of finance experts who have access to a range of highly flexible and competitive finance solutions that can be used to fund an entire IT project from development to implementation. Payments can be structured around the customer's requirements, making it more affordable to achieve a better cybersecurity posture. For instance, our Technology-as-a-Service (TaaS) programs bundle hardware, software and services into a single subscription or utility price. Customers can scale throughout the course of their subscription term, allowing them to adjust to changing business conditions.