



Factsheet

THIS IS HOW WE PREPARE YOU FOR THE FUTURE

The expression 'Never change a winning team' prompts the thought that enforcing your tested cloud strategy is a good thing. But is this a smart move in a rapidly changing market? After all, your customers are no longer seeking a specific cloud solution. Instead, they are asking you how to increase efficiency and grow smoothly in a swiftly changing world. This requires a solid strategy and approach from your end. Complicated? Not with the support of Tech Data Next Gen Solutions. We have developed an elaborate step-by-step program to fully prepare you for the future.

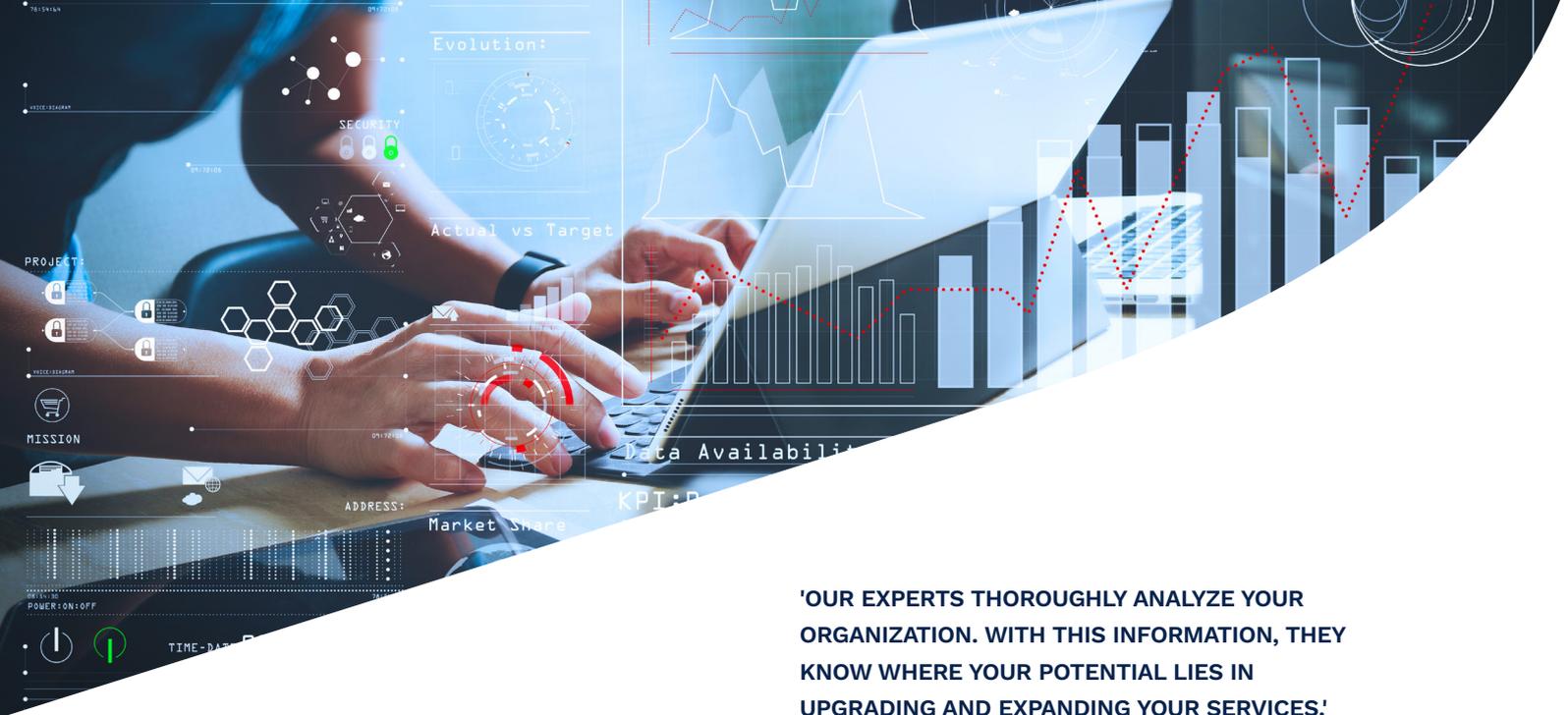
THIS IS HOW WE HELP YOU. 5 STEP PLAN FOR SUCCESS.

1 | In order to future-proof your organization, it is sometimes necessary for your company to undergo a full transformation. As this is not always easy, we will help you step by step. In our business transformation workshop, we clarify what it means to transform. We offer the following support:

- **Understanding customer need**
To be able to help your customers effectively, you should look further than specific customer demand. From time to time customers require a specific cloud solution, but will that one solution truly meet all of their needs? To find out if you are

offering all the necessary solutions, you should understand the needs of your customer. The experts of Tech Data Next Gen Solutions are here to help.

- **Providing solutions**
To properly secure your customers, you should offer a variety of solutions. For example smart combinations of various cloud solutions and solutions from multiple vendors, or advanced technologies such as artificial intelligence, analytics, and IoT.



'OUR EXPERTS THOROUGHLY ANALYZE YOUR ORGANIZATION. WITH THIS INFORMATION, THEY KNOW WHERE YOUR POTENTIAL LIES IN UPGRADING AND EXPANDING YOUR SERVICES!'

We realize that it is difficult to keep track of all the ins & outs of the many solutions available. And as certain areas are new to you, you probably have some questions. Rest assured, because Next Gen Solutions can answer all of them. We are vendor-independent, which enables us to provide objective and neutral advice. Our technical consultants can even write code to enable certain functionality. With these skills, a multi-vendor solution can grow into a connected platform that exactly meets your customers' need. We can also help with implementing a new product or platform.

- **Ecosystem**

Providing the right solution might only be possible with additional knowledge of a highly specialized area. In this case it is very useful to involve another partner into the project. With our exceptionally large ecosystem, we can connect you with the right parties.

2 | CHOOSE THE RIGHT STRATEGY

There is a tremendous demand for cloud solutions. The competition between suppliers is thus very high. To make sure (new) customers become aware of and choose your solutions, a solid cloud strategy is needed. One that provides as much value as possible for your customers, and sets you apart

from your competitors. We use our Practice Builder to get insight into your business and portfolio. Our experts thoroughly analyze your organization. By doing so they learn where your potential lies in upgrading and expanding your services. This includes your entire portfolio. From cloud services as well as services related to, for instance, security, IoT or data. Together, we will compose a strategy that fits your organization. We will also devise a concrete action plan to quickly build up a profitable practice.

With Practice Builder, you will have the tools at your disposal to quickly – within 90 days – and affordably build a profitable security, cloud, IoT or data-related practice. Seize your opportunity to support your revenue growth and offer the right combination of specialized solutions and services, and you will gain a competitive edge in no time.

3 | TRAINING

Is there a lack of certain knowledge or skills within your organization and if so, in which areas? Tech Data will continuously train and certify you to fill any gaps: from vendor and sales training for improved sales techniques to learning on the job for the technical aspects of a solution. From technical training for preparing your employees for migration to route-to-success-tracks to help you quickly bring projects up to speed. We always ensure that any

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NEXT GEN SOLUTIONS UNDERSTANDS YOUR CHALLENGES AND MAKES THINGS EASIER FOR YOU WITH A USER-FRIENDLY STEP-BY-STEP PLAN.

training investments that you make will pay off on the long term.

4 | READY-TO-GO SOLUTIONS

It can be quite a challenge to properly guide companies to the cloud. Existing cloud solutions are often complex and recurrently have to be modified to customer-specific issues.

This requires the necessary industry specific knowledge. Next Gen Solutions makes things easier for you with the solution factory: a catalog that showcases ready-to-go solutions for specific challenges, using technologies from multiple vendors.

If you cannot find a suitable solution in the solution factory, then we will start from scratch. In such a way that it is built to fit your business and that of your customers perfectly.

YOUR KEY ADVANTAGES:

- You can enter new markets more easily.
- You can swiftly introduce solutions to the market.
- You can meet your customers' needs with tested solutions.

5 | SALES AND MARKETING SUPPORT

The cloud market is massive and has a healthy growth perspective. As long as you find new customers and secure new assignments, which is not

always easy in a complicated and highly competitive market like that of the cloud. Your target group is rather critical and expects a lot from a partner. You thus need quite some persuasion in your sales technique.

Next Gen Solutions understands your challenges, which is why we ensure that with our marketing support you will be able to market your business properly. Our sales training focuses on getting to know your target group. So you understand the exact challenges that your customers face, and how to distinguish yourself from the competition. Because you can only strike the right deals using the proper sales techniques.

CONCLUSION

The transition towards cloud entails more than just implementing several solid solutions. A holistic approach and a cunning strategy are essential in supporting your customers with their digital transformations.

Tech Data Next Gen Solutions helps you map out the (cloud) needs, translate these needs into ready-to-go solutions, and ultimately successfully market the solution.

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