

We're Ready to Help You With Cyber Security

Managed Services

Cyber Security



Discover managed services for cyber security you can tap into or resell, plus a channel programme that rewards your business as it grows

The easiest way to enhance how you service your customers' cyber security requirements to improve customer relationships and retention

As technology becomes ever more extensive and sophisticated, you need more specialist IT skills and resources to keep systems running smoothly and securely. This extra cost is a risk to most IT providers and often prevents them from going after new opportunities.

Tech Data helps you overcome this resourcing challenge with its managed services portfolio. By augmenting your own capabilities with Tech Data's highly experienced certified security professionals, we help you go after high margin services opportunities in the fast growing security market. Enjoy recurring revenue streams and improved customer engagement, without being distracted from your core business.

With Tech Data's white labelled managed services you can easily tap into or simply resell a wide range of skills, resources, tools and pre-defined services as and when you need them. It's the most flexible and risk-free way of either going after new customer opportunities, or freeing up technical teams to focus on higher priority projects.

Reasons to choose Tech Data's white label managed services:

Trusted IT professionals – Equipment is managed by skilled engineers with the latest certifications, who understand all the product features and can advise on how to optimise configurations.

Lower your overheads – No need to invest in expensive tools, resources and certifications.

Remain agile – Have the flexibility to scale and adapt to changing business conditions.

Support around the clock – A fully manned 24x7 helpdesk is available.

 **Managed Next Generation Firewall Services** – Don't take any chances with firewall security.

 **Managed Identity Services** – Ensure the right people have access to the right data and applications.

 **Managed Endpoint Services** – Access anywhere from any device without compromising security.

 **Managed Monitoring Services** – For monitoring your customers IT infrastructure.

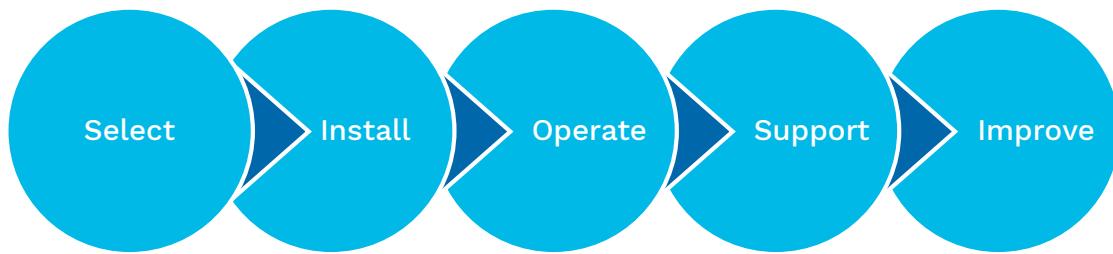
 **Reporting Services** – Insight and information about your network and everything that happens there.

 **Support Services** – One-point of support across multi-vendor platforms.

Tech Data offers five categories of managed and consultancy services:

Managed services can be delivered anywhere in Europe in Dutch, English, German, and French. The services themselves fit within the following five categories:

- **Select** – Highly experienced IT consultants will understand the business challenges. Next they will work closely with you to discover, plan and develop vendor agnostic solutions that will create the desired business outcomes.
- **Install** – Implementing new hardware and software products varies greatly in complexity depending on the nature of the technology and the IT environment it is going into. Highly skilled engineers will carefully manage and document the implementation process, minimising the risk of unplanned downtime and avoid the loss of data.
- **Operate** – Assistance with set up to ensure all the features are being used correctly and provide ongoing management of the production system.
- **Support** – Reactive support to assist with issues as they arise.
- **Improve** – Proactive consultancy to continuously improve, optimise and enhance your systems.



Discover the Channel Programme where the rewards grow the more you use it

Sign up to the programme and you can take advantage of the following benefits:

- Discounts – The more you use the programme the larger the margin, up to 25%.
- Pre-sales support – Get free and immediate access to Tech Data's pre-sales support team for expert guidance in creating powerful solutions.
- Partner portal access – Get free unlimited access to materials designed to help you with marketing and sales enablement.
- Marketing support – Elite partners can also enjoy specialist marketing support to help generate new leads and opportunities.

About Tech Data

Tech Data connects the world with the power of technology. Our end-to-end portfolio of products, services and solutions, highly specialised skills, and expertise in next-generation technologies enable channel partners to bring to market the products and solutions the world needs to connect, grow and advance. Tech Data is ranked No. 83 on the Fortune 500® and has been named one of Fortune's World's Most Admired Companies for nine straight years. To find out more, visit www.techdata.com or follow us on Twitter, LinkedIn and Facebook.

The easiest way to become your customer's trusted advisor – register today!

Still have questions?

For further information please contact your sales representative or the managed services team on:

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