



## Tech Data Partners with Seagate for Value-Added Cloud Storage Solutions

December 5, 2018

**Partners in the U.S. and Canada will benefit from enhanced product availability and customer service, as well as reduced lead times**

CLEARWATER, Fla., Dec. 5, 2018 /PRNewswire/ -- [Global Computing Components](#) (GCC), a specialized solution business of [Tech Data](#) (Nasdaq: TECD) providing specialized component-based solutions, today announced that it has signed a first-of-its-kind distribution agreement for the U.S. and Canada with [Seagate Enterprise Data Solutions](#) (EDS). The contract will give the channel faster access to a greater variety of commercial, off-the-shelf, cloud-scale data storage by significantly reducing the lead times associated with these storage systems.



GCC's technical expertise and consultative sales approach provides additional support for resellers, systems integrators, OEMs and VARs looking to design Seagate [Exos™](#) and [Nytro®](#) Systems into solutions for their customers. An enhanced partnership with Tech Data offers enterprises efficient and economical solutions to secure, manage and access large volumes of mission-critical business data.

"As the storage market quickly evolves to a software-defined cloud universe, Tech Data is aligning our channel offerings to give our customers maximum opportunity to take advantage of this tremendous growth opportunity," said Joe Cousins, vice president, GCC Americas, at Tech Data. "We are looking forward to connecting our North American customer base to Seagate's world-class data storage products."

GCC specializes in component-based solutions for the client, enterprise and data center markets. The addition of Seagate Exos and Nytro Systems to the GCC lineup delivers a strong platform for integrated data center solutions to help customers provide new and innovative products and services to the marketplace.

"Today's enterprises know that data is one of their most important and impactful business assets," said Ken Claffey, vice president and general manager, Seagate Enterprise Data Solutions. "Our partnership will leverage Tech Data's world-class integration and services capabilities to significantly enhance product availability and customer service."

Global Computing Components (GCC) is a specialized solution business of Tech Data, the world's leading end-to-end distributor of technology products, services and solutions. GCC provides the component building blocks required to design and build differentiated solutions for the client, enterprise and data center markets. Through our subject matter expertise, we offer customers advanced partnering, supported by deep vendor relationships, business programs, agility and global reach. As technologies emerge and evolve, GCC helps our channel partners navigate the path to what's next.

For more information on GCC's offerings of the Seagate Enterprise Data Solutions portfolio, please email [Seagate-Systems@techdata.com](mailto:Seagate-Systems@techdata.com).

[Click to tweet](#): @Tech\_Data partners with @Seagate for #datacenter #cloud solutions management in the U.S. and Canada; Learn more at <http://investor.techdata.com/news-releases>.

### 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. 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](http://www.techdata.com) or follow us on [Twitter](#), [LinkedIn](#) and [Facebook](#).

### Media Contact

Wally Campbell  
Public Relations Manager, Americas  
Tech Data  
480.936.2184  
[wally.campbell@techdata.com](mailto:wally.campbell@techdata.com)

 View original content to download multimedia: <http://www.prnewswire.com/news-releases/tech-data-partners-with-seagate-for-value-added-cloud-storage-solutions-300760493.html>

SOURCE Tech Data Corporation