



TD SYNEX Public Sector's Contract Access Agreement

- **What is it?** TD SYNEX Public Sector's contract access agreement gives TD SYNEX Public Sector's channel partners access to all of TD SYNEX Public Sector's in house prime contract vehicles. CAA is similar to a finders fee program, however the channel partner is able to recognize top line revenue through the exchange
- **Who can use it?** Any onboarded TD SYNEX Public Sector Partners with active CAA
- **What contracts can it be used on?** 80+ contract vehicles
- **Benefits?** Provides flexible buying options to end user customers, enables channel involvement even when contract does not permit Participating Dealers, allows end user customer to maintain relationship with previous channel partners, minimal paperwork to establish CAA between TD SYNEX Public Sector and channel partner

Quoting Process

Step 1 – Partner reaches out to TD SYNEX Public Sector with opportunity

Step 2 – TD SYNEX Public Sector contacts OEM for cost quote

Step 3 – TD SYNEX Public Sector quotes the channel partner

Step 4 – Partner quotes TD SYNEX Public Sector with their pricing up lift, while still quoting under contract ceiling

Step 5 – TD SYNEX Public Sector flips quote back onto TD SYNEX Public Sector paper and quotes the end user customer the full price including channel partner's uplift

Order Award and Purchase Order Processing:

Step 1 – End user customer awards order to TD SYNEX Public Sector via purchase order

Step 2 – TD SYNEX Public Sector issues a purchase order to the channel partner for the full award amount

Step 3 – Partner places order with TD SYNEX Public Sector based on TD SYNEX Public Sector's quote

Step 4 – TD SYNEX Public Sector places order with OEM

For More Information:

Email: partner_onboarding@dlt.com

Visit TD SYNEX Public Sector website: tdsynnex.com/na/us/td-synnex-public-sector/



Invoicing:

Step 1 – OEM invoices TD SYNnex Public Sector for full order

Step 2 – TD SYNnex Public Sector invoices channel partner at their quoted cost

Step 3 – Partner invoices TD SYNnex Public Sector the full cost to end user customer

Step 4 – TD SYNnex Public Sector invoices end user customer for full order amount

Customer Payment:

Step 1 – TD SYNnex Public Sector collects full order payment from end user customer

Step 2 – TD SYNnex Public Sector nets out payment to channel partner ******(TD SYNnex Public Sector and channel partner pay each other simultaneously to satisfy invoicing) ******

Step 3 – TD SYNnex Public Sector pays OEM

Important Reminders:

- All end user customer facing documents will be on TD SYNnex Public Sector paper
- No credit card orders
- Orders must be over \$25K
- Services cannot be included on orders
- No incremental funding/billing (i.e. – Cloud)
- No lease/finance deals

TD SYNnex Public Sector does not hold any contract vehicles. The names of the legal entities that hold various federal and state contracting vehicles - DLT Solutions, LLC, Tech Data Government Solutions, LLC and TD Synnex Corporation - will remain the same at this time and will continue to operate under their respective contracting vehicles.

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