



**NEWS**

**DRAFT 8: NOT FOR RELEASE**

## **Tech Data Develops Contracts Exchange Program to Help Partners Better Serve the Public Sector**

*Strategic partnerships provide multiple contract vehicles to support Tech Data customers focused in U.S. federal, state local, and education markets*

**CLEARWATER, Fla., (August XX, 2019)** – [Tech Data](#) (Nasdaq: TECD) today announced that its [Public Sector Solutions](#) team is collaborating with [Strategic Communications, Inc. \(StratComm\)](#) and [All About the Data \(AATD\)](#) to provide customers access to a variety of U.S. federal, state and local government contract vehicles.

A majority of government purchases, at the federal, state and local level, are made through established contracts that have been awarded to a limited number of companies and for a defined set of products and services. Known as contract vehicles, these established contracts are streamlined methods used by governments to simplify the process of purchasing goods and services.

Under this new Contracts Exchange Program (CEP), Tech Data customers will be able to reduce the cost, resources, time constraints and long procurement cycles typically associated with serving as a primary resource or sub-contractor on a government contract.

“While designed to ease the procurement process for government agencies, contract vehicles also present challenges if the end user wants to obtain a solution not offered by a contract holder,” said Tim Hannon, vice president of Public Sector Solutions, at Tech Data. “Through this partnership, our customers can now use exchange partners’ contract vehicles to expand their opportunities to serve the myriad of government and education organizations that are part of the public sector.”

Tech Data customers interested in working with public sector entities will now have access to some of the most popular vehicles offered in the federal, state, local and education (SLED) marketplace, including the following:

- Governmentwide Acquisition Contracts (GWACs)
- Indefinite Delivery / Indefinite Quantity (IDIQs)
- Blanket Purchase Agreements (BPAs)
- National Association of State Procurement Officials (NASPO) ValuePoint
- Government-to-Government (G2G) Marketplace
- Texas Department of Information Resources (DIR)
- Many others

These contract vehicles are complementary to Tech Data's U.S. General Services Administration (GSA) IT 70 contract ([GS-35F-0349S](#)) already in place.

Customers that elect to participate in the CEP will have more flexibility in the way they close deals, as government customers typically use a contract vehicle in order to expedite the close process. The CEP also supports StratComm and AATD by giving both companies an opportunity to grow their contract-related business and increase their market share.

"This partnership with Tech Data will allow us to broaden our contract responses and develop more strategic relationships," said Kathy Mills, president and CEO, at Strategic Communications.

"As a Service-Disabled Veteran-Owned Small Business, our participation in this program with Tech Data extends AATD's reach in leveraging our status, growing our revenues and identifying new opportunities for AATD value-add services," said Vernon Putnam, chairman and president, at AATD.

To learn more about Tech Data's Public Sector Solutions, including partner qualification criteria, call 800-436-5353, visit [our webpage](#) or email [PublicSector@techdata.com](mailto:PublicSector@techdata.com).

[Click to tweet](#): .@Tech\_Data #PublicSector Solutions develops contracts exchange with @Strat\_Comm\_Inc and All About the Data. Learn more at <https://investor.techdata.com/news>.

### **About Tech Data**

Tech Data connects the world with the power of technology. Our end-to-end portfolio of products, services and solutions, highly specialized 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. 88 on the Fortune 500<sup>®</sup> and has been named one of Fortune's World's Most Admired Companies for 10 straight years. To find out more, visit [www.techdata.com](http://www.techdata.com) or follow us on [Twitter](#), [LinkedIn](#), [Facebook](#) and [Instagram](#).

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