

Security Services and Solutions:

As the threat landscape continues to evolve, your opportunities for sales growth do as well.

With the need for cybersecurity growing at a rate of 12% per year, Cybersecurity Ventures projects \$1 trillion will be spent globally on cyber protection by 2021. From data breaches, to stolen devices and server crashes, the results are devastating, costly, and can ultimately destroy your customers' reputation.

Organizations are in dire need of security, which creates incredible growth and earning opportunities for you. That's where Tech Data Security comes in.

As the ever-changing threat landscape continues to evolve — whether in the physical network, cloud, mobility or IoT initiatives — Tech Data's holistic approach to cybersecurity sets you up for success. Allow our industry experts, extensive vendor portfolio, and security-related and reseller enablement services, help enhance your security practice.

Tech Data offers you:



People and Expertise:

Our staff of security experts delivers tailored solutions based on timely industry knowledge and events, turning you into your customers' trusted security advisor.



Best-in-Class Vendor Portfolio:

Through our extensive vendor portfolio, you'll gain access to cutting-edge solutions designed to maximize the breadth of your security offerings.



Security Services and Solutions:

Tech Data's security and enablement services open the door to additional revenue streams and further reinforce your position in the channel.

Our Best-in-Class Vendor Portfolio



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. 73246 | securityservices@techdata.com
techdata.com/Security

People & Expertise

Due to the rising need for security, organizations are struggling to find qualified security talent. With Tech Data's 100+ dedicated security specialists on your side, we'll connect you with skilled professionals who will work closely with you to create a lucrative security practice.

So whether you're growing your security practice from the ground up, or simply expanding your offerings, Tech Data's highly-trained team of pre-sales technical experts, security sales consultants, and security-focused technical staff are 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.



Pre-sales Technical Experts:

Whether guiding you through the design process or the integration of security solutions, you can depend on our knowledgeable pre-sales technical experts. They'll answer questions, offer sales tips, and provide talking points to help you close profitable security deals. Look to them for insight regarding the products and services that best fit your customers' needs.



Security Sales Consultants:

Tech Data's security sales consultants make dealing with multiple licenses, vendors, and software solutions simple and effective. They'll make sure you have the right certifications, lead you through deal registrations, and ensure that you're taking advantage of appropriate rebates and discounts to create the perfect sale.



Tech Data's Security Framework

Our key security technologies are designed to help detect, protect, and remediate.

Tech Data's security solutions framework can be summed up in three words... **Detect. Protect. Remediate.** Equipped with the tools, people, services, and solutions, Tech Data keeps your customers' companies safe and provides you with the confidence needed to grow your business.



Detect – Early proactive detection of cyber threats can prevent devastating security breaches. Our trained experts conduct proper network penetration and vulnerability assessments to discover weaknesses and gaps that can lead to unauthorized access to your entire infrastructure.



Protect – Once these vulnerabilities are detected, we'll work together to provide the right tools, professional services, and solutions that best keep your customers protected. Staying a step ahead of cyber attacks is our number one priority.



Remediate – Attacks happen. And when they do, it's important to put the proper policies and procedures in place to prevent threats from reoccurring. Our goal is to help you eliminate your customers' downtime allowing them to quickly return to running their business.

Key Security Technologies

Tech Data helps partners take a proactive approach to tighten enterprise security through a combination of technology, services and education that reduce threat risk, speed detection and remediation response time, as well as improve compliance. To stay ahead of the attack continuum, we provide the following key security technologies to empower you to deliver best-in-class cybersecurity.

- Identity and Access Management
- Application and Data Security
- Endpoint
- Security Intelligence
- Perimeter Security

Security and Enablement Services

From training to strategic marketing — get everything you need to successfully build your security practice.

Tech Data's approach to reseller enablement provides you with the appropriate strategies and tactics needed to successfully develop your security business plan.

Whether launching your security business, expanding your offerings, or maximizing your existing security services, we offer training, education, marketing, and even finance enablement to guide you to success.

★ Education & Training

Leverage Tech Data's education and training tools and resources to assist you in building skills to sell and support security solutions. Our goal is to help you increase your knowledge needed to achieve higher levels of certifications and increase revenue.

★ Practice Builder

The Practice Builder Framework develops and enhances skillsets that enable your sales force to sell, deploy and deliver key security solutions and technologies in identity and access management, security intelligence, end point, perimeter, and data and applications. Available for select partners. Contact your security representative to determine eligibility.

★ Financial Services

Take your security business further with flexible credit and reward programs. We offer financial training focused on the health of your business, including financing alternatives and cash flow management.

★ Access to Marketing Resources & Lead Generation

We have 40+ years of marketing experience within the IT channel. Leverage our expertise to target end users with dynamic marketing and lead-generation campaigns, events, outbound marketing, SEO, and more, aimed at increasing your visibility.

★ RECON™ Security Suite

Tech Data's RECON™ Security Suite is a set of subscription and consulting based security solutions designed to solve unique customer challenges covering a range of security threat vectors. The solutions chosen for the RECON Security Suite were purposefully selected to provide coverage for the Core Functions of security defined in the NIST Cybersecurity Framework: Identify, Protect, Detect, Respond and Recover. This allows channel partners to select or bundle RECON products to ensure comprehensive security coverage for their customers.