

Practice Building Your Way

For many IT solution providers, entering next-generation technology markets like cloud, security, IoT, analytics and mobility can be challenging and costly. Tech Data's Practice Builder eliminates guesswork and minimizes the risk and costs for channel partners looking to make one or more of these high-growth areas a strategic part of their business.

Jumpstart or Accelerate a New Practice

Prepare to embrace digital transformation and next generation technologies with Tech Data's Practice Builder. Whether you are looking to jumpstart a new practice or accelerate an existing one, we have the enablement support you need to take your practice to the next level and generate greater ROI in as little as 90 days. Best of all, this support is cost-free to eligible partners.

The Practice Builder methodology provides a proven step-by-step approach to help you build a solution practice that differentiates your business in the marketplace. This allows organizations to meet goals, sustain revenue growth and offer the right combination of specialized solutions and services to develop a competitive advantage and produce better business outcomes.

Digital Enablement Path - How it Works

Step 1	Step 2	Step 3	Step 4
<p>Access Partner Transformation Readiness and your Solution Capability</p> <p>Take our partner transformation assessment to gain a better understanding of your current business transformation maturity and assess your capability to transform and grow a solution practice for Cloud, Security of Data Solutions & IoT.</p>	<p>Reveal and ascend your Solution-Specific Enablement Path</p> <p>After you complete the Assessment you'll reveal your capability level and have access to the Solution-Specific Enablement Path that includes transformation tools and resources to build your capability,</p>	<p>Gain Vendor-Specific Competency</p> <p>Select the vendor you would like to support your solution practice. Access the step by step guide to access the vendor-specific resources to help you accelerate growth with the appropriate vendor.</p>	<p>Build Your Solution Practice</p> <p>Learn about our preconfigured solutions available to you from our solution catalog. We help to remove the complexity on your behalf, increasing your agility and speed to market.</p>

Vendor-Specific Enablement Path

CLOUD			CYBERSECURITY	DATA SOLUTIONS & IOT
<p>Google G-Suite</p>	<p>Cloud Practice Builder</p>	<p>Microsoft Dynamics 365</p>	<p>Cybersecurity Practice Builder for MSSPs</p>	<p>Analytics & IoT Practice Builder</p>
<p>Microsoft Cloud Solution Provider</p>	<p>Microsoft MWP</p>	<p>Microsoft Azure</p>	<p>Cybersecurity Practice Builder for MSSPs</p>	<p>Analytics & IoT Practice Builder</p>

Build and Scale to Market at Your Pace

				
Strategy Development	Training & Enablement	Marketing	Services	Sales Execution

Strategy Development Workshop

The Practice Builder Programme offer a limited opportunities for high touch, strategy development support from experienced business transformation consultants. It is an intense 1.5 day workshop for CxO level executives, where a business consultant offer a holistic approach to transforming your business, and expert guidance in five key areas. The result of this workshop is that your business will have a defined business offer for you to test and complete during 90 day period post workshop with the support from our business experts.

Ways to Engage

Tech Data offers practice building support in a variety of next generation solution areas across two delivery methods right-sized to your unique circumstances. Choose from a variety of solution practices available.

Format	Description	Cloud	Analytics & IoT	Cybersecurity	Commitment
Digital Enablement Path	Assess your practice in just 5-minutes and venture through with our interactive enablement paths. Our concierge team is here on standby to ensure your success.	✓	Coming soon	✓	No cost
One-to-Many* 'In-Depth' Strategy Development Workshop	Engage our expert channel facilitators and your peers to map out the future of your practice. Prepare for a high-touch partnership and meet with our team of business consultants to customize a personalized and strategic roadmap to your business growth.	✓	✓	✓	No cost Signed MOU

*One-to-Many consulting is invitation-only.

Through Tech Data's Practice Builder You Will

- Assess your business and receive actionable recommendations to elevate your practice
- Receive tools to help define your value proposition, business model, go-to-market strategy and operations
- Develop a differentiated solutions portfolio and identify the key training required to showcase your expertise
- Tap into our ecosystem of technology experts to support your development

Get Started Today!

Our team is ready to hear from you!

www.techdatacloud.eu/our-difference/enablement/cloud-practice-builder/

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