Live

TD Tech Data

George Wood

Dwayne Earl
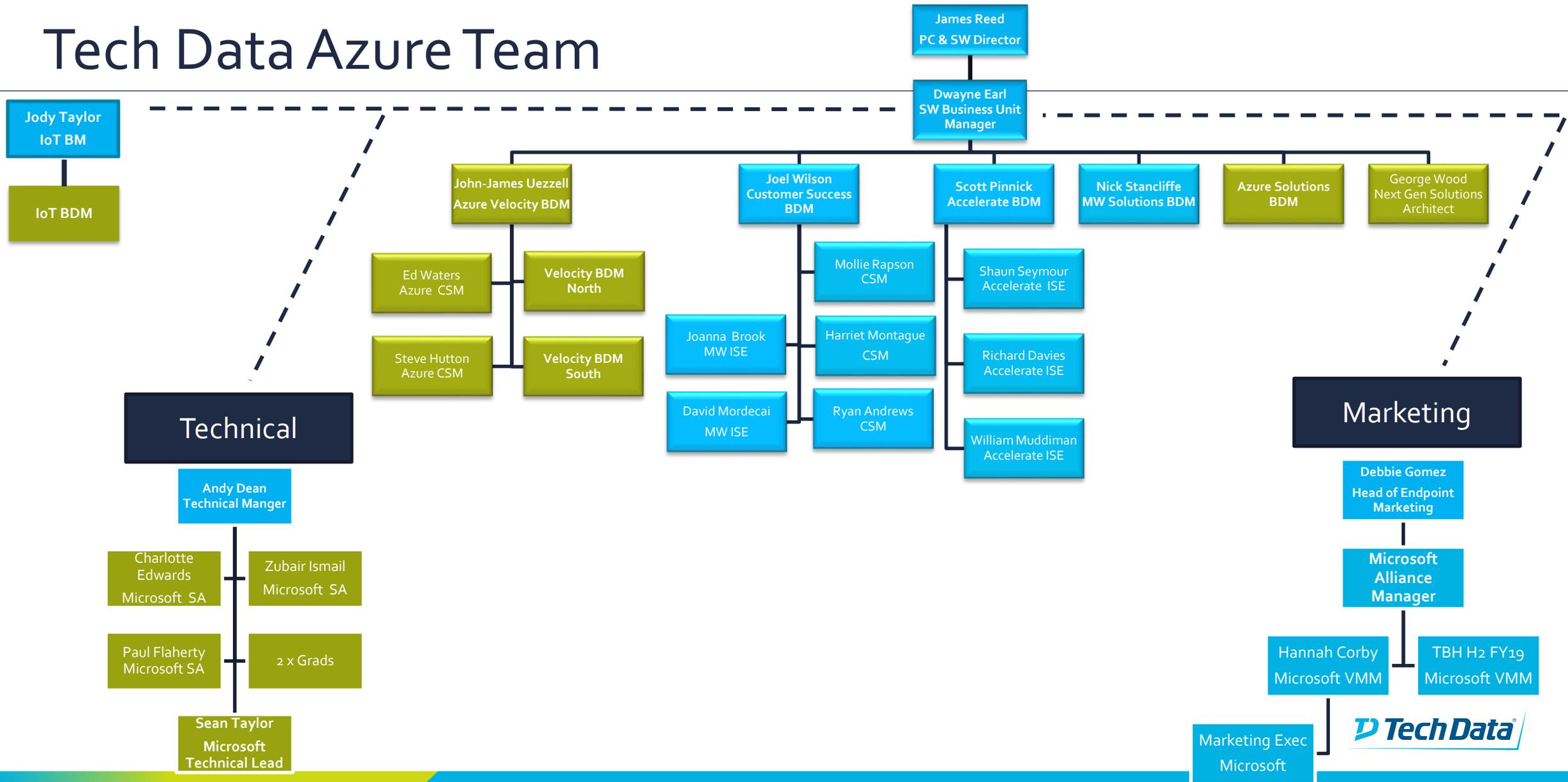
Agenda

AZURE

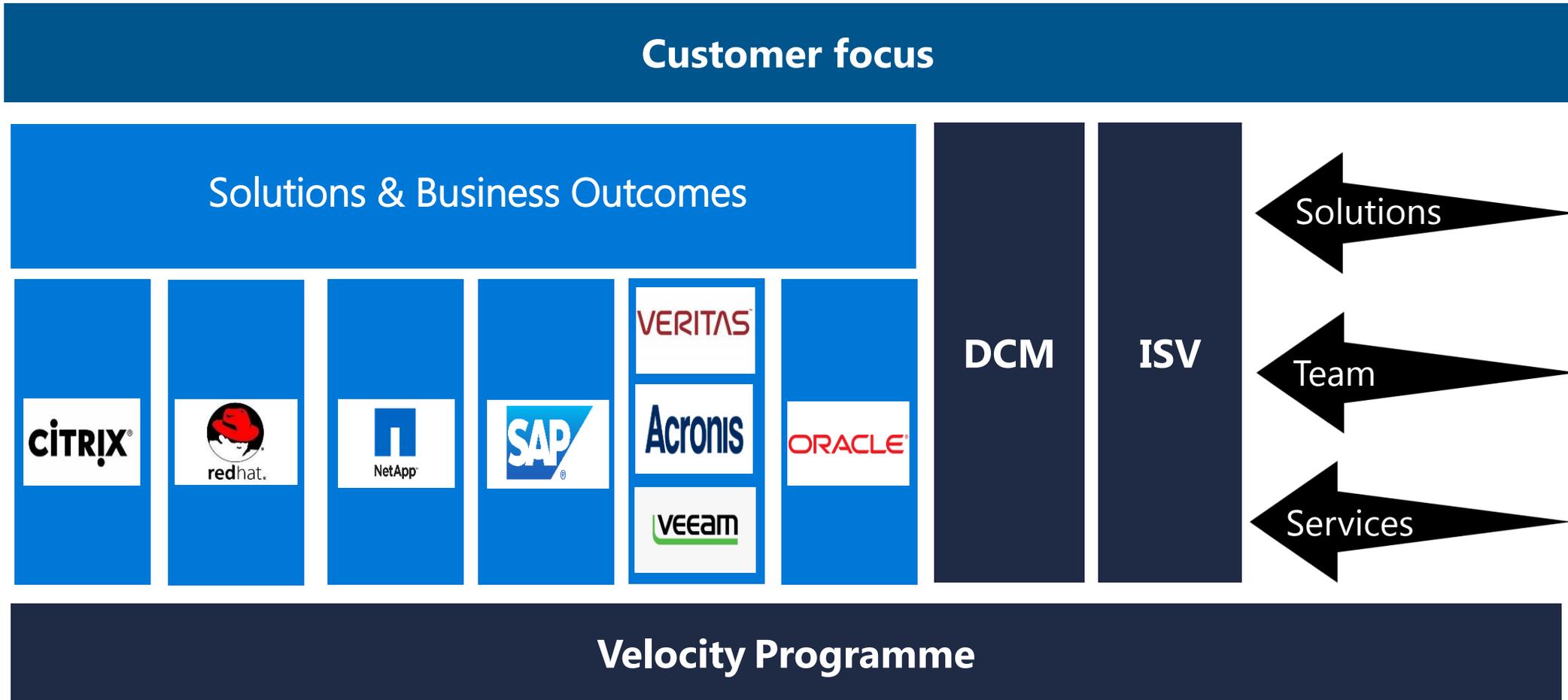Tech Data Team

Collaboration Vendors

Building a Practise – Next Steps

Tech Data

Tech Data Azure Team

James Reed
PC & SW Director

Dwayne Earl
SW Business Unit Manager

Jody Taylor
IoT BM

IoT BDM

John-James Uezzell
Azure Velocity BDM

Joel Wilson
Customer Success BDM

Scott Pinnick
Accelerate BDM

Nick Stancliffe
MW Solutions BDM

Azure Solutions BDM

George Wood
Next Gen Solutions Architect

Ed Waters
Azure CSM

Velocity BDM
North

Steve Hutton
Azure CSM

Velocity BDM
South

Mollie Rapson
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Harriet Montague
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Richard Davies
Accelerate ISE

David Mordecai
MW ISE

Ryan Andrews
CSM

William Muddiman
Accelerate ISE

Technical

Andy Dean
Technical Manger

Charlotte Edwards
Microsoft SA

Zubair Ismail
Microsoft SA

Paul Flaherty
Microsoft SA

2 x Grads

Sean Taylor
Microsoft Technical Lead

Marketing

Debbie Gomez
Head of Endpoint Marketing

Microsoft Alliance Manager

Hannah Corby
Microsoft VMM

TBH H2 FY19
Microsoft VMM

Marketing Exec
Microsoft

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Azure Priorities

Customer focus

Solutions & Business Outcomes

						DCM	ISV	

CITRIX · redhat · NetApp · SAP · VERITAS / Acronis / veeam · ORACLE

Solutions

Team

Services

Velocity Programme

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What is Azure?

Microsoft Azure is an ever-expanding set of cloud services to help your organization meet your business challenges. It's the freedom to build, manage, and deploy applications on a massive, global network using your favourite tools and frameworks.

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2 Mil kilometers intra-datacenter fiber

72+ Tb per second backbone

52 Azure regions

140+ datacenters

Millions of servers
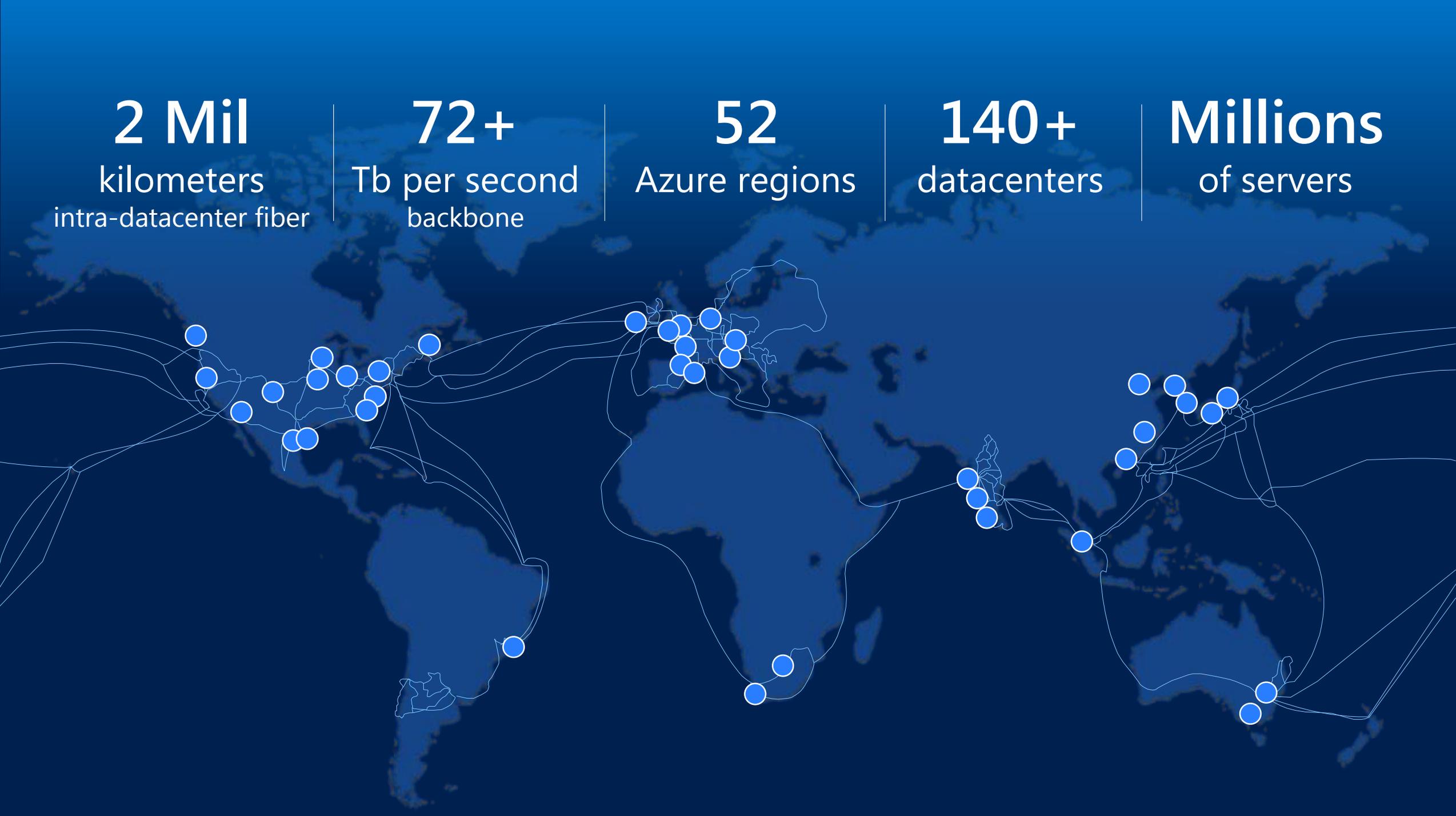
Comply with industry and regional requirements
Azure has the deepest and most comprehensive compliance coverage in the industry

GLOBAL

| ISO 27001 | ISO 27018 | ISO 27017 | ISO 22301 | SOC 1 Type 2 | SOC 2 Type 2 | SOC 3 | CSA STAR Self-Assessment | CSA STAR Certification | CSA STAR Attestation |

US GOV

| Moderate JAB P-ATO | High JAB P-ATO | DoD DISA SRG Level 2 | DoD DISA SRG Level 4 | DoD DISA SRG Level 5 | SP 800-171 | FIPS 140-2 | Section 508 VPAT | ITAR | CJIS | IRS 1075 |

INDUSTRY

| PCI DSS Level 1 | CDSA | MPAA | FACT UK | Shared Assessments | FISC Japan | HIPAA / HITECH Act | HITRUST | GxP 21 CFR Part 11 | MARS-E | IG Toolkit UK | FERPA | GLBA | FFIEC |

REGIONAL

| Argentina PDPA | EU Model Clauses | UK G-Cloud | China DJCP | China GB 18030 | China TRUCS | Singapore MTCS | Australia IRAP/CCSL | New Zealand GCIO | Japan My Number Act | ENISA IAF | Japan CS Mark Gold | Spain ENS | Spain DPA | India MeitY | Canada Privacy Laws | Privacy Shield | Germany IT Grundschutz workbook |

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13

Platform Services

Security & Management

- Security Center
- Portal
- Azure Active Directory
- Azure AD B2C
- Multi-Factor Authentication
- Automation
- Scheduler
- Key Vault
- Store/Marketplace
- VM Image Gallery & VM Depot

Media & CDN

- Media Services
- Media Analytics
- Content Delivery Network

Integration

- API Management
- BizTalk Services
- Logic Apps
- Service Bus

Compute Services

- Container Service
- VM Scale Sets
- Batch
- RemoteApp
- Dev/Test Lab

Application Platform

- Web Apps
- Mobile Apps
- API Apps
- Cloud Services
- Service Fabric
- Notification Hubs
- Functions

Developer Services

- Visual Studio
- Mobile Engagement
- VS Team Services
- Xamarin
- Application Insights
- HockeyApp

Data

- SQL Database
- SQL Data Warehouse
- CosmosDB
- SQL Server Stretch Database
- Redis Cache
- Storage Tables
- Azure Search

Intelligence

- Cognitive Services
- Bot Framework
- Cortana

Analytics & IoT

- HDInsight
- Machine Learning
- Stream Analytics
- Data Catalog
- Data Lake Analytics Service
- Data Lake Store
- IoT Hub
- Event Hubs
- Data Factory
- Power BI Embedded

Hybrid Cloud

- Azure AD Health Monitoring
- AD Privileged Identity Management
- Domain Services
- Backup
- Operational Analytics
- Import/Export
- Azure Site Recovery
- StorSimple

Infrastructure Services

Compute

- Virtual Machines
- Containers

Storage

- Blob
- Queues
- Files
- Disks

Networking

- Virtual Network
- Load Balancer
- DNS
- Express Route
- Traffic Manager
- VPN Gateway
- App Gateway

Datacenter Infrastructure (54 Regions Announced)

StreamOne Enterprise
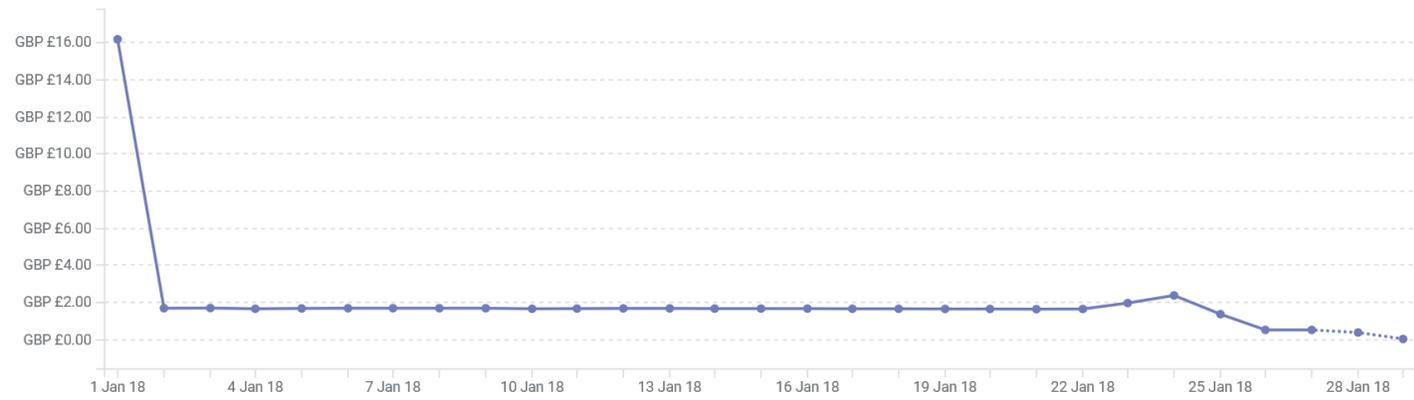
The Tech Data Difference
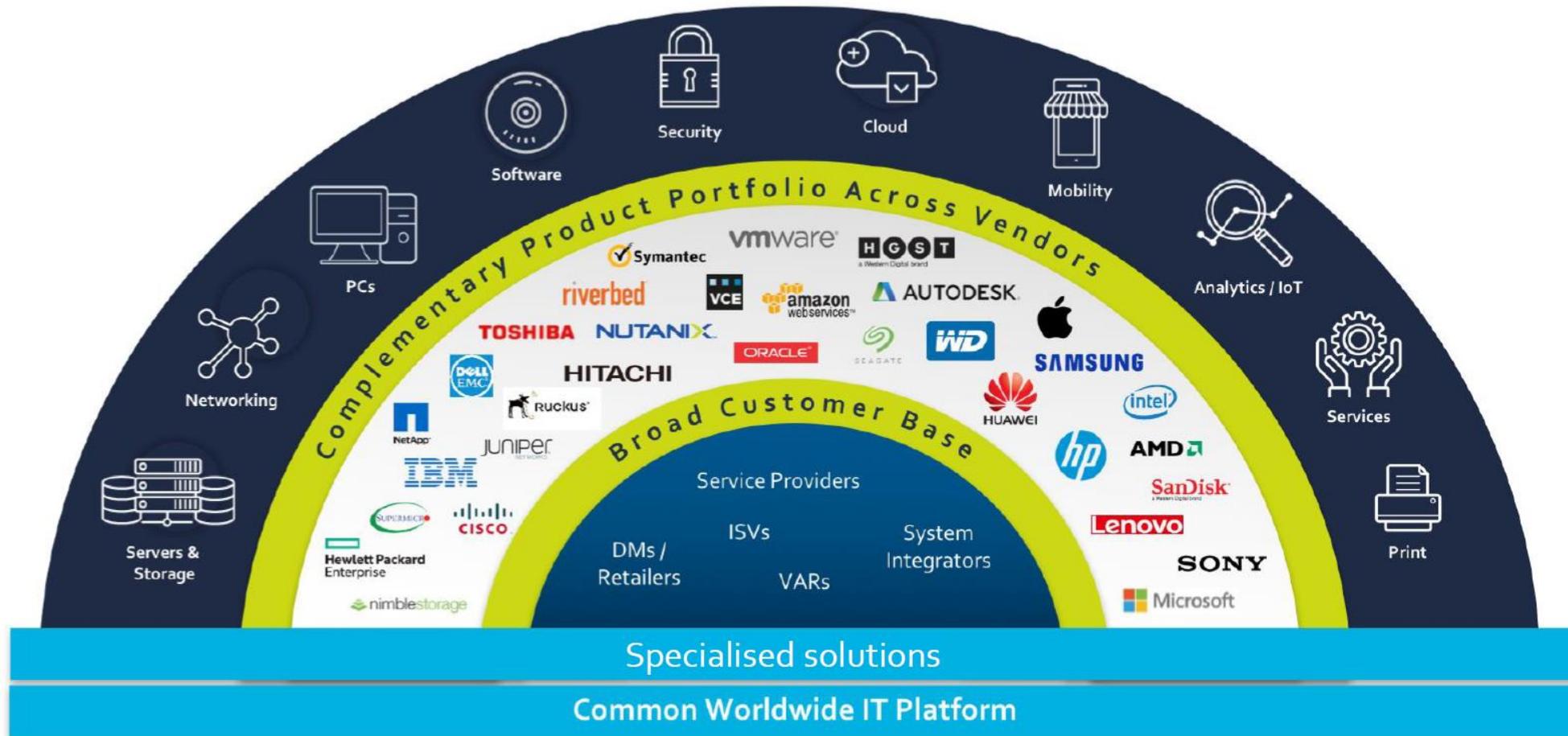
Citrix Cloud on Azure

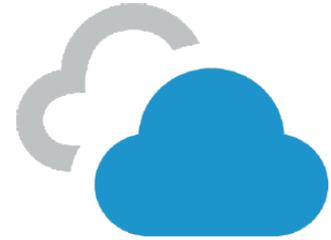Citrix XenApp and XenDesktop installed within a customer's on-premise datacenter

Citrix XenApp and XenDesktop installed on Azure

Hybrid delivery of XenApp and XenDesktop between on-premise datacenters and Azure

XenApp Essentials & XenDesktop Essentials purchased and delivered through the Azure Marketplace
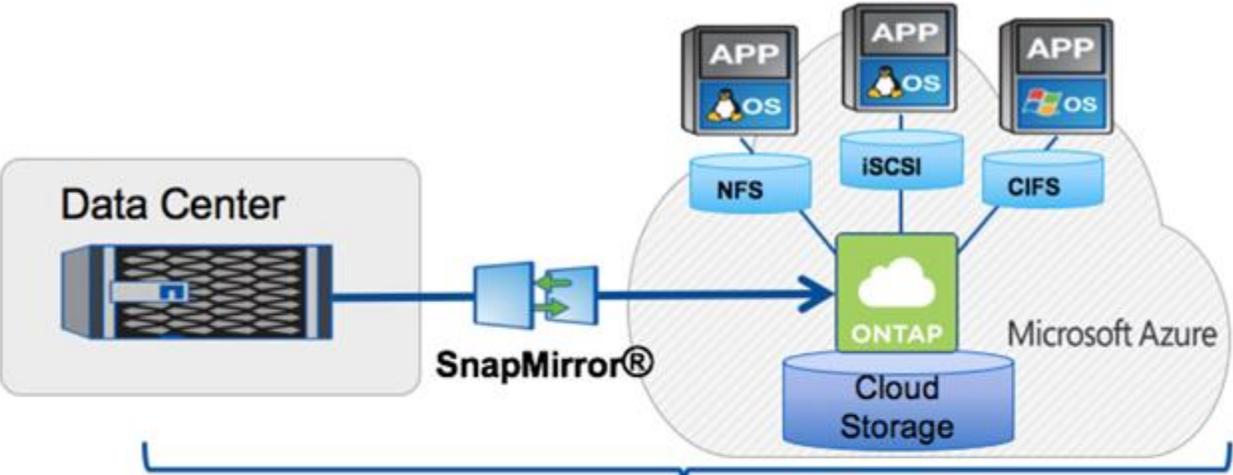
Citrix Cloud XenApp & XenDesktop Service

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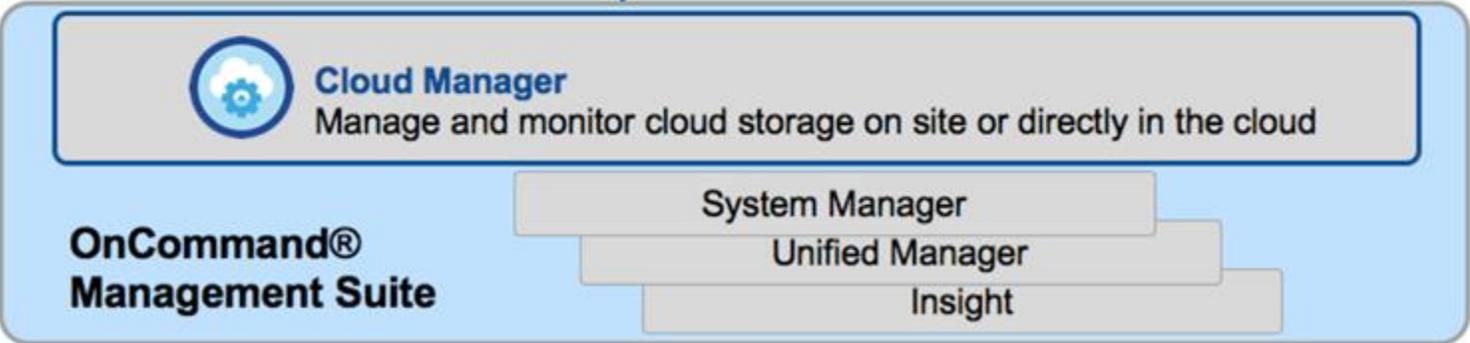# NetApp – Cloud Volumes ONTAP

▶ A fully fledged version of ONTAP running natively in the cloud

▶ Consumes native cloud storage

▶ Same ONTAP tools and processes

▶ Mature, proven technology

▶ Implemented with hundreds of customers

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NetApp ONTAP on Azure

- Snapshot® copies
- Deduplication
- Compression
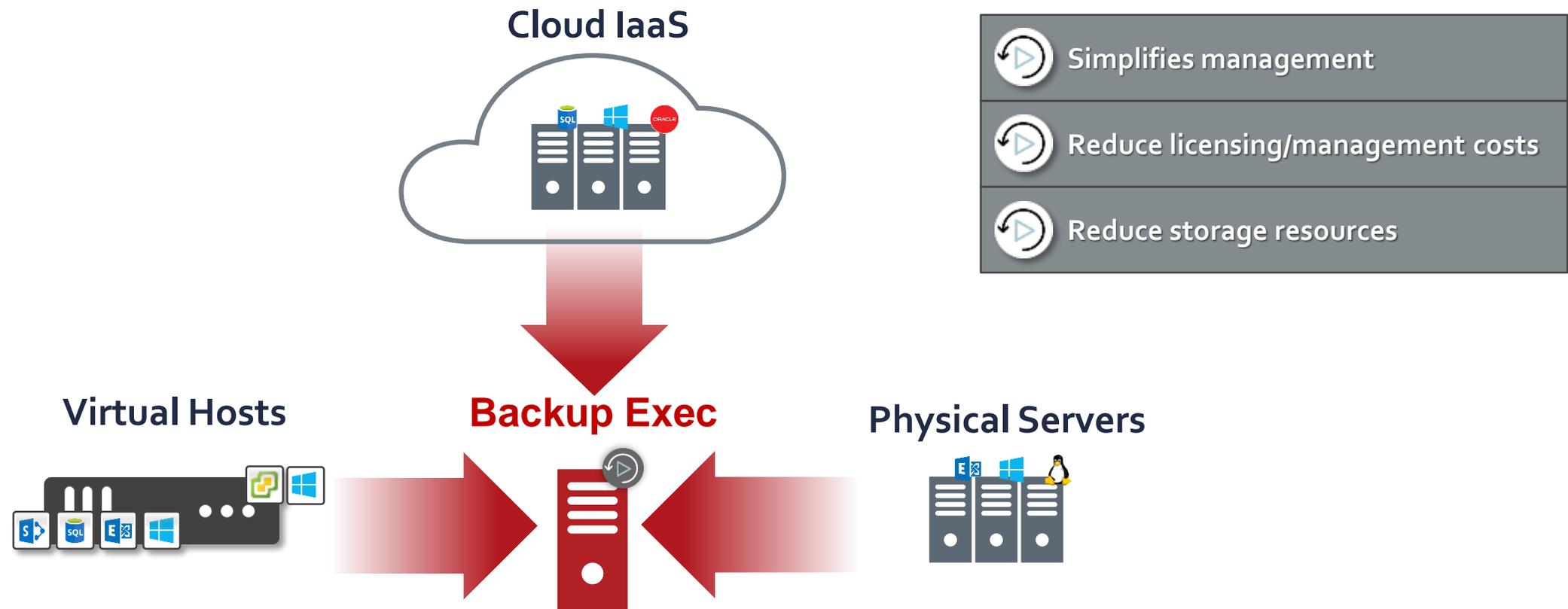- SnapMirror and SnapVault®
- FlexClone® volumes
- NFS/CIFS/iSCSI*

Veritas – Backup Exec 20.2

▸ Manage and protect cloud and on-prem backups using a single pane of glass

▸ Manage Site Recovery (utilises ASR)

▸ Integrates with Blob storage (hot, cool and archive possible)

▸ Deploy the management server directly to Azure!

▸ Extend your existing Veritas BE server using Azure Storage

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Virtual, Physical and Cloud protection in one package

Cost-effective, unified protection for the whole infrastructure wherever it resides

Cloud IaaS

Simplifies management

Reduce licensing/management costs

Reduce storage resources

Virtual Hosts

Backup Exec

Physical Servers

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Summary – Collaboration – Azure GTM Solution

Citrix
- Start small
- Grow as you need

NetApp
- Manage and reduce data
- Create savings

Veritas
- Backup anything!
- Protect your solution
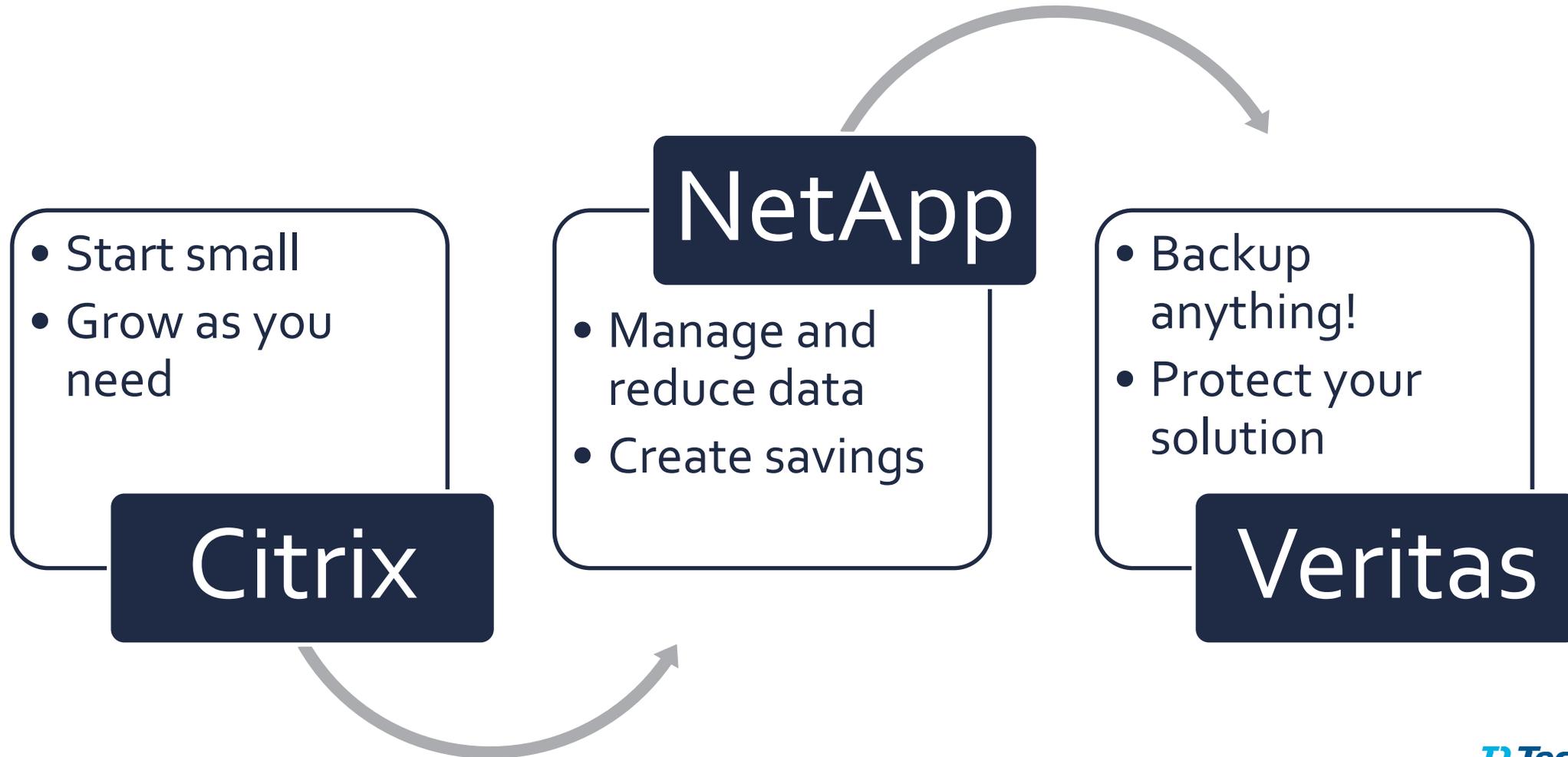
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Tech Data Velocity Program – Microsoft Azure

What is the Velocity Program

- Designed to help partners to attain the Microsoft Azure Cloud Platform Competency

- Raises profitability, technical capability & profile of their Azure business to Microsoft

- Identify and develop Azure workloads to take to end customers

- *Supported by Dedicated Business Development Managers at Tech to support partner progress*

Success in the last two years

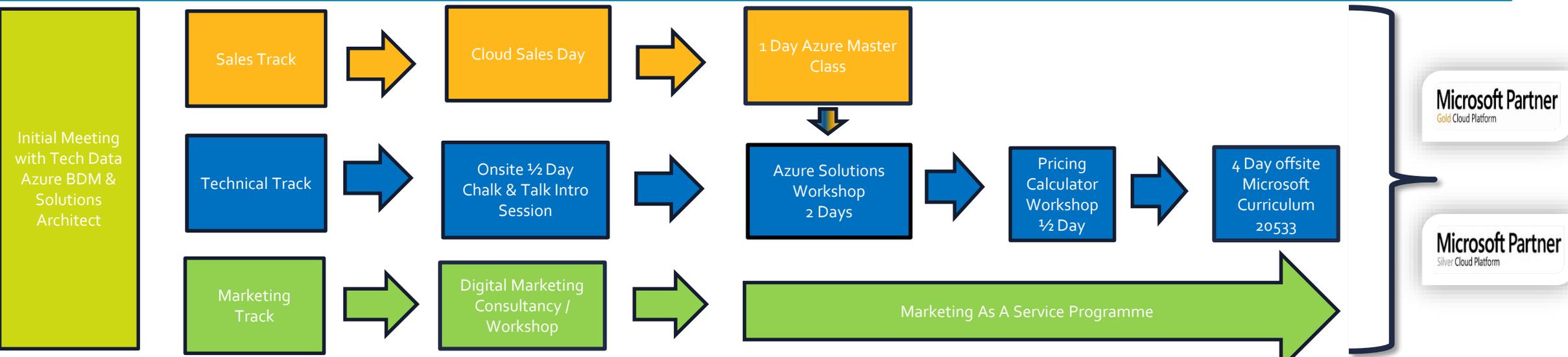- 51 active partners have achieved 18 competencies so far

- >150 individuals achieved or working towards Microsoft Azure technical accreditations

- 70% of all up Azure revenue goes through Velocity partners

- >20 partners have had MaaS campaigns produced

Enablement - Three Key Steps to revenue

KEY ACTIVITY:

- BDM / Solution Architect F2F meetings with C-Level/owner of partner to understand the businesses and plan/create Azure strategies
- Regular roundtables with partners, TD & Microsoft to get feedback on what is/isn't working on the program/Azure
- Dedicated CSM internal at TD to focus on keeping regular contact with stakeholders at partner to make sure training path being followed
- Focus on delivering repeatable solutions that is complimentary to existing business
- POC available for opportunities of $30k per year or more ($2.5k per month consumption)

Initial Meeting with Tech Data Azure BDM & Solutions Architect

Sales Track → Cloud Sales Day → 1 Day Azure Master Class

Technical Track → Onsite ½ Day Chalk & Talk Intro Session → Azure Solutions Workshop 2 Days → Pricing Calculator Workshop ½ Day → 4 Day offsite Microsoft Curriculum 20533

Marketing Track → Digital Marketing Consultancy / Workshop → Marketing As A Service Programme

Microsoft Partner
Gold Cloud Platform

Microsoft Partner
Silver Cloud Platform

Partner Commits to above training & work on at least 1 of 6 key Practise Builders available
Managed by TD Azure BDM & named TD Internal Azure Specialist –Time frame – 6 to 12 months

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CSP Indirect Reseller Incentive

① Purpose

Reward and support CSP Indirect Resellers for driving the activation and enablement of customers with Microsoft based Online Services.

② Eligibility

- Active MPN membership
- Attain a defined MPN competency at Gold or Silver level
- Onboard to the CSP incentive tool

③ Need to know

- Consistent eligibility requirements
- Rebate payment cadence updated to monthly frequency
- Core rate adjusts for H2/O365

Incentive guide and other resources available on MPN at aka.ms/partnerincentives

See incentive guide for definitions and eligibility requirements

④ Incentive rates

Global Rates	Pays on	FY19 H1	FY19 H2
Core – O365	billed revenue	8%	6%
Core – All other CSP products*	billed revenue	8%	8%
Azure Reserved VM Instances (RIs)	consumption	10%	10%

* Such as EMS, Windows Intune, CRM Online, Dynamics Cloud offerings, and Azure

Global Accelerators (incremental earning opportunity)	Pays on	FY19
CSP Customer Adds (new for FY19)	billed revenue	2%
Global PSTN Calling and Conferencing	billed revenue	20%
Global Strategic Product Accelerator (M365, D365)	billed revenue	2%

EU/EFTA Accelerator	Pays on	FY19
Azure	billed revenue	5%

25

Next steps

▸ Get in touch with the CSP team (csp@techdata.co.uk)

▸ Asses which of your technology and services have cloud capability

▸ Work with us to onboard those services to Azure!

OR….

▸ Visit the Microsoft , NetApp, Veritas & Citrix teams on their stands today to learn more!

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