

Enabling Channel Partners to Grow Business

TD SYNnex Public Sector Brings Market Intelligence, Operational Advantage and Scale to Channel Partners to Ensure Success

Doing business in the U.S. public sector market can be challenging. As an IT reseller, you know it can be difficult to overcome the barriers, stand out in a highly competitive market, develop a sales pipeline and form a plan to scale business as needed. You need a champion to help build a long-term strategy for delivering and sustaining U.S. public sector business.

TD SYNnex Public Sector is the distributor you need to help simplify the process by defining a better route to the U.S. public sector market. We are a broadline distributor and a targeted solutions aggregator. We have 120+ contract vehicles with flexible buying options, extensive experience in accelerating channel partner growth by leveraging our deep relationships with agency leadership, an extensive roster of industry-leading subject matter experts and a complete technology portfolio to increase your sales for years to come.

We Can Transform Your Organization

Our combined technology and U.S. public sector market expertise consistently helps hundreds of channel partners compete and win big deals. Our comprehensive portfolio of products, services, solutions, specialized skills and expertise in next-generation technologies enables you to bring to market what the U.S. public sector needs to connect, grow and advance. Here's what sets us apart:

- **Distribution:** We call ourselves a value-added distributor. Our ability to stock inventory, ship it and manage logistics sets us apart.
- **Specialization:** We don't just focus on technology but on domain-specific solutions including cybersecurity, application lifecycle management, IT infrastructure and data and analytics.
- **Expertise:** Our deep bench of subject matter experts and industry-leading practitioners offer specialized knowledge of how to best navigate the U.S. public sector market.
- **Ease:** We make it easier for stakeholders – including technology vendors, channel partners and the end-user – to work within the U.S. public sector ecosystem.
- **Engagement:** We have prebuilt channels and programs around five technology domains that help create engagement for your end-users, which lifts the demand generation engine for our channel partners.
- **Support:** We offer full lifecycle support from plan to procurement to execution to results.
- **Talent:** Our deep bench of industry-leading practitioners with decades of market experience offers a unique level of insight into the specific needs of the U.S. public sector.

For Information on the Contract, Products, Licensing, or Other Questions:

Visit our website: tdsynnex.com/USpublicsector

For Ordering and Questions, Email: publicsector@tdsynnex.com



We Break Down Barriers

We take a channel-first approach, enabling you to stand out among other IT resellers as a strategic, results-oriented U.S. public sector leader and business driver. Here's how we can make it easier to succeed in the government marketplace:

- **Channel partners want an edge over other U.S. public sector IT resellers:** Our proprietary Confirmed Stateside Support (CSS) provides U.S. Citizens on U.S. soil 24/7/365 technical support to U.S. public sector customers with sensitive data sets so you are better positioned to win strategic business opportunities.
- **The U.S. public sector is an extremely competitive environment:** We add operational advantage and scale to our channel partner relationships, bringing unmatched talent and resources in our pursuit of successful mission outcomes.
- **Channel partners need to compete with large businesses and win:** We enable compliance, provide full-lifecycle support, and mitigate risk for our channel partners, allowing you to reach your fullest potential in a competitive ecosystem.
- **Channel partners need to increase revenue and sustain U.S. public sector business:** We have over 1 million U.S. public sector contacts that we can leverage to drive opportunities. Additionally, we add operational advantage and scale to our partner relationships in the pursuit of successful mission outcomes.

TD SYNnex Public Sector Technology Domains



Cybersecurity



Data and Analytics



Application Lifecycle



Business Applications



IT Infrastructure

TD SYNnex Public Sector

- Exclusively focused on public sector since 1991
- U.S. soil secure supply chain and logistics
- Extensive contract and diverse partner portfolio
- Technical enablement and support services
- Purpose-built demand generation and channel enablement
- Strategic tech domain alignment
- Federal, state and local, education and healthcare market experts
- Bid, financing and credit support

TD SYNnex Public Sector is a powerhouse built with a purpose. We bolster U.S. public sector business for our technology vendors and channel partners and help your end-user customers meet their mission. Our 75 years of combined dedication and service to the U.S. public sector, along with our reach back to 22,000+ of the IT industry's best and brightest positions us as the best partner to help your company reach its fullest potential.

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