

**TechData<sup>®</sup>**

+

**TECHNOLOGY  
SOLUTIONS**

**A WINNING COMBINATION**

**TechData** + TECHNOLOGY  
SOLUTIONS

**A WINNING COMBINATION**

# Tech data new look

## End-to-End Solutions From the Data Center to the Living Room



Data Center



Converged & Hyper-Converged



Broadline



Software & Cloud



Security



Mobility

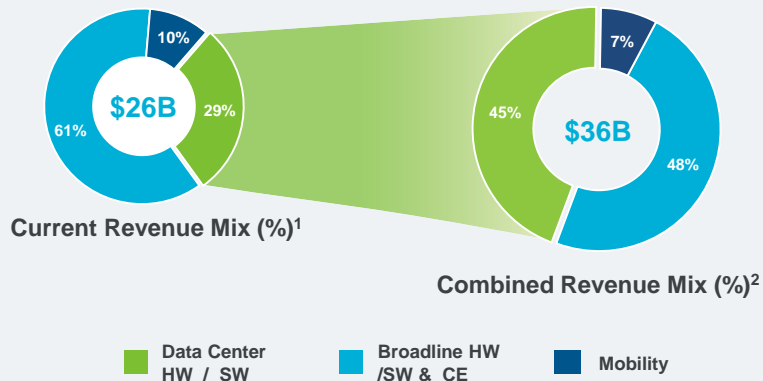


Analytics

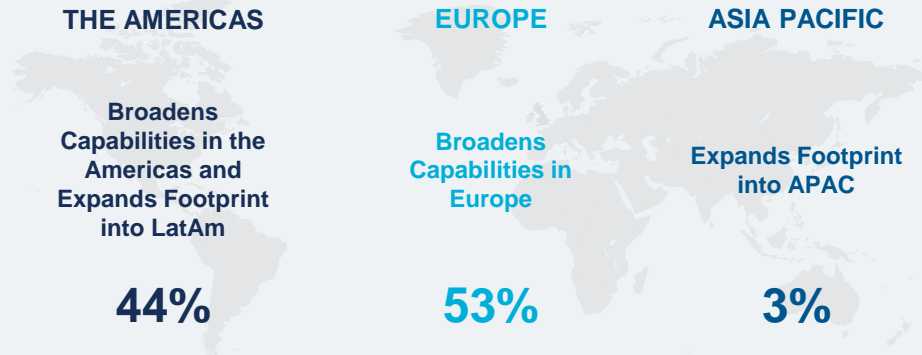


Consumer Electronics

## Significantly Broadens Value-Added Business



## Extends Geographic Reach and Creates a More Balanced Footprint<sup>2</sup>



<sup>1</sup> Tech Data revenue for the twelve months ended July 31, 2016.

<sup>2</sup> Tech Data revenue for the twelve months ended July 31, 2016, combined with Avnet Technology Solutions estimated revenue for the fiscal year ended July 2, 2016 for the operations to be acquired.

# Azlan TS – La division Solutions de Tech Data

240 Experts  
Présents sur 2 sites: Colombes / Bussy  
et en province/export



Les expertises :  
Marques  
Métiers/usages  
Secteurs clients

800M€ de chiffre d'affaires



Un business Solution Center à  
Colombes

Acteur majeur du marché



Un incubateur : Who's next,  
basé à Colombes

Notre mission : Supporter les revendeurs dans leur business transformation  
et aider les fournisseurs dans leur « core business » en accélérant le « new »

# Azlan TS – modèle organisationnel

Joel PERA

Direction des ventes

Infrastructures

IBM

HPE

Enterprise software

Educ/Services & solutions/innovations

Commerciaux  
Terrains

Cisco

Lenovo

IBM Soft  
Vmware

Next Generation Technology

Education

Services

Solutions &  
innovations

Value Desk

Dell / Emc

Netapp/fujitsu

Other brands

RH / Veeam  
Veritas  
Microfosus

Security /  
Mobility

TD Cloud

IOT

Infra 1

Infra 2

Soft

BSC &  
Incubation

Oracle

MS Cloud

Citrix

