



Tech Data U.S. Expands Partner Enablement With New Red Hat Training

Tech Data is the Channel's First Distributor Offering Comprehensive Red Hat Training Support for Resellers Pursuing RHCE and RHCT Certifications

CLEARWATER, Fla.--(BUSINESS WIRE)--Sept. 26, 2007--Tech Data Corporation (NASDAQ:TECD) today announced the availability of 25 Red Hat professional training courses through TDEducation, the IT products distributor's technical training and certification services team. TDEducation will provide Red Hat resellers with an array of services to ease the certification process, including pricing, scheduling and registration assistance for training courses nationwide. The Red Hat courses available through TDEducation are designed for resellers obtaining or reselling training for Red Hat Certified Technician (RHCT) or Red Hat Certified Engineer (RHCE) certifications.

"Partner enablement through education, training and certification is a key value-add Tech Data provides our reseller customers," said Stacy Nethercoat, Tech Data's vice president, Software Product Marketing. "The addition of Red Hat training courses to TDEducation will help our customers more effectively capitalize on the demand for these Linux solutions by enabling them to also provide end users with a wide range of highly profitable support services."

The RHCT certification helps resellers establish a deeper understanding of Red Hat solutions and is designed for those transitioning part or all of their operations to a Linux-based platform. RHCE expands that expertise to network configuration services and security on servers running a Red Hat operating system. RHCE is ideal for resellers delivering comprehensive Red Hat product and services to their end-user customers, while RHCT provides the necessary systems administration skills to manage existing Linux systems. Resellers also can leverage TDEducation to enhance their revenue by reselling Red Hat training to end-user customers.

"Our partnership with Tech Data has enabled us to expand our partner base, and today's announcement further strengthens our ability to provide those resellers with the support they need to expand their Red Hat business," said Mark Enzweiler, vice president North American Channel Sales, Red Hat. "Earning the RHCT and RHCE certifications are important milestones for our resellers, creating new opportunities for them to grow their services revenue through Red Hat solutions."

Tech Data Partner Enablement

TDEducation offers one of the channel's broadest portfolios of training programs, supporting courses and certification opportunities for products and solutions from key manufacturers and software publishers, as well as general technical certifications issued by leading industry organizations. Its dedicated team of specialists assist resellers in navigating the many complex training and certification processes in the channel today, ensuring the right curriculum selection, pricing, scheduling and registration. All courses available through TDEducation can be purchased using a reseller's Tech Data credit line.

In addition to Red Hat, TDEducation offers resellers training courses from industry leaders, including 3Com, Cisco, CompTIA, HP, Microsoft and Nortel. To learn more, call the TDEducation team at 800-539-7429, ext. 75002, send e-mail to tdeducation@techdata.com or visit www.techdata.com.

About Tech Data

Founded in 1974, Tech Data Corporation (NASDAQ GS: TECD) is a leading distributor of IT products, with more than 90,000 customers in over 100 countries. The company's business model enables technology solution providers, manufacturers and publishers to cost-effectively sell to and support end users ranging from small-to-midsize businesses (SMB) to large enterprises. Ranked 109th on the FORTUNE 500®, Tech Data generated \$21.4 billion in sales for its fiscal year ended January 31, 2007. For more information, visit www.techdata.com.

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