Tech Data Adds Analytics and IoT Technologies to Its Solution Factory

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New offering speeds time to market through a simplified engagement model with ready-made, repeatable solutions – including Intel® IoT Market Ready Solutions – that prescribe, predict and connect to improve business performance globally.

CLEARWATER, Fla.--(BUSINESS WIRE)--May 8, 2019--To help businesses accelerate opportunities in the booming next-generation technology areas of analytics and IoT, Tech Data (Nasdaq: TEDC) today introduced its Analytics and IoT Solution Factory. This new global offering expands on the click-to-run solutions found in the Tech Data Cloud Solution Factory to create vetted analytics and IoT solutions that focus on specific use cases in key vertical markets to facilitate simplified deployments and outcomes for partners.

Tech Data has included a broad spectrum of next-generation technologies including analytics and IoT solutions featuring Intel® IoT Market Ready Solutions. The Solution Factory methodology enables Tech Data partners to obtain proven, repeatable solutions providing speed and scale in the market.

“The Solution Factory is a great example of how Tech Data is aggregating pre-packaged, tested and proven solutions to speed time from deployment to outcome,” said Colin Blair, vice president, Analytics and IoT Solutions, Americas, at Tech Data. “There is a huge opportunity for our customers to deploy profitable Analytics and IoT solutions. Tech Data’s Solution Factory enables repeatable solutions resulting in a faster time to market.”

Industry analyst firm IDC projects that by 2021, more than 65% of partners will focus efforts by vertical or functional use case. Repeatable solutions enable faster delivery to help optimize use case deployment, resulting in greater profits for stakeholders.¹

“Tech Data’s Solution Factory complements its successful Practice Builder methodology to provide partners with outcome-driven, complete solutions,” said Pam Miller, director of Infrastructure Channels Research, at IDC. “This model offers end customers digital transformation with demonstrable business value, while allowing partners to jump-start their own transformation to the digital economy. This type of enablement is what has been needed for the channel to scale in analytics and IoT and capitalize on the revenue opportunity provided by the third platform.”

Examples of outcomes within the Analytics and IoT Solution Factory include the following:

- Smart city solutions, such as outdoor edge security for school safety and smart security for remote areas for public safety and situational awareness.
- Wayfinding and location services that supercharge the shopper experience by leveraging Wi-Fi, beacons and/or GPS to drive foot traffic and revenue by improving store operations, reducing restocking time and overhead—enabling retailers to elevate the shopper’s journey, offering targeted promotions in real time.
- Clinic Interconnect for the ambulatory care market that connects care teams and patients across multiple facilities also addresses the M&A challenge and accelerates the digital transformation of outpatient clinics and hospitals.

Moving Analytics and IoT from “Science Project” into the Real World

“Delivering pre-defined, defined and repeatable solutions is key to channel partners like Logicalis,” said Mike Trojecki, vice president, IoT and Analytics, at Logicalis. “The advent of repeatable, scalable solutions is helping move analytics and IoT out of the ‘science-project phase’ and into the real world, where actual use cases are seeing problems being solved, with the benefits of these technologies being circulated across the entire business. However, partners can’t do it all—it’s critical to have a strong relationship with a proven solution aggregator such as Tech Data.”

For more information on Tech Data’s Analytics and IoT Solution Factory email us at IoT@techdata.com or call 1-800-237-8931. Please follow us on Twitter and LinkedIn for the latest Solution Factory news.

¹ 2019 IT Channels and Alliances Predictions; IDC WW Channels and Alliances Team; January 31, 2019.

About Tech Data

Tech Data connects the world with the power of technology. Our end-to-end portfolio of products, services and solutions, highly specialized skills, and expertise in next-generation technologies enable channel partners to bring to market the products and solutions the world needs to connect, grow and advance. Tech Data is ranked No. 83 on the Fortune 500® and has been named one of Fortune’s World’s Most Admired Companies for 10 straight years. To find out more, visit www.techdata.com or follow us on Twitter, LinkedIn and Facebook.

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