

08-194-0553. TECH DATA CORPORATION

Key Information

D-U-N-S Number	08-194-0553
Physical Address	5350 TECH DATA DR,CLEARWATER, FLORIDA, USA
Zip code	33760-3122
MSA code	TAMPA/ST. PETERSBURG/CLEARWATER, FL
Subsidiary Status	Non-Subsidiary
Manufacturer	YES
Location Type	Headquarters
Ultimate Parent DUNSNO	08-194-0553
Ultimate Parent Name	TECH DATA CORPORATION
Marketing Pre-Screen Ranking	2 (Likely to pay)
Company Type	Public
Foreign Trade	Import
Employees (All Sites)	8900
Employees (This Site)	3200
1-Year Employee Growth	9100
Year of Founding	1974
Primary SIC Code	50450000 Computers, peripherals, and software
Primary NAICS Code	423430 Computer and Computer Peripheral Equipment and Software Merchant Wholesalers
Sales	27670632000
Minority Owned	NO
Latitude	27.91741300
Longitude	-82.70783100
Phone	(727) 539-7429
Fax	(727) 538-5860
Website	http://WWW.TECHDATA.COM

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Company Description

**5350 Tech Data Dr,
Clearwater, FL 33760-3122, Clearwater,
- 33760-3122,
United States**

**Phone: 727-539-7429
Fax: 727-538-5860
<http://www.techdata.com>**

Tech Data is 100% committed to IT products distribution. One of the world's largest wholesale distributors of technology products, Tech Data provides thousands of different items to more than 115,000 resellers in 100-plus countries. Its catalog of products includes computer components (disk drives, keyboards, and video cards), networking equipment (routers and bridges), peripherals (printers, modems, and monitors), systems (PCs and servers), and software. Tech Data also provides technical support, configuration, integration, financing, electronic data interchange (EDI), and other logistics and product fulfillment services. More than 60% of Tech Data's revenue is generated outside the US. Geographic Reach Florida-based Tech Data sells to customers in more than 100 countries throughout North America, South America, Europe, the Middle East, and Africa. Europe is the company's largest market, accounting for 62% of sales. Sales and Marketing Products purchased from Hewlett-Packard account for 21% of Tech Data's net sales, while Apple products represent for 13%. Financial Performance As demand for technology products rebounds after the global recession, Tech Data has seen its sales rise. In fiscal 2014 (ended January), sales increased 6% versus the prior year, to \$26.8 billion. Net income rose 2% over the same period to \$179.9 million. The uptick in sales was driven by the 2012 acquisition of Specialist Distribution Group's value and broadline IT products distribution businesses. Sales (adjusted for currency fluctuations) rose in the US and Europe. Sales growth in 2013 positively impacted net income, as did the absence of Value Added Tax assessment charges and decreased interest expense. Strategy As manufacturers have promoted more direct relationships with their customers, the need for middlemen in the industry has dwindled and many tech product distributors

have gone under. Tech Data was spared this fate due to its size and scope, but it continually looks to cut costs in order to survive in a business characterized by thin margins. The company has also expanded its service offerings, which range from pre- and post-sale technical support to customized shipping documents and electronic commerce integration. Tech Data's diversification strategy seeks to continuously remix its product and customer portfolios toward higher growth and higher return market segments through organic growth and acquisitions. The company is looking to capitalize on new market opportunities in specialty areas, such as data center, software, mobility, and consumer electronics. In recent years, the company further diversified adding operations in Europe, Brazil, and Colombia. Mergers and Acquisitions To further build its business in Europe, Tech Data in late 2012 acquired several distribution companies owned by UK-based Specialist Distribution Group (SDG) in the UK, France, and the Netherlands. Combined the acquired businesses generate sales of about €1.4 billion (\$1.75 billion). Previously, Tech Data bought Triade Holding, a Netherlands-based distributor of consumer electronics and IT products, in 2010. The purchase strengthened Tech Data's IT business and accelerated its diversification into consumer electronics in the Netherlands, Denmark, and the Benelux region; it also supported operations across Europe by adding new specialty products, vendors, and customers. As part of the transaction, Tech Data's joint venture with Brightstar, Brightstar Europe (formed in 2007), acquired Triade subsidiary Mobile Communication Company (MCC), a mobility products distributor in Benelux. Total value of both deals was €83 million (about \$123 million). (Later, Tech Data in 2012 bought its joint venture partner Brightstar's 50% ownership in Brightstar Europe for more than \$165 million, as well as several distribution companies in the UK from the distribution arm of IT services company Specialist Computer Holdings.)

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Rankings

- #107, FORTUNE 1000 (June 2015)
- #107, FORTUNE 500 (June 2015)
- #, S&P 400

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History

Company Background Tech Data grew out of an electronics distribution business founded by Edward Raymund, a University of Southern California graduate who started out as a representative for electronics manufacturers. By the early 1960s he had established an industrial electronics distribution business in Florida. In 1974 he incorporated that business as Tech Data. In 1981 Raymund's 25-year-old son, Steven, who had earned master's degrees in economics and international politics from Georgetown University's School of Foreign Service, joined Tech Data on a temporary basis to work on the company's catalog. At that time Tech Data sold diskettes and other computer supplies to local companies and had about \$2 million in sales. Steven Raymund's favored status at the company angered a group of managers. Shortly after he arrived at Tech Data, they copied the company's client list and walked out. The defection nearly sank Tech Data, but Steven Raymund stayed on when his father handed him two-thirds of the company. With the PC industry beginning to take off, Steven Raymund positioned Tech Data as a middleman between computer and peripheral manufacturers and resellers. Steven was named COO in 1984. He became CEO in 1986, the year the company went public. Tech Data began to distribute software in 1992, and a year later the company signed up Microsoft and inked a distribution deal for IBM computer systems. In 1994 Tech Data purchased U.S. Software Resource, a California-based distributor of more than 500 business and entertainment software titles, thereby increasing its software list and gaining high-profile publishers such as Borland International (now Borland Software) and Corel as suppliers. Also in 1994 Tech Data began a global expansion when it bought France's largest distributor of wholesale computer products, Softmart International.

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Balance Sheet

Balance Sheet	(In Thousands)				
	2015	2014	2013	2012	2011
Total Assets	6,138,246	7,169,666	6,830,960	5,785,418	6,488,292
Current Assets	5,578,123	6,469,035	6,145,425	5,381,902	6,123,146
Total Liabilities	4,178,103	5,071,055	4,912,591	3,811,595	4,373,826
Long Term Debt	353,097	354,121	354,458	57,253	60,076
Stockholders' Equity	1,960,143	2,098,611	1,918,369	1,973,823	2,114,466
Total Assets per Share	164.21	188.37	180.70	140.86	138.87
Current Liabilities	3,743,126	4,617,588	4,444,940	3,642,579	4,221,035
Net Assets per Share	52.44	55.14	50.75	48.06	45.26

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Historical Financial

Year	Sales volume (Millions)	Employees This Site
2013	\$26,488.12	3,200
2012	\$26,488.12	3,200
2011	\$24,375.97	3,200
2010	\$22,099.88	3,200

Year	Employees All Sites
2013	8,300
2012	8,300
2011	8,700
2010	7,600

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Cash Flow Statement

Cash Flow	(In Thousands)				
	2015	2014	2013	2012	2011
Cash from Operations	119,381	379,148	120,753	503,412	103,843
Cash from Investing	(21,054)	(24,011)	(345,677)	(69,268)	(173,040)
Cash from Financing	(49,129)	(127,311)	80,294	(670,841)	(206,358)
Capital Expenditures	18,639	15,598	14,871	13,385	18,614
Cash Flow per Share	3.11	9.92	3.08	11.36	2.12
Cash & Cash Equivalents, Beginning of Year	570,101	340,564	486,262	763,725	1,116,579
Cash & Cash Equivalents, End of Year	542,995	570,101	340,564	505,178	839,934

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Income Statement

Income Statement	(In Thousands)				
	2015	2014	2013	2012	2011
Total Revenue	27,670,632	26,821,904	25,358,329	26,488,124	24,375,973
EBITDA	284,932	252,115	280,092	348,565	354,541
Operating Income	267,635	227,513	263,720	356,152	333,985
Net Income	175,172	179,932	176,255	206,396	214,243
Revenue per Share	724.89	705.47	650.59	605.46	501.70
EPS from Continuing Operations	4.57	4.71	4.50	4.66	4.36
EPS - Net Income - Diluted	4.57	4.71	4.50	4.66	4.36
Share Outstanding	37,380	38,062	37,803	41,072	46,722
Weighted Average Shares Outstanding - Basic	38,172	38,020	38,871	43,749	48,587
Weighted Average Shares Outstanding - Diluted	38,354	38,228	39,180	44,327	49,085
Earnings per Share - Basic	4.59	4.73	4.53	4.72	4.41

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Ratios

Ratios	2015	2014	2013	2012	2011
Profitability Ratios					
Gross Margin	5.04	5.08	5.14	5.26	5.26
Operating Margin	0.97	0.85	1.04	1.34	1.37
EBITDA Margin %	1.03	0.94	1.10	1.32	1.45
Calculated Tax Rate %	26.76	11.93	20.23	26.57	27.91
Profit Margin (TTM)	0.63	0.67	0.70	0.78	0.88
Valuation Ratios					
Price/Earnings (TTM)	12.44	11.40	11.27	11.00	10.64
Price/Book (TTM)	1.09	0.98	1.00	1.08	1.04
Price/Cash Flow(TTM)	18.26	5.41	16.43	4.51	21.95
Liquidity Indicators					
Quick Ratio	0.89	0.82	0.80	0.92	0.88
Current Ratio	1.49	1.40	1.38	1.48	1.45
Net Current Assets as % of Total Assets	29.89	25.82	24.89	30.06	29.32
Free Cash Flow per Share	2.83	9.56	2.72	11.20	1.75
Revenue to Assets	4.51	3.74	3.71	4.58	3.76

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People

* Maximum 2000 People

Title	Name
Ceo And Director	Robert Dutkowsky
Chief Executive Officer And Director	Tim Dutkowsky
Chb	Steven Raymund
Chairman	Steven Raymund
Chairman	Wendy Linsky
Sr V Pres-pres, Latin America	Yuda Saydun
President, Europe	N Cano
Pres, The Americas	Ken Lamneck
President	Thomas McMahan
President, The Americas	Joseph Quaglia
President, Canada	Rick Reid
Owner	Joseph Trepani
Business Partner Marketing	Luanne Law
Sales Representative Smb Partner West	Andrea Corrales
Senior Partner Engagement Representative	Danielle Davis
Us Smb Partners	Dave Wilson
Government Procurement Partner Program	Denise Carter
Lenovo Partner Programs	Natalie Coyle
Talent Acquisition Partner	Blythe Zava
Senior Vice President And Chief Financial Officer, The Americas	Charles Dannewitz
Chief Operating Officer	Ryan Brusko
Sr V Pres, Us Marketing	Elio Levy
Vice President, Global Enterprise Architecture And Information Technology Security	Dan Lasher
Evp, Cfo, And Director	Jeffery Howells
Svp And Controller	Joseph Trepani
Svp, General Counsel, And Secretary	David Vetter
Svp And Cfo	Charles Dannewitz
Svp Us Marketing	Joe Quaglia
Vice President	Benjamin Godwin
Vice President West And Central Field Sales	Marty Bauerlein
Vice President, Networking Division, Tech Data Corp	Chuck Bartlett
Sr V Pres-pres, Latin America	Yuda Saydun
Sr V Pres, Us Sales	Timothy Curran

Sr V Pres, Central Europe	Henrick Funch
Sr V Pres, Northern Europe	Andy Gass
Sr V Pres, Southern Europe	Gerard Youna
Evp And Cio	John Tonnison
Vice President, E Commerce	John Tonnison
Vice President, It Supply Chain System	Joanne Persinger
Vice President Of Information Technology Systems And Process Development Distribution Manager	Joanne Steenbergen
Senior Vice President Security	Pete Peterson
Svp, Logistc & Intgrtion Srvc	Darryl Branch
Vice President, Software And Systems Product Marketing	Willie Peterson
Sr V Pres, Sales & Mktg	Lisa Thibodeau
Vice President Of Product Marketing Software Division	Stacy Nethercoat
Svp, Tech Data Mobile Solution	Rod Millar
Vp-field Sales Eastern Us	Marc McClure
Vice President E Business	Phil Filippelli
Vice President	Dawn Mancuso
Vice President, Assistant General Counsel, Ethics And Compliance	Jean-paul Durand
Senior Vice President Human Resources	Lawrence Hamilton
Senior Vice President	Sherri Nadeau
Vice President Of Marketing	Lorie Siemion
Vice President Of It Applications	Frank Mallick
Executive Vice President And Chief Information Off	Steven Tonnison
Executive Assistant To The Senior Vice President Of Marketing	Marla Gold
Vice President Us Controller	Tracy Bradshaw
Senior Vice President, Controller	Tracy Bradshaw
Vice President Of Ecommerce	John Thomason
Vp-technical Services	Maurice Hamilton
Vice President	Angela Norrie
Senior Vice President, Us Marketing	Joseph Quaglia
Senior Vice President Us Purchasing And Supply Chain Management	Brooke Powers
Techselect Symantec Vpr	Nicole Pulizotto
Vice President, Executive Director, Locomotives	Shannon Zipperer
Vice President Assembly Services	Marianne Carter
Vice President Client Systems Product Marketing	Greg Parsonson
Vice President Logistics	Daryl Branch
Vice President Sales	Bill Brooks
Wireless Vpr	Marc Silver
Sr V Pres-corp Contrl	Jeffrey Taylor

Senior Vice President And Treasurer	Beth McElveen
Vice President Front Office And E Business	Mark Livings
Vice President Financial Accounting	Tracey Troina
Senior Vice President Of Human Resources	Jessica McCoy
Assistant Treasurer	Scott Walker
Treasurer	Gael Manzo
Treas	Arthur Singleton
Inside Account Manager	Terry Tanner
Manager Marketing Services Organization	Toniann Mannella
Manager, Information Technology Support	Kent Fecke
Senior Marketing Manager Product Marketing Networking Cisco	Tina Beilin
Manager, Information Technology	Eliot Maas
Manager, It Service Support, Tech Data Corp	Ed Fabelo
Manager Learning	Loretta Calvin
Product Manager Networking	Grey Gordon
Sales Manager Components Division	Edwin Ramos
Senior Partner Account Manager, Cisco Solutions Group	Jon Bowman
Senior Manager Of Sec Reporting	Cynthia Sanders
Export Regional Sales Manager International Division	Angela Greene
Manager Of Content Information	Alain Amsellem
Product Purchasing Manager	Theresa McGivern
Manager, Product Marketing	Timothy Ayer
Inside Account Manager	Manfred Murillo
Senior Product Manager	Maria Machado
Account Manager	Heather Sokell
After Sales Management Senior Coordinator	Robert Alexander
Product Manager	Debbie Fultz
Senior Manager Of Investigation, Senior Manager Field Se	Jeffrey Riley
Ibm Isv Relationship Manager Product Marketing	Lisa Harder
Manager Information Technology Enterprise	Ty Galley
Associate Business Development Manager	Vanessa Rodriguez
Channel Account Manager	Steve Leslie
Tech Data Manager	Steve Leslie
Strategic Purchasing Manager	Stephenie Shepherd
Manager, Accounting	Michael O'Nan
Manager Product Marketing Cisco Solutions Group	Joe Uraco
After Sales Management Coordinator Sony Account	Carol Matthews
Manager Of Technology Services	Richard Toledo
Product Manager	Anthony Shaw
Manager Td Oncall Td Education	Jim Cooper
Product Manager Hp Networking	Xhenis Berberi

Partner Account Manager	Greg Paquette
Associate Program Manager Latin America	Carlos Nisperula
Senior Product Manager Peripherals Division	Jeff Law
Project Program Manager Latin America Caribbean Marketing Services	David Hoffman
Product Manager	Sherri Louison
Inside Territory Manager	Danilo Mejia
Manager Office Services	Susan Thomas
Marketing Manager Product Marketing So	Laura Chadwick
Product Manager	Heather Kunke
Inside Account Manager	Colleen Brennan
Product Manager Hp Networking	Cristina Durango
Manager	Jason Toomey
Hp Solutions Team Manager	Onur Aksan
Associate Program Manager Telesmart	Claudia Smith
Product Manager	Erin Karsky
Manager Product	Amanda Cash
Product Manager Client Systems	Tiffany Perry
Associate Product Manager Peripherals Division	Vince Rodriguez
Manager Dell Team	Matt Angelmo
Manager, Information Technology Finance	Nathan Vanderkodde
Public Relations Manager	Brian Kosoy
Channel Account Manager	Richard Barlow
Product Manager Product Marketing Client Systems	Matthew Schnell
Cisco Channel Account Manager	Terri Jones
Senior Business Developments Manager	Adrian Falabella
Software Business Unit Manager	Joao Cunha
Product Manager	Tiffany Severance
Marketing Manager Client Systems	Tiffany Severance
Project Manager Shared Services	Sohail Bhola
Education Account Manager	Marc Falzano
Senior Manager International Treasury	Richard Shalkop
Sales Management Coordinator	Samantha Schwartz
Inside Territory Manager	Carl Stewart
Senior Marketing Manager Software Division	Tracy Holtz
Senior Manager Adr And Financial Services	Mary Blackmore
Inside Account Manager	Vance Bode
Product Manager	Elizabeth Neri
Product Manager	Peter Gressick
Associate Program Manager, Marketing Services	Jackie Helphinstine
Client Solutions Manager	Chris Wright
Manager	Kaye McMillan
Vmware Product Manager Ais Division	Rosemarie Gavin

Senior Account Manager	Dave Hutcherson
Product Manager	David Varela
Project Manager, Event Marketing Marketing Services	David Varela
Asset Purchasing Manager	Jessica Serrano
Executive Amin To Joe Osbourn	Denise Woolf
Loss Prevention And Security Manager	Philip Lawrence
Regional Project Manager	Jonna Noe
Cable Information Technology Project Manager	Dave Harmon
Manager	Jennifer Catalano
Manager, Accounting Incentive Compensation	Candice Buttitta
Product Manager, Networking	Michelle Wangler
Nortel Product Manager	Michelle Wangler
Marketing Manager Peripherals Division	Mike Cowart
Information Technology Change Management Analyst	John Maguregui
Srenior Product Manager	Wicktor Lisa
Business Development Manager Channel Adoption And Education	Stephanie Coyle
Senior Regional Credit Manager Latam And Caribbean	Reinaldo Uribe
Product Manager	Lynn Query
Manager Marketing Services	Anthony Graziano
Manager	Randy Chamberlin
Product Manager	Jeff Thomas
Senior Product Manager	Jennifer Ryerson
Program Manager, Marketing Services	Jenny Murray
Product Manager	Rus Wamsley
Sales Manager Microsoft Tpm Organization	Willie Cash
Manager Of Financial Services	Greg Hansen
Inside Territory Manager Us Smb Partner Se	Ken Alberts
Product Manager	Jenna Larson
Manager Product	Stephanie McGovern
Inside Territory Manager	William Carmona
Senior Manager Of Operations	Thomas Hunter
Manager	Melinda Dorgan
Product Manager Hp Storage And Services	John Falco
Manager Symantec Business Development	Julie Hodges
Project Manager Contract	Rick Zotz
Associate Product Manager	Jeff Porter
Inside Account Manager	Kathleen Circle
Senior Product Manager	Tracey Bui
Program Manager, Marketing Services	Tracey Bui
Treasury Manager	Rick O'Hara
Epson Product Manager	Dylan Leach
Manager	Travis Vigneau

Product Manager	Michael Daniel
International Tax Manager	Kelly Sarmanian
Manager, Product Purchasing	Lisa Zierold
Vendor Marketing Manager	Ana Stranaghan
Regional Project Manager	Shannon Sokolowski
Manager, Shareholder Services	Maria Love
Senior Product Manager	Jeff Taber
Senior Product Manager For Intel Canada And Usa	Nasir Habib
Manager, Tax Non Income	David Wankowski
Information Technology Manager At Tech Data	Eric Piehl
Marketing Manager Vmware	Heather Ballenger
Senior Manager Product Marketing Ais Ibm Solutions	Susan Gilbert
Senior Credit Manager	Al Alderson
Senior Program Manager	Michael Broadhead
Senior Manager Quality Customer Service	Tari Pinnock
Sales Management Coordinator	Melissa Creadon
Sales Manager Latin America	Jose Diaz
Associate Product Manager	Mike Kelly
Product Marketing Manager	Khurram Haider
Assistant Purchasing Manager	Ricardo Alonso
After Sales Management Associate	Meg Faber
Product Purchasing Manager	Morgan Munyan
Vmware Business Development Manager	Elizabeth Johnston
Program Manager Marketing Ser	Aimee Williams
Senior Product Manager Systems Division	Sandra Bodley
Associate Product Purchasing Manager	Nick Lannigan
Product Manager	Jessica Clancy
Product Manager, Cisco Solutions Group Ais Division	Brenda Morris
Loss Prevention Security Manager	Michael Coryn
Team Leader	Toan Bui
Product Manager	Edward Orth
Product Manager Peripherals Division	Bob Esposito
Associate Program Manager	Michelle Fink
Program Manager Marketing Services	Bob Rowland
Education Account Manager	Tom Peters
Marketing Account Manager	Rosemary Wagner
Marketing Manager Mobile Solutions Sbu	Ben Filipiak
Latin American Hardware Purchasing Manager	Cassandra Hartzog
Senior Product Manager	Michael Konak
Manager Integration Shift	Kathy Dimarco
Senior Manager Mainframe Systems	Bob Spangenberg
Business Manager	Carlos Nisperuza
Manager, Accounting	Stacey Levine

After Sales Management Coordinator	Katelyn Jenkins
Inside Account Manager	Dale Gillette
Product Purchasing Manager	Adam Zorland
Inside Account Manager	Karina Rojas
Business Manager, High End Storage	Debra McAnnally
Rma Manager	Jody Desjarlais
Account Manager	Stacey Doukas
Senior Strategic Regional Manager	Esperanza Rodriguez
Business Development Manager Ibm Software	Steven Kessler
Account Manager	Alan McHale
Senior Manager Of Information Technology Shared Services	Ashley Brown
After Sales Manager	Ian Miller
Integration Manager, Fatima Lmeyahon And Logistics	Matthew Dickey
Manager Of Corporate Trnsp And Logis	Fatima Morlando
Account Manager	Gary Reynolds
Associate Product Manager, Networking Division	Maria Tsiliclis
Senior Product Manager Fujitsu	Dawn Scott
Inside Territory Manager	Ellen Eckstein
Product Manager	Amy Volpe
Senior Product Manager Of Advanced Technologies	Keith Winter
Associate Purchasing Manager	Donald Staley
Marketing Manager Peripherals Division	Monica Cwiklinski
Account Manager	Ulla Glover
Associate Information Technology Project Manager	Roshni Dulal
Accounting Manager At Tech Data	Scott Vaughn
Americas Project Executive	Kenneth Johnson
Senior Inside Account Manager East Var Sales	David Thomas
Manager, Reverse Sc Solutions	Laura Leneweaver
Senior Manager Product Purchasing	Jim Hus
Product Manager	Heather Herzog
Emc Strategic Account Manager	Eric Zappia
Product Manager	Rafael Magarino
Product Manager And Product Marketing Networking	John Sermons
Account Manager Marketing Services	Rebecca Cavallaro
Senior Product Manager, Emerging Vendors Evo	Jennifercook Wright
Senior Manager Executive Compensation And Mobility	Donna Cochran
Senior Project Program Manager Corporate Services	Sherry Mathews
Business Development Manager Hp Storage For McA	Luisa Romero
Inside Territory Manager	Bob Weck
Distribution Partner Business Manager	Andrea Johanning
Senior Product Purchasing Manager	William Asbury
Senior Purchasing Manager Peripherals	Judy Kent



Inside Territory Manager	Danny Ribeiro
Business Development Manager Latin America And The Caribbean	Sandra Bertello
Smb Elite Account Manager	Laven Hanna
Business Development Manager Microsoft Latin America And The Caribbean	Andrea Firmino
Vendor Product Manager Cisco Systems Technical Services Department	Marc Mandeville
Product Purchasing Manager	Cassandra White-hartzog
Cisco Product Manager	Julio Velasco
Territory Manager Andean	Juan Tejedor
Senior Product Manager, Networking	Steve Laggner
Business Development Manager Compaq Latin America And The Caribbean	Mike Krigsfeld
Associate Product Manager	Brittany Phillips
Hp Account Manager	Arianna Cespedes
Product Manager	Jamie Buissreth
Product Manager	Marco Vela
Project Program Manager, Marketing Services Operations	Ana Cavaliere
Project Manager	Jacqueline Harig
Senior Product Manager	Desiree Holley
Product Manager	Kristy Dean
Manager, Integrated E Commerce	Lori Bolan
Associate Product Manager	Jamie Planas
Program Manager	Stephanie Slater
Product Manager	John Weimerskirk
Product Manager	Marie Larracas
Product Marketing Manager	Marci Edmiston
Product Manager Plcm	Janice Rende
National Manager Business Analysis Vendor Programs	Steve Brunk
Territory Manager Guatemala El Salvador Honduras Nicaragua	Napoleon Rebollo
Business Developmenet Manager	Ozzie Mendoza
Senior Program Manager, Marketing Services, Software Division	Terre Paz
Associate Program Manager, Techselectsm	Tisha Cassaway
Product Manager Cisco	Alexis Wiechec
Senior Product Manager Peripherals Product Marketing	Joseph Assenheim
Product Manager, Software Division	Marilyn McKinley
Marketing Manager Product Marketing	Cari Crossland
Inside Partner Account Manager	Natalie Nunez
Project Program Manager, Latin America And Caribbean	Catherine Ulrich

Product Manager	Rosana De Almeida
International Product Manager Product Marketing	Saeid Ajabshir
Senior Product Manager Mass Storage	Lisa Clingan
Senior Manager Of Inventory Control	Marlyn Fowler
Product Manager	Andy Szymendera
Product Manager Components	Terrie Head
Manager, Market Development Latin America And The Caribbean	Nicolette Codeso
Product Manager	Marcos Gonzalez
Education Account Manager	Brendan Duffy
Senior Product Manager	Christy Adams
Senior Manager Business Continuity And Records Management	Cheryl Adams
National Account Manager Field Sales East	Donna Berg
Program Manager	Jason Bolding
Inside Account Manager	Jeff Rosenbluth
Senior Product Purchasing Manager	Dale Goodwin
Marketing Manager Vendor Returns	Patti Larkin
Senior Product Manager Pos Data Capture Sbu	Tim McIntire
Manager, Product Marketing	Jane Sondrol
Inside Account Manager	Mark Tedone
Business Analysis Manager	Jay Jones
Product Manager Components Division	Dawn Jurczak
Inside Account Manager Us Sales West Nationals	Kelly Newbill
Business Manager, Systems Division	Charleen Hendrick
Regional Sales Manager Miami Export Domestic	Tony More
Polycom Product Manager	Nancy Tillman
Manager	Norbert Lamenca
Associate Purchasing Manager	Dawn Weiher
Regional Sales Manager Us Smb Partner	Jackie Igleheart
Account Manager	Kasia Bozek
Product Manager	Shannon Brumenshenkel
Vendor Returns Manager	Martin Morales
I Director Senior Manager Head Sw Or Sys	Dale Estes
Senior Manager Human Resources Education	Denise Cochran
Senior National Partner Manager	Jess Bennett
Td La C Business Development Manager	Luigi Gutierrez
Account Manager Product Marketing, Networking Division	Natalie Miller
Business Manager	Norma Redd
Account Coordinator	Jennifer Pezone
Manager Telecommunications Engineering Information Technology	Robert Connington

Manager, Inventory Control	Michael Jones
Business Development Manager Latam	Juan Diaz
Integration Manager	Matt Dickey
Senior International Risk Manager Credit Department	Mario Saravia
Manager (D)	Cheryl Gaines-schaaf
Cisco Product Sales Champion (Partner Account Manager)	Marshall Simpson
Senior Product Manager	Teresa Lindo
Product Manager	Laura Shortway
Inside Partner Account Manager Cisco Systems	Tony Mai
Partner Account Manager	Jerry McGuire
Cisco Partner Account Manager	Drew Varano
Associate Product Manager	Jamie Spires
Account Manager	Ben Carsley
Associate Contract Manager	Patricia Dubose
Manager, Accounting	Erin Mayberry
Profit Manager	Justin Nymark
Senior Product Manager	David Ciraulo
Account Manager	Cris Maksimovich
Manager	Hope Davis
Manager, Application Development	Lauren Singh
Principal	Karol Pichon
Principal	Ed Krauss
Principal	Rob Tenney
Principal	Carl Beck
Principal	Toni Cerekwicki
Sales And Marketing Director	Rich Pereira
Strategic Account Manager	Tim Convery
Manager, Sales	Bonny Blackham
Sales Manager	Tina Beilin
Sr V Pres, Sales & Mktg	Lisa Thibodeau
Sales And Marketing Operations Handels Dell	Marna Leon
Sales Marketing	Emilie Wetherbee
Storage Sales Speicailst	Dave Pethick
Product Sales Champiun Xerox	Anna Kraemer
Regional Sales Manager	Eric Thompson
Sales Representative	Melinda Angeron
Territory Manager	Marianella Ferllini
Corel Product Sales Champion	Peggy Sallen
Senior Sales Representative	Wesley Kier
Product Sales Champion Cisco	Joe Uraco
Senior Sales Representative	Jennifer Turner
Product Sales Champion	Mark Van Treeese

International Sales Department	Randy Craven
Product Sales Champion	Andrew Segraves
Senior Sales Associate Nbd	Maria Ruggeri
Senior Sales Associateservice Provider Division	Mark Sinquefield
Senior Field Sales Executive	Matt Upson
Symantec Product Sales Champion	Barry Beckner
Product Sales Champion	Katrina Grenon
Sales	Carroll Brenes
Product Sales Champion	Tom Vassios
Sales Manager	Matt Angelmo
Sales	Robert Gross
Senior Sales Representative East	Jill Kramer
Product Sales Champion	Lowell Martin
Sales Lead	James Douglas
Product Sales Champion Oracle	Paul Melton
Product Sales Champion For Cisco Systems	Tim Long
Sales Manager	Jay Frazee
Territory Manager	Sandra Gonzalez
Sales Tax Associate li	Suzanna Breeding
Product Sales Champion Red Hat	Terry Smith
Adobe Product Sales Champion	Lisa Primbs
Regional Sales Manager, Central	Stu Fuhrman
E Business Sales	Kaye McMillan
Director Of Sales, National Accounts	Chip Stein
Sales Manager	Ron Peters
Sales Representative North Central Region	Marco Rodriguez
Sales Support Representative, Central	Lam Nguyen
Business Development Associate	Mark Freeman
Sales Representative International Export Sales	Michele Thwaites
Regional Sales Manager	Michele Thwaites
Product Sales Champion	Sonia Golz
Lenovo Senior Product Sales Champion	Greg Rich
Senior Apple Product Sales Champion	Todd Shaw
Senior Government Sales Representative	Jeff English
Director Sales	Jeff English
Product Sales Champion	Heather Lange
Director, Business Development	John Ramdeen
Sales Representative	Hayley Ladell
Marketing Executive	Ron Martin
Sales Administrator, Td On Call	Dawn Fernandez
Apple Product Sales Champion	Juan Vergara
Product Sales Champion Oracle	David Hunnes
Sales	Kathleen Circle

Sales Manager	Kathleen Circle
Inside Sales Cdw	Karen Lewis
Vendor Sales Training	April Winslow
Product Sales Champion	Joshua Kirby
Tech Data Sales	Chris Russell
Product Sales Champion Hp Servers Storage Services	Shane Tate
Sales Director	Ann Hunt
Nortel Sales Specialists	Jay Hansen
Senior Product Sales Champion	Chris Bruno
Sales Supervisor	Gonzalo Guillen
Sales Representative	Cheryl Eason
Elite Sales	Troy Singh
East Regional Sales	Fereshteh Sadree
Cisco Product Sales Specialsit	Jonathan Brenes
Sales	Doug Houle
Sales Representative	Alejandro Retana
Regional Sales Manager, West Division	Cathy Volonino-mierz
Manager Sales	Cathy Volonino-mierz
Sales Representative Smb Premier	Gina Brenes
Product Sales Champion Microsoft	Troy Carter
Solutions Sales Representative	Alvaro Alfonso
Sales Supervisor	Karina Rojas
Sales Support Representative	Cari Miller
Sales Representative	Stuart Kessler
Works With Josh In Ne Sales	Kristine Vaivoda
Senior Business Development Manager	Miguel Rivas
Sales Trainer	John Zimmermann
Inside Sales Cdw	Melissa Green
Product Sales Champion Ibm Software	Teresa Schefer
Sales Champion Physical Security	Steve Nedik
Lantin American Sales Associate	Adolfo Penalosa
Sales Representative	Ztania Ulloa
Configuration Desk Sales Representative Configuration	Ron Lindell
Sales Representative Smb Premier Northeast Region	Monica Vargas
Sales Representative Smb Division South Eastsales	Kattia Solorzano
Representative Smb Division South East	
Sales	Rosa Mattos
Product Sales Champion	Kristen Pulido
Lenovo Senior Product Sales Champion	Christina Fransk
Product Sales Champion	Adissa Mercado
Product Sales Champion Okidata	Jason Graff
Sales Account Representative On Wmta5	Derek Hatcher
Sales	John Shepard

Sales Representative	Grace Ortega
Symantec Product Sales Champion	Andy Ellison
Sales Representative Central	Meaghan McSoley
Sales Engineer For Microsoft	Gary Isle
Microsoft Product Sales Champion	Sarina Rose
Smb Sales Representative	Jayme Steele
Sales Support Representative	Jason Sedlak
Sales Support Representative	Scott Horn
Sales Representative	Susie Bonsel
Sales Representative	Elizabeth Alexander
Sales Associate Telesmart	Bruce Robinson
Sales Engineer Hp	Trey Keng
Sales Representativenw Sales, Silicon Valley Region	Todd Weisenritter
Solutions Sales Engineer Hp	Jonathan Cosenza
Sales Business Analyst Ii	Paula King
Senior Sales Engineer Hp	Dominic Santo
Sales	Jennifer Huffman
Senior Business Development Manager	Graciela Araujo
Sales Representative Miami Premier	Marilyn Williams
Sales Representative Var East	Anthony Young
Sales Representative, Usa And Canada Exports	Jason Landers
Sales Representative	Raonel Alvarez
Sales Account Information	Tom Milkovic
Ibm Product Sales Champion	Josue Lios
Sales Manager	Robert Loria
Service Sales Champion	Janice Calderon
Senior Associate Retail Sales	Clint Coppernoll
Dell Wyse Product Sales Champion	Gary Lowe
Sales Latin America Pos	Ricardo Edelsztejn
Sales	Kathryn Instone
Sales Representative South Florida	Lauren Johnson
Product Sales Champion	Samuel Rockwell
Senior Sales Representative	Nancy Torres
Sales Representative	Luther Cole
Sales	Christine Videa
Territory Manager	Enrique Ardilla
Apple Sales Team	Debbie Roy
Cisco Sales Specialist	Matt Schaeffer
Product Sales Champion Ibm Solutions Group Advanced Infrastructure Solutions Division	Maria Chacon
Strategic Account Manager	Sherri Knight
Sales Representative	Kiko Serrano
Southeast Sales Representative	Rita Vitek

Federal Sales Representative	David Winger
Microsoft Senior Product Sales Champion	Joseph Johnson
Sales Representative	Steve Jackson
Sales Representative	Endy Cano
Sales Representative International Export Sales	Carl Barnard
Sales Representative Microsoft	Estrella Rivero
Field Sales, Wa And Or	Lisa Smith
Sales Representative	Marlene Perez
Territory Manager	Lou Bradley
Product Sales Champion Brocade	Joseph McGrath
Sales Representative, Latin America And The Caribbean	Sandra Serrano
Sales Representative	Marco Cespedes
Sales Representative	Millie Colon
Senior Product Sales Champion Product Marketing Enterasys	Steve Berry
Territory Manager	Carlos Pereda
Sales Representative	Pete Story
Field Sales Representative Colombia	Luz Rojas
Solutions Sales Engineer Hp	Michael King
Channel Sales Representative	Julie Hays
Field Ibm Solution Sales	David Tschoepe
Senior Sales Representative	Charles King
Regional Sales Manager	Jeanpaul Cortes
Hp Product Sales Champion Hp Eb	Arturo Rios
Sales Representative, Latin America And The Caribbean	Aylin Garcia
Product Sales Champion Western Digital	Christy Adams
Solutions Sales Representative, La	Cardarelli Mery
Sales Representative	Jay Allard
Regional Sales Manager	Velma Butler
Senior Product Sales Champion	Kelly Jennings
Sales	Randy Chamberlain
Senior Sales Associate Central America And Mexico	Heliane Stabel
Hp Psg Senior Product Sales Champion	Dawn Marsh
Senior Sales Associate New England Sales	John Harrison
Field Sales Representative	Sheri Elliott
Sales Representative Miami Export Sales	Leaann Stanley
Territory Manager	Pavel Mejia
Director Of Sales	Tim Corirossi
Sales Support	Brenda Michas
Product Sales Champion Cisco Smartnet	Carlos Williams
Senior Sales Associate Silicon Valley Major Accounts	Andre Bourgeois

Sales Representative	Sean Schlesman
Business Development	Manny Cuza
Smb Sales Representative	Esteban Fallas
Territory Manager	Michael Lauzurique
Sales Manager, Consumer Technology Region	Josh Lafave
Product Sales Champion	Nick Donohue
Senior Product Sales Champion	Derek Krout
Sales Manager	Robert Riley
Sales Representative	Alfred King
Sales Manager	Karen Robinson
Product Sales Champion Toshiba	Daphne Reale
Sales Representative	Yolanda Diaz
Strategic Account Manager	David Makrianes
Sales Representative	Marcia Diaz
West Inside Sales Division	Dennis Carney
Strategic Account Manager	Eric Cadwallader
Field Solutions Sales West	David Hall
Director Marketing	Matt McManus
Senior Product Marketing Manager	Michael Correia
Marketing Manager	Heather Murray
Position In Product & Marketing	Katie Ross
Sr V Pres, Sales & Mktg	Lisa Thibodeau
Marketing Manager	Timothy Ayer
Director Marketing	Deena Piquion
Marketing Manager	Nick Attinella
Marketing Manager	Nicholas Roussos
Senior Marketing Manager	Debra Neumeier
Senior Marketing Planner Cisco Solutions Group Tdagency	Morra Susan
Marketing Manager, Retail	Jeff Kaplan
Senior Marketing Manager	Laura Chadwick
Marketing Manager, Software	Matt Dreger
Marketing Manager	Neha Kapoor
Senior Marketing Planner	Kirsten Cahill
Marketing Manager	Tracy Beyer
S And P Marketing Coordinator	Federico Yih
Marketing Claims	Kate Mobley
Marketing Manager	Christina Dillon
Marketing Manager	Tom Royster
Director Of Marketing	Carlos Capo
Product Marketing	Tiffany Geeraerts
Senior Marketing Planner	Jill Hunter
Marketing Manager	Linda Lam



Marketing Manager	Sandy Falzano
Marketing	Carlos Nisperuza
Marketing Specialist	James Harris
Marketing Manager	Nicole Clarke
Marketing Manager	Josette Clear
Senior E Marketing Specialist	Ted Jones
Director Of Product Marketing	Monte White
Marketing Team Lead	Leira Alamo
Marketing Manager	Mike Stein
Product Marketing	Lindsey Pondo
Marketing Manager	Joan Johns
Product Marketing	Ulla Erlandson
Marketing Manger	Julie Finley
Marketing	Felicia Brantley
Marketing Manager	Toshshanna Schiller
Marketing	Priscilla Cummings
Marketing Manager	Linda Wakelee
Marketing Director	Greg Young
Marketing Manager	Ken Nicholson
Product Marketing	Kathie Atherholt
Director Of Logistics	Derick Fluker
Manager Of Operations	Kim Carlin
Manufacturing Director	Tiffany Severance
Analyst	Travis Knous
Director Finance	Paul Sabourin
Tax Manager	Christine Brown
Analyst	Greta Brinkman
Finance Manager	Jeremy Evans
Analyst	Trevor Boyce
Data Analyst	Charles Webb
Finance	Suzanne Gasper
Analyst	Justin Corbett
Finance	Christopher Anderson
Analyst	Sajna Rahim
Finance Controller	Marco Arguello
Senior Vice President, Controller	Tracy Bradshaw
Chief Information Officer	Osbourn Joe
Chief Technology Officer	Timothy Curran
Network Administrator	Wayne Jones
Exec V Pres-cio	John Tonnison
Vice President, E Commerce	John Tonnison
Manager, Information Technology Support	Kent Fecke
Manager, Information Technology	Eliot Maas



Database Administrator	Tony Awad
Systems Programmer	Rob Pratt
Vice President Of Information Technology	Diane Cook
Information Technology Security Specialist	Michael Goad
Senior Project Manager, Information Technology	Alicia Smith
Information Technology	Stephen Collins
Executive Assistant, Information Technology	Heather Feldman
Systems Programmer	Cecilio Lecusay
Senior Systems Programmer	Joe Parsolano
Information Technology Network Engineering	Laura Easom
Vice President Information Services	Jim Mulski
Information Technology Security Specialist	Mark Anderson
Information Technology Staff	Mark Jacobs
Information Technology Software Compliance Analyst	Deborah McGillen
Senior Analyst	Peggy Hamann
Developer Information Technology Sm Operations Support	Jamie Wright
Technical Support Manager	Bob Hutson
Specialist, Information Technology Systems Training	Gwynne Maccartney
Network Administrator	Tom Martin
Database Administrator	Michael Waldhelm
Information Technology Security Architect	Michael Goad
Professional Engineer	Michael Stacks
Vp-technical Services	Maurice Hamilton
Security Architect	Mike Stolarik
Prinicipal Solutions Architect	Stephen Pothoff
Architect	Boyd White
Senior Engineer	Kevin Locke
Chief Engineer	Lazaro Gonzalez
Principal Engineer	Brian Reschar
Associate System Engineer, Engineer, Senior Support Technician	Deron Braun
Senior Manager, Development	Steve Livaudais
Business Development Representative	Zach Collins
Business Development Representative	Manuel Ramirez
Business Development Representative	Laurie Perri
Business Development Representative	Eric Bostick
Lead Developer	Marwan Assad
Purchasing Manager	Maria Pebworth
Senior Purchasing Manager	Tim Modi
Senior Purchasing Manager	Janet Eriksen
Purchasing Manager	Jennifer Ohlsen
Director Of Purchasing	Bob Bacchus

Purchasing	Sandy Holzmann
Purchasing Manager	Debra Brown
Senior Buyer	Jim Berg
Purchasing Manager	Steve Kunze
Manager Of Purchasing	Susan Grochowski
Purchasing Manager	Susan Pelissier
Senior Purchasing Manager	Melissa Lang
Procurement Buyer	Maria Hayes
Purchasing Manager	Nick Caraccia
Senior Purchasing Manager	Carolyn Leighton
Contracts Manager	Katrece Darby
Purchase Manager	Mohan Lalwani
Purchasing Manager	Scott Love
Buyer	David Raines
Purchasing Manager	Karen Fretschl
Purchasing Manager	Michelle Bartha
Director Of Purchasing	Karen Schaffert
Director Of Accounting	Jumana Divan
Accountant	Charles Wright
Senior Auditor	Michael Rea
Senior Auditor	Michael Farrell
Accountant li	Annette Rowe
Director Accounting	Toni Cerekwicki
Accountant	Anne Buchanan
Senior Accountant	Lori Welter
Vendor Accounting Department	Amy Norman
Staff Accountant	Debbie Duke
Account Specialist	April Solano
Assistant To The Chairman	Debbie Younger
Executive Assistant	Cathy Neumann
Mainframe Database Administrator	Bobbi Matthews
Executive Assistant	Carol Kornell
Logistics Support Coordinator	Jessica Miller
Vendor Partner Product Administrator	Chelsea Turgeon
Supervisor: Sw License Administration	Lorna Bowman
Administrator	Dave Sankey
Executive Assistant	Teena Stidham
Database Administrator Credit Operations	Mark Henry
Executive Assistant, Information Technology	Heather Feldman
Traffic Coordinator	Gonzalo Orellana
Coordinator Employee Relations	Cathryn Bailey
Administrative Assistant	Terry Nortwick
Administration Assistant	Dixie Francy

Vendor Partner Product Administrator Tripp Lite	Carolina Chadziutko
Vendor Partner Product Administrator	Donna Orvis
Vendor Partner Product Administrator	Jose Cruz
Vendor Partner Product Administrator	Miriam Mendez
Executive Assistant To The Vice President Of Human Resources	Joyce Leannarda
Vendor Partner Product Administrator	Corey Schnur
Vendor Partner Product Admin	Jason Mammen
Database Administrator Database Developer	Mindy Harris
Executive Assistant To The Vice President Of Human	Joyce Hottle
Contracts Administrator	Amber Waters
Project Coordinator Latin America Caribbean Mar	Fanny Scargle
Vendor Partner Product Administrator Hp	Zlatko Pozderac
Executive Assistant	Michelle Knudsen
Vendor Partner Product Administrator Hp	Viviana Moore
Private Label Delivery Coordinator	Mary Elliot
Vendor Partner Product Administrator	Chase Freshwater
Administrative Manager	Sharon Cowan
Vendor Partner Product Admin Belkin	Teresa Tessier
Education Admin	Debra Papagianis
Returns Coordinator, Software Team	Michael Hedgpeeth
Tamras Admin	Julia Swilley
Executive Assistant To Vice President	Ingrid Parks
Co Op Billing Admin	Jean Zack
Equity Plan Administrator	Nancy Theesfield
Executive Assistant To Vice President	Darleene Monroe
Vendor Partner Product Admin	Jennifer Scotto
Executive Assistant (Pete Peterson)	Glenyse Thompson
Executive Assistant	Rebecca Miller
Chief, Branch Of Planning And Program Development	Lavinia Koutsouradis
Transportation	Charlie Heist
Senior Account Executive	Diane Gracie
Account Representative	Brice Buonincontri
Account Executive North	Joseph Carducci
Account Representative	Sara Bernard
Marketing Account Executive	Stephanie Rosario
Account Representative	Chris Paige
Marketing Account Executive, Tdagency	Lizardo Estrada
Apple La, Marketing Account Executive	Yessenia Zamora
Account Representative, Major Accounts	Ralph Buissreth
Representative	Eric Mader
Account Representative	Cassandre Goley
Emc Solutions Sales Consultant Central Usa	John Bauer

Representative	Laura Stibal
Senior Account Representative	Damien Jagnandan
Account Executive East Region	Manuel Ramirez
Business Management: Consultant (Non Technical)	Angelo Dasopatis
Strategic Account Executive	Ken Johnson
Senior Account Executive	Scott McConnell
Account Representative	Joshua Lyons
Senior Account Executive	Becky Jones
Marketing Account Executive	Jessica Barber
Marketing Account Executive	Nick Augeri
Sales Account Executive	Sandra Swartz
Account Executive	Ruben Vargas
Senior Vmware Sales Consultant	Mark Bruno
Consultant, International Systems Information Technology	Kanani Harris
Account Executive	Shawn Gertsch
Account Representative	Justin Powell
Senior Inside Account Executive	Jeff Stroyan
Account Representative, National And Major Accounts	Sonja Knox
Solutions Consultant	Aaron Harrison
Inside Account Executive	Nora Maddox
Account Executive	Eugene Thomas
Hp Solutions Consultant	Brett Jackson
Tech Data Technical Training Consultant	Bill Martling
Senior Account Executive	Shannon Broadbent
Account Representative	Harry Nama
Account Executive	Sean Colby
Account Representative	Geoffrey Gonzales
Account Representative	Shakher Kalsi
Account Executive	Donna Higgs
Senior Vmware Sales Consultant	Mark Herring
Account Executive	Jim Tapscott
Senior Account Executive	Lien Waite
Marketing Account Executive	Meggan Wilson
Account Representative	Pete Gomenis
Solutions Account Executive	Joseph Funair
Essn Hp Account Executive	Carlos Lyra
Senior Inside Account Executive	Robin Emery
Account Representative	Rucha Murkunde
Vice President Human Resources	Caryl Lucarelli
Human Resources Director	Marian Morlock
Manager Human Resources	Jim Cooper
Human Resources Manager	Teresa Martin

Human Resources Manager	Tanya Kennedy
Human Resources Manager	Vicki Harmon
Director Of Human Resources	John Sullivan
Human Resources Manager	Melinda Dorgan
Human Resources Manager	Nicole Anderson
Compensation Manager	Jamelle Conner
Director Of Human Resources	Thomas Morgan
Senior Human Resources Manager	Carol Swiss
Human Resources Manager	Lisa Pustis
Human Resources Manager	Louisa Steensma
Human Resources Manager	Karen Anderson
Human Resources Manager	Mariana Abarca
Human Resources Manager	Britt Hansson
Human Resources Manager	Nicole Monette
Facility Manager	Katia Munoz
Maintenance Manager	Jose Rodriguez
Maintenance Manager	Ernest Morgan
Maintenance Manager	Mark Russell
Corporate Security Manager	Dan Maguire
Maintenance Director	Randy Hinds
Supervisor, Events	Megan Brey
Svp, General Counsel, And Secretary	David Vetter
Vice President, Assistant General Counsel, Ethics And Compliance	Jean-paul Durand
Credit Analyst	Jennifer Paige
Credit Analyst	Renata Johnson
Credit Analyst	Alex Bratic
Senior Manager, Credit	Billi Conklin
Senior Credit Analyst	Renee Almendariz
Senior Credit Analyst	Linda Malick
Credit Analyst	Franck Vargas
Credit	Dawn Conklin
Credit Analyst	Carrie Ashchi
Credit	Lori Simpson
Senior Manager, Credit	Jennifer Griffin
Credit Analyst	Hathaway Pendergrass
Credit Analyst, Advanced Debt Recovery And Credit Card Regions	Ann-marie Granger
Retail	Brian Pisz
Marketing Manager, Retail	Jeff Kaplan
Trainer	Rachel Rhodes
Senior Training Specialist	Tarrance McKanney

Director Information Technology International Support	Dan Lasher
Chief Executive Officer Director	Robert Dutkowsky
Director	Savio Tung
Customer Service Manager	Nester Connett
Information Technology Field Sales Supervisor	Pam Bacon
Director Information Technology And Supply Chain Systems	Tammy Gardner
In House Advertising Director	Ginger Galloway
Director Product Marketing And Software	Tiffany Embry
Director Var Field Sales Eastern U S	Marc McClure
Director	John Williams
Night Shift Operations Supervisor	Jamie Oneill
Supervisor, Product Marketing Hp	Mark Van Treeese
Supervisor Customer Marketing	Shauna Brock
Director, Product Marketing	Paul Wilkinson
Regional Sales Supervisor	Fabiana Guevara
Director	Kort Dantuma
Senior Operations Director	Paul Jameson
Director Of Complainece	Kyle Kipnis
Director Transportation	Pam Crays
Director Of Credit	Carol Hemmingsen
Director Customer Service	Carol Hemmingsen
Supervisor, Events	Megan Brey
Director Finance Systems	Helmut Lorenz
Night Supervisor Systems Operations	Jamie Disanza
Director	David Upton
Supervisor Of Latin America Solutions	Ibys Otero
Director	Kathleen Misunas
Director, Business Development	John Ramdeen
Director Miami Center	Joe Scaturro
Director Organizational Effectiveness And Development	Karen Endersbee
Director, Logistics	Cecilia Lessard
Director Of Financial Reporting Systems	Brian Zukoski
Supervisor Customer Service	Jose Diaz
Director Of Credit	Ray Poulos
Director, Corporate Procurement	Kevin Snow
Supervisor Product Operations Cr	Fabiola Villaseaor
Inside Territory Supervisor	Juan Araya
Director	Thomas Morgan
Director	Sarvinder Bajwa
Supervisor, Office Services And Information Technology	Lesley Priestley

Supervisor, Vmware Software Solutions Group, Ais Division	Soto Tsomokos
International Tax Director	Cary Cabanas
Vice President, Executive Director, Locomotives	Shannon Zipperer
Regional Credit Supervisor	Rossana Cavallini
Director, Human Resource Logistics	Andrea Daggett
Director, Corporate Treasury	David Childers
Supervisora De Ventas	Candy Araya
Director	Charles Adair
Credit Supervisor	Melanie Brown
Director	Harry Harczak
Supervisor	Holly Egerter
Director, Logistics	Paul Fletcher
Director, West	Bill Portin
Inside Territory Supervisor	Juan Arayagonzalez
Facilities Operations Supervisorfacilities Department	Patricia Dennington
Supervisor Product Purchasing	Jeff Sage
Director	Annette Taber
Director Of Vendor Accounting	Joanne Dempster
Director	Karen Schaffert
Customer Service Manager	Courtney Wagner
Supervisor Software Licensing Desk	Michael Hubbarft
Director Of Mis Is	Brian Inge
Director, Product Marketing	Connie Noyes
Director Of International Treasury	Wayne Whitaker
Area Manager	John Short
Sales Coordinator	Charles Dannewitz
Information Technology Manager	Michael Small
Information Technology Director	Tim Brown
Chief Sales Officer	Murray Wright
Procurement Manager	Travis Knous
Hp Systems Engineer	Ed Szarleta
Director Information Technology	Tammy Gardner
Manager Business Development	Lou Hangle
Senior Voice Tech	Bernard Lucchesi
Information Technology Manager	Todd Stetson
Senior Manager, Development	Steve Livaudais
Sap Bw Developer	Mitali Tangsali
Brocade System Engineer	Chris Dagne
Sales Associate	Anthony Rees
Recruiting Manager	Ju Zhang
Senior Manager	Judy Romero
Systems Engineer Supporting Vmware	Chris Whalen

Application Support Engineer	Doug Brauer
National Account Manager	Jolyn Duncan
Information Technology Director	Joseph Carducci
Senior Manager	Jude Cerniglia
Information Technology Director	Jamie Oneill
Credit Analyst N Central	Joe Cyriac
Senior Database Developer DbA	Verone Lazio
Senior Technical Support And Integration Specialist	Artur Szewczyk
Systems Engineer Cisco Wireless Specialization	John Halderman
Telecommunications Manager	Dennis Arsenault
Lenovo Systems Engineering Team	Tom Cone
Business Development Manager	Armando Garcia
Inside Sales	Tiffany Geiger
Associate Attorney	Joelle Choueifati
Developer	Tod Jeffers
Ibm Xseries Team	Tod Jeffers
Us Smb Elite North East	Paul Suniara
Senior Credit Analyst Financial Services Assignment, Aop	Jecoliah Williams
Sales Associate	Rhys Prankard
Apc Representative	Jeff Law
Senior Associate	Susan Romano
Senior Manager, Customer Service	Debbie Proper
Senior Manager, Customer Service	Debbie Proper
Senior Developer	Richard Spivey
Information Technology Manager	Kelly Evers
Senior Pc Lan Analyst	George Vargo
Solutions Representative Hp Networking	Kevin Imperiale
Cam Northwest	Danny Tong
Senior Compensation Analyst	Cynthia Schaefer
National Account Manager	Adrienne Van De Water
Developer	Bruce Donnally
Business Development Manager	Sardinas Fernando
Systems Engineer	Russell Gunn
Se Extreme And Q Logic	Russell Gunn
Senior Developer, Supply Chain Systems	Elisa Puglia
Sales Executive	Lenny Dayton
Hp Services Tech Data Corporation	Val Cunha
Mtech Comfort Systems	Nancy Elovitz
Vmware Licensing Specialist, Ais Division	Kyle Macgregor
Senior Systems Engineer, Supporting Emc Products	Charlie Will
Vendor Product Representative	Sarah Ricker
Cpq Representative	Scott Kelley

Customer Manager	J Cortez
Vmware Software Licensing Specialist	Cesar Hernandez
Microsoft Systems Engineer	John Moegling
Systems Engineer	John Moegling
Account Reconciliation	Margaret Speranza
Director Of Transportation	Pam Crays
Event Planner	Amanda Harter
Associate Event Planner	Melissa Leddy
Senior Manager, Human Resources Operations	Ed Krauss
Senior Project Manager, Information Technology	Alicia Smith
Microsoft Tpm	Joel Cox
Business Development Manager	Stephen Tessitore
Sales Associate	Craig Chernack
Senior Manager, Contracts Negotiations And Administration	Juan Lojo
Software Lic Specialist	Debra Brown
Senior Staff Software Engineer	Jerry Wolfe
Red Hat Software Licensing Specialist	Jason Prestwood
Prospecting Business Development Representative	Joe Bonelli
Information Technology Professional	Sean Flynn
Senior Systems Engineer	Ryan Stewart
Senior Manager	Luis Dabalsa
Pc And Lan Analyst	Michael Acevedo
Business Development Manager, Cisco Solutions Group	Michelle Curtis
Senior Application Developer	Kathleen Clark
Dell Major Accounts	Sean Veer
Senior Developer Ecrm Internal Support And Development	Michael Stacks
Principal Consultant	Tammy Whalen
Human Resources	Sandra McMullen
Senior Manager	Darren Scarpa
Customer Quality Analyst	Branislav Molnar
Computer Forensic Investigator	Gael Manzo
Dbasql Developments, Dbasql Developer	Marat Gekhtman
Sales Executive	Hayley Ladell
Senior Software Licensing Representative	Christine Beck
Information Technology Manager	Mark Henry
Marketing Planner	Misti Zimmer
Systems Engineer	John Sullivan
Payroll Director	Jo-anne Paulson
Senior Export Compliance Associate	Patty Heuberger
Promo Operations	Drew Megill
Product Market, Latin Division	Lynn Bautista

Information Technology Manager	Trisha Strand
Associate Systems Engineer Eaton	William Worley
Stephanie Back Up	Steve Kunze
Inside Sales	Kathleen Circle
Senior Systems Engineer	Alan Novak
Senior Manager, Credit	Billi Conklin
Senior Manager Business Development	Manuel Mosquera
Benefits Analyst	Tiffany Lewis
Smb Reconciler	Anita Feinman
Senior Manager, Variable Compensation, Goals, Outlook And Sales Budgets	Jason Drabant
Ibm Software License Specialist	Amanda Niendorf
Personal Asssistant	Tammy Blunt
Technology Service Technician	Patrick Batton
Senior Sales Associate	Kyle Vosen
National Account Manager	Ralph Ignacio
Emc Techdata	Chris Russell
Developer	Dennis Dres
Senior Manager, Product Marketing	Susan Grochowski
Senior Support Engineer	Stacie Eckenrode
Senior Sales Associate	William Price
Manager Information Technology	Luis Reyes
Senior Sales Associate	Bart Graham
Senior Systems Engineer	Rick Marrero
Financial Analyst	Ian Constantine
Systems Engineer For Avocent	Rod Myers
Sales Associate	John Eichert
Field Sales Engineer	Rich Bue
Lead Engineer	Joe Parsolano
Tig Representative	Keith Morris
Senior Sales Associate	Mindy Stokes
Voice Engineering	Laura Easom
Developer Application Development	Matthew Thomas
Senior Customer Service Representative	Melisa Santiago
Field Sales Engineer, West Region	James Carnazzo
Event Planner	Adriana Serna
Isacs Services Support Representative	Johnny Glaros
Lucent Product Champion	Mary Roden
Td Claims	Linda Ficca
Inside Sales Representative	Paul Gaccoine
Marketing Planner	Stacey Gillette
Senior Sales Associate	Jim English
Financial Analyst Iii, Reporting And Analysis	Pam Schrader

Inside Sales	Erik Wekerle
Smb Systems And Peripherals Inside Account Representative	Sebastian Avila
Lead Reconciler	Judy Rowland
Information Technology Manager	Sharon Knight
Budgets Ais	Karen Megill
Web Developer	Maria Cortes-singleton
Systems Engineer	Casey Bartow
Systems Engineer Cisco It And Is	Mark Jacobs
Microsoft Vendor Product Representative	Troy Carter
Field Sales Engineer	John McKeague
Senior Sql Server Database Developer	Danny Bratcher
Client Program Specialist	John Fruit
Senior Manager, Smb Sales	Gustavo Barrantes
Customer Service Costa Rica	Alvaro Alfonso
Web Developer	Yukie Ozawa
Event Planner	Anne-marie Caltagirone
Inside Sales Representative	Brisida Dhembi
Senior Associate	Dwight Pheland
Software Representative	Kristina Chaput
Senior Developer Ec Development	Sarah Van Treeese
Cisco Hardware Vendor Product Representative	Kevin Cardwell
Computer Associates Senior Vendor Product Representative Software Divison	Vicki Skelton
Extreme Networks Vendor Product Representative	Kim Arnitz
Senior Sales Associate, Northern Brazil	Joaquim Perier
Senior Product Champion	Mark Thoreson
Hp Representative	William Mora
Inside Sales	David Hochberg
Solutions Representative	Henry Wong
Instructor Customer Education	Nal Williams
Verizon Business Development	Katie Barlow
Business Analyst Profit Reporting	Stephen Henry
Member Of Litigation Practice Group	Joe Frisbie
Dell Team	David Abdullaj
Se Account Representative Dedicated Account Team Lead	Tony Nguyen
Hardware Support Engineer	Jason Graff
Inside Sales Representative	Lindsay Williams
Application Developer	Natasa Gavrilovic
Senior Sales Associate, North Central 1	Andrew Ross
Business Development Manager	Melissa Murillo
Business Development Manager, Techselect	Roxanne Miller

National Account Manager	Terri Beckwith
Credit Account Specialist Credit Services	Yvette Thompson
Information Technology Manager	Charles McNabb
Senior Sales Associate	Tony Firjam
Computer Mall Team	Lori Lamont
Client Program Specialist	Lori Lamont
Account Representative North East Elite	Haashir Khadim
Financial Analyst Iii	Bobbie Robbins
Psc Extreme Networks	John McNeil
Senior Vmware Specialist Corporate Accounts	Chris Heil
Government Bid Desk	Cathy Humphrey
Government Services Project Representative	Ted Alexander
Price Protection Liason	Marybeth Payor
Psc Oracle Hardware	Michael Gagliardo
Tpam	Lindsay Wiley
Cisco Smartnet Psc	Vince Oshea
Developer	Lynne Laura
Td On Call Contact	Shelly Green
Intel Systems Engineer	Michael Nelson
Inside Sales Representative	Chawn Kagan
Business Development Manager	Jaime Nephew
Essn Business Development	Laurie Vogel
Credit Analyst	Juan Nieto
Team Hamel	Jennifer Huffman
Senior Psc Microsoft	Joe Johnson
Customer Service	Sonja Knox
Major Account Representative Dell Team	Jerry Hancock
Senior Sales Associate	Byron Lopez
Systems Engineer	Jennifer Forte
Systems Engineer	Zulma Estrada
Large Operations Bid Desk	Brett Buonincontri
Account Representative Us Smb Elite West Central	Razwan Sadiq
Event Planner	Alan Fontana
Human Resources Generalist	Sara Key
Senior Manager, Accounting	Susan Harwood
Senior Application Developer	Scott Stalter
Application Developer	Kelly Beaudry
Senior Business Analyst	Mike Sage
Developer	Janet Vorachek
Business Development Manager	Maddy Wehrley
Government Bid Desk	Lloyd Wright
Systems Engineer	Eugene Banks
Promo Operations	Phillip Montrastelle



National Account Manager	Thomas Johnson
Compliance Enforcement Analyst	Robin Miner
Maintenance Technician Facilities	Bruce Hunter
Systems Engineer	Marco Rojas
Senior Financial Analyst	Jeff Brown
Rapid Response Representative	Jeff Brown
Senior Manager	Jeff Verdery
Senior Manager, Logistics	Alexander Gonzalez
Microsoft Vendor Product Representative	Matthew Marshall
Sales Coordinator	Nora Araya
Senior Sales Associate	Lisa Dashiell
Senior Project Manager	Melinda Royster
Financial Analyst Iii	Susan Boulware
Microsoft Representative	Wilson Murillo
Senior Application Developer	Paul Funke
Chef Produits	Anne-delphine Dervaux
Sales Associate	Don Shaffer
Tech Writer Planing And Electronic Commerce	Denise Wheatley
Electronics Boutique	Frank Walsh
Senior Manager, Credit	Jennifer Griffin
Associate Rapid Response Representative	Susie Gross
Contract Analyst Iii	Joanna Godown
Software Licensing Specialist Vmware	Andrew Schwartz
Nam Od, Microwarehouse	Scott Buchwald
Software And Services Solutions Group	Jonathan Alvarado
Apertura De Cuentas	Gamel Burrell
Cloud Business Development Representative	Tyrik Grooms
Business Development Manager	Susan Rodnite
Sales Associate	Mauricio Morales
Collector Specialist	Mitzi Felicione
Inside Sales	Imre Husen
Inside Sales Representative	Kenneth Krassner
Business Development Manager	Karine Enderie
Training And Development Specialist Accounting	Judy Gilmore
Manager Business Development	Steve Jager
Sales Associate	Gladys Tapia
Product Assistant Ii	Jeff Schafer
Event Planner	Erin Markiewicz
Contract Analyst Iii	Joanna Staffeld
Account Representative Smb West Elite	Allen Cayen
Systems Engineer	Jeff Gabory
Solutions Representative Oracle	Nickolas Donohue
Mitel Solutions Representative	Khera Mridul

Intel Champ	Susie Wadkins
National Account Manager	Julie Tate
Co Founder And Controller	Tristan Welling
Event Planner	Shannon Secord
Director Of Information Technology	Beaujeois Yang
Senior Logistics Manger, Go	Troain Dickens
Solutions Representative	Angelo Torres
Systems Engineer	Brian Dean
Systems Architect	Lynne Hallman
Mainframe Systems Operator	Dean Spangenberg
Senior Systems Engineer	Donna Rupert
Cam Middle Atlantic Southeast	Eric Howe
Marketing Coordinator	Laura Mayeux
Commercial Sound And Video	Jadie Stolpe
Systems Engineer	T Cleberg
Account Director	Kim Berglund-ingle
Asset Manager	Angie Ludwig
Mr	Cary Gums
Sales Associate	Sean Faver
Financial Analyst li	Alison Vansweden
Hp Big Deal	Charlie Miller
Event Planner	Liz Hoglebe

08-194-0553. TECH DATA CORPORATION

Key Executives Officers



Steven A. Raymund

Chairman

Tenure : **34** Age : **59**

Education : **Master , Bachelor Economics**

Steven A. Raymund, has served as a Tech Data Corporation's Director since 1986 and as Chairman of the Board since 1991. Mr. Raymund has been employed by Tech Data Corporation since 1981. Mr. Raymund served as Chief Executive Officer from 1986 through September 2006. Mr. Raymund is a Director of Jabil, Inc., where he is Chair of the Audit Committee and has served since 1996, and of WESCO International, Inc., where he serves on the Audit and Executive Committees and has served since 2006. Mr. Raymund also served as a Director of PopCap Games, Inc. from 2010 to 2011 where he served on the Audit and Compensation Committees. Mr. Raymund has a B.S. degree in Economics from the University of Oregon and a Master's degree from the Georgetown University School of Foreign Service.

Compensation History Values in USD

2015	\$350,867		Total Compensation
	All Other Compensation		\$350,867
2014	\$354,922		Total Compensation
	All Other Compensation		\$354,922
2012	\$356,835	\$77,994	Total Compensation
	All Other Compensation	Stock Awards	\$434,829



Robert M. Dutkowsky

Chief Executive Officer

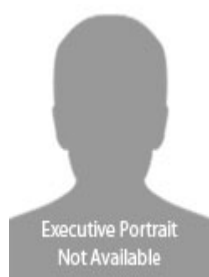
Tenure : 9 Age : 60

Education : **Bachelor Industrial and Labor Relations**

Robert M. Dutkowsky, serves on the Board of Directors for The ADT Corporation since October 1, 2006. Mr. Dutkowsky has been the Chief Executive Officer of Tech Data since October 1, 2006. Mr. Dutkowsky has also served on the Board of Directors of Sepaton, Inc., a privately held data protection company, since 2004. Prior to joining Tech Data, Mr. Dutkowsky served as President, Chief Executive Officer, and Chairman of the Board of Egenera, Inc. from 2004 until 2006, and served as President, CEO, and Chairman of the Board of J.D. Edwards & Co., Inc. from 2002 until 2004. Mr. Dutkowsky was President, CEO, and Chairman of the Board of GenRad, Inc. from 2000 until 2002. Beginning in 1997, Mr. Dutkowsky was Executive Vice President, Markets and Channels, at EMC Corporation before being promoted to President, Data General, in 1999. Mr. Dutkowsky began his career at IBM where he served in several senior management positions. Mr. Dutkowsky holds a B.S. in Industrial and Labor Relations from Cornell University in Ithaca, New York.

Compensation History Values in USD

2015	\$34,477	\$1,057,690	\$1,692,354	\$4,832,421	Total Compensation \$7,616,942
	All Other Compensation	Salary	Bonus	Stock Awards	
2014	\$32,152	\$1,074,807		\$636,525	Total Compensation \$1,743,484
	All Other Compensation	Salary		Bonus	
2013	\$47,113	\$1,024,230	\$750,375	\$2,380,508	Total Compensation \$4,202,226
	All Other Compensation	Salary	Bonus	Stock Awards	



John Tonnison

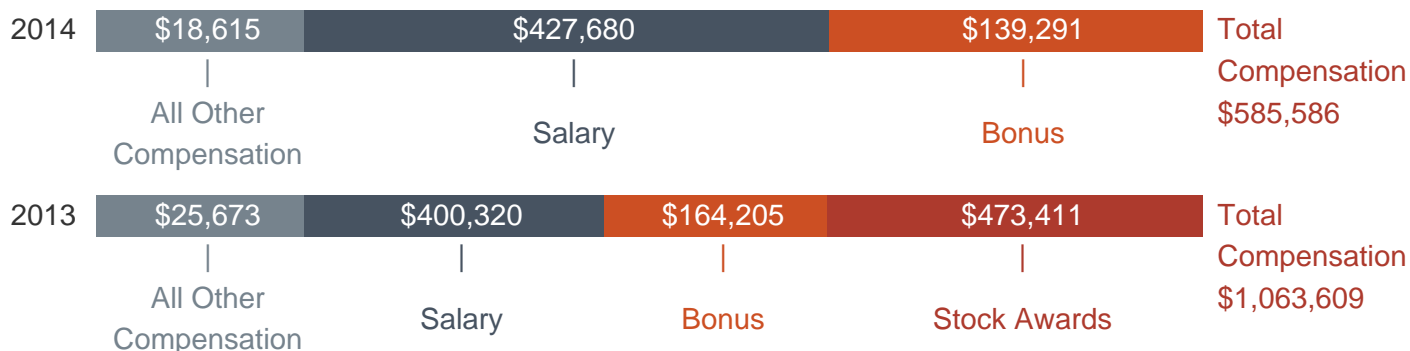
Executive Vice President, Chief Information Officer

Tenure : 14 Age : 46

John Tonnison, serve as Executive Vice President and Chief Information Officer of Tech Data Corporation since February 2010. He joined Tech Data Corporation in March 2001 as Vice President, Worldwide

E-Business and assumed the responsibilities of Senior Vice President of Information Technology in December 2006. In February 2010, he was promoted to Executive Vice President and Chief Information Officer. Prior to joining Tech Data, Mr. Tonnison held executive management positions in the U.S., United Kingdom and Germany with Computer 2000, Technology Solutions Network and Mancos Computers. Mr. Tonnison was educated in the United Kingdom and became a U.S. citizen in 2006.

Compensation History Values in USD



Charles (Chuck) V. Dannewitz

Senior Vice President, Chief Financial Officer, Region Officer

Tenure : **20** Age : **60**

Education : **Bachelor Accounting**

Charles V. Dannewitz ("Chuck"), Senior Vice President, was named Chief Financial Officer of Tech Data Corporation, effective June 5, 2015. In February 2014, he was appointed Senior Vice President and Chief Financial Officer, the Americas of Tech Data. He joined Tech Data in February 1995 as Vice President of Taxes. He was promoted to Senior Vice President of Taxes in March 2000, and assumed responsibility for worldwide treasury in July 2003. Prior to joining Tech Data, Mr. Dannewitz was employed by Price Waterhouse for 13 years, most recently as a Tax Partner. Mr. Dannewitz is a Certified Public Accountant and holds a Bachelor of Science Degree in Accounting from Illinois Wesleyan University.



Joseph B. Trepani

Senior Vice President, Region Officer

Tenure : 25 Age : 54

Education : **Bachelor Accounting**

Joseph B. Trepani, joined Tech Data Corporation in March 1990 as Controller and held the position of Director of Operations from October 1991 through January 1995. Effective June 5, 2015, Mr. Trepani assumed the role of Senior Vice President and Chief Financial Officer ("CFO"), the Americas. In February 1995, he was promoted to Vice President and Worldwide Controller and to Senior Vice President and Corporate Controller in March 1998. Prior to joining Tech Data, Mr. Trepani was Vice President of Finance for Action Staffing, Inc. from July 1989 to February 1990. From 1982 to 1989, he was employed by Price Waterhouse. Mr. Trepani is a Certified Public Accountant and holds a Bachelor of Science Degree in Accounting from Florida State University.

Compensation History Values in USD

2012	\$21,943	\$390,385	\$194,538	\$207,358	Total Compensation \$814,224
	All Other Compensation	Salary	Bonus	Stock Awards	
2011	\$26,054	\$375,284	\$372,875	\$199,522	Total Compensation \$973,735
	All Other Compensation	Salary	Bonus	Stock Awards	
2010	\$115,392	\$365,000	\$365,000	\$95,807	Total Compensation \$941,199
	All Other Compensation	Salary	Bonus	Stock Awards	



David R. Vetter

Senior Vice President, Secretary, General Counsel

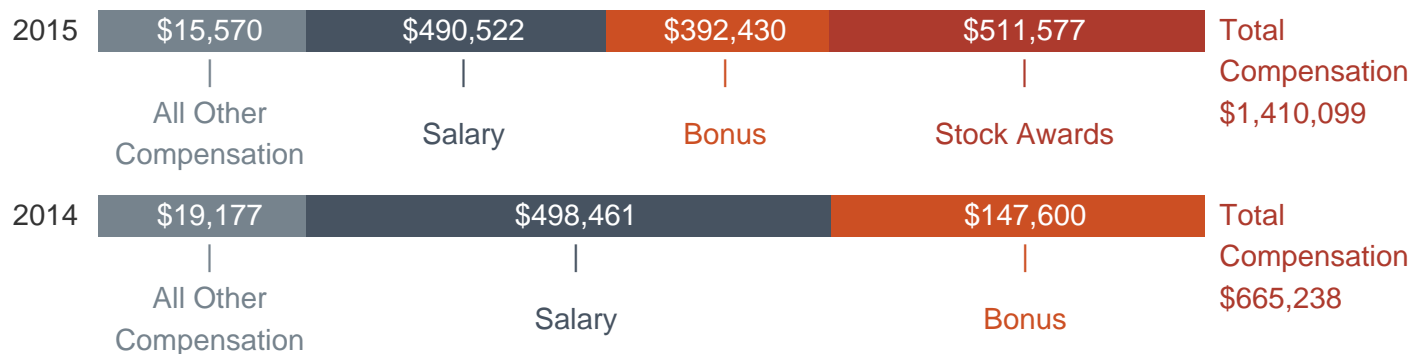
Tenure : 22 Age : 55

Education : **Doctorate Accounting, Bachelor English and Economics**

David R. Vetter, joined Tech Data Corporation in June 1993 as Vice President and General Counsel and was promoted to Corporate Vice President and General Counsel in April 2000. In March 2003, he was promoted to his current position of Senior Vice President, and effective July 2003, was appointed Corporate

Secretary. Prior to joining Tech Data, he was employed by the law firm of Robbins, Gaynor & Bronstein, P.A. from 1984 to 1993, most recently as a partner. Mr. Vetter is a member of the Florida Bar Association and holds Bachelor of Arts Degrees in English and Economics from Bucknell University and a Juris Doctorate Degree from the University of Florida.

Compensation History Values in USD



Joseph H. Quaglia

Region Officer, Division Officer

Tenure : 2 Age : 50

Education : **Master English and Economics, Bachelor Computer Science**

Joseph H. Quaglia, was appointed President, the Americas, effective November 22, 2013. Mr. Quagliaserves as Tech Data Corporation's Senior Vice President, U.S. Marketing since November 2007, leading the operations and strategic direction of Tech Data Corporation's Product Marketing, Advanced Infrastructure Solutions (AIS) and TDAgency divisions. In February 2012, Mr. Quaglia was appointed to the additional role of President, TDMobility, the company's mobility offering. Mr. Quaglia joined Tech Data Corporation in 2006 as Vice President, East and Government Sales. Mr. Quaglia is a 25-year IT industry veteran, including 10 years with CA Technologies. Mr. Quaglia has also held senior management positions with StorageNetworks Inc. and network software provider Atabok. Mr. Quaglia holds a B.S. in Computer Science from Indiana State University and an M.B.A. from Butler University.

Compensation History Values in USD

2015	\$26,333	\$447,092	\$370,498	\$525,536	Total Compensation \$1,369,459
	All Other Compensation	Salary	Bonus	Stock Awards	



NÃ©stor Cano

Region Officer

Tenure : 26 Age : 51

Education : **Graduate Engineering, Master Engineering**

NÃ©stor Cano, joined Tech Data Corporation (via the Computer 2000 acquisition) in July 1989 as a Software Product Manager and served in various management positions within the company's operations in Spain and Portugal from 1990 to 1995, after which time he was promoted to Regional Managing Director. In March 1999 he was appointed Executive Vice President of U.S. Sales and Marketing, and in January 2000 he was promoted to President of the Americas. He was promoted to President, Worldwide Operations in August 2000 and was appointed to the position of President, Europe in June 2007. He also serves as President of Tech Data Espana, S.L., Tech Data Corporation's Spanish subsidiary (â€œTD Spainâ€•). Mr. Cano holds a PDG (similar to an Executive MBA) from IESE Business School in Barcelona and an Engineering Degree from Barcelona University.

Compensation History Values in USD

2015	\$138,240	\$843,693	\$1,363,157	\$1,411,163	Total Compensation \$3,756,253
	All Other Compensation	Salary	Bonus	Stock Awards	
2014	\$109,142	\$776,315		\$295,527	Total Compensation \$1,180,984
	All Other Compensation	Salary		Bonus	
2013	\$73,549	\$766,118	\$433,924	\$694,880	Total Compensation \$1,968,471
	All Other Compensation	Salary	Bonus	Stock Awards	



Jeffrey L. Taylor

Senior Vice President, Corporate Controller

Tenure : **3** Age : **48**

Jeffrey L. Taylor, C.P.A., Tech Data Corp's Senior Vice President and Corporate Controller. He served as Utek Corp.'s Vice President of Finance since September 2005. Prior to joining Utek, Mr. Taylor held various roles in Deloitte & Touche since 1993. Most recently Mr. Taylor served as Professional Practice Director of Deloitte's member firm in Russia and prior to that as Senior Manager in the firm's national office based in Connecticut. He received his Bachelor of Science degree in Accounting from San Diego State University.

08-194-0553. TECH DATA CORPORATION

Key Executives Directors



Steven A. Raymund

Chairman, Director

Tenure : **34** Age : **59**

Education : **Master , Bachelor Economics**

Steven A. Raymund, has served as a Tech Data Corporation's Director since 1986 and as Chairman of the Board since 1991. Mr. Raymund has been employed by Tech Data Corporation since 1981. Mr. Raymund served as Chief Executive Officer from 1986 through September 2006. Mr. Raymund is a Director of Jabil, Inc., where he is Chair of the Audit Committee and has served since 1996, and of WESCO International, Inc., where he serves on the Audit and Executive Committees and has served since 2006. Mr. Raymund also served as a Director of PopCap Games, Inc. from 2010 to 2011 where he served on the Audit and Compensation Committees. Mr. Raymund has a B.S. degree in Economics from the University of Oregon and a Master's degree from the Georgetown University School of Foreign Service.

Compensation History Values in USD

2015	\$350,867	Total Compensation
	All Other Compensation	\$350,867
2014	\$354,922	Total Compensation
	All Other Compensation	\$354,922
2012	\$356,835	Total Compensation
	All Other Compensation	\$356,835
	\$77,994	Stock Awards
		\$434,829



Robert M. Dutkowsky

Director

Tenure : 9 Age : 60

Education : **Bachelor Industrial and Labor Relations**

Robert M. Dutkowsky, serves on the Board of Directors for The ADT Corporation since October 1, 2006. Mr. Dutkowsky has been the Chief Executive Officer of Tech Data since October 1, 2006. Mr. Dutkowsky has also served on the Board of Directors of Sepaton, Inc., a privately held data protection company, since 2004. Prior to joining Tech Data, Mr. Dutkowsky served as President, Chief Executive Officer, and Chairman of the Board of Egenera, Inc. from 2004 until 2006, and served as President, CEO, and Chairman of the Board of J.D. Edwards & Co., Inc. from 2002 until 2004. Mr. Dutkowsky was President, CEO, and Chairman of the Board of GenRad, Inc. from 2000 until 2002. Beginning in 1997, Mr. Dutkowsky was Executive Vice President, Markets and Channels, at EMC Corporation before being promoted to President, Data General, in 1999. Mr. Dutkowsky began his career at IBM where he served in several senior management positions. Mr. Dutkowsky holds a B.S. in Industrial and Labor Relations from Cornell University in Ithaca, New York.

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	All Other Compensation	Salary	Bonus	Stock Awards	



Charles E. Adair

Director

Tenure : 20 Age : 67

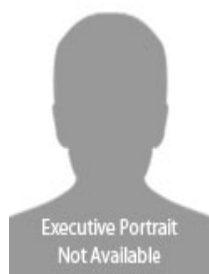
Education : **Bachelor Accounting**

Charles E. Adair, has served as a Director of Tech Data Corporation since 1995. Mr. Adair has been a

partner of Cordova Ventures and Kowaliga Capital, Inc. (venture capital fund management companies) since 1993, where he serves as manager of venture capital funds. Mr. Adair was associated with Durr-Fillauer Medical, Inc. where he served in various capacities including President and Chief Operating Officer from 1981 to 1992. Mr. Adair serves on the Board of Directors of Torchmark Corporation, where he has served since April 2003 and is the Lead Director and a member of the Compensation Committee. Mr. Adair also served on the Board of Directors of PSS World Medical, Inc. ("PSS"), most recently as Chair of the Audit Committee and Executive Committee, from 2002 through February 2013, when PSS was acquired by McKesson Corp. Mr. Adair is a Certified Public Accountant (inactive) and holds a B.S. degree in Accounting from the University of Alabama.

Compensation History Values in USD

2015	\$105,000	\$284,979	Total Compensation
	All Other Compensation	Stock Awards	\$389,979
2014	\$205,000		Total Compensation
	All Other Compensation		\$205,000
2012	\$105,000	\$95,012	Total Compensation
	All Other Compensation	Stock Awards	\$200,012



Harry J. Harczak

Director

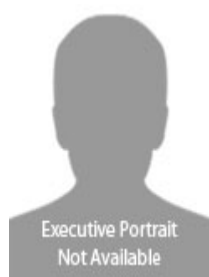
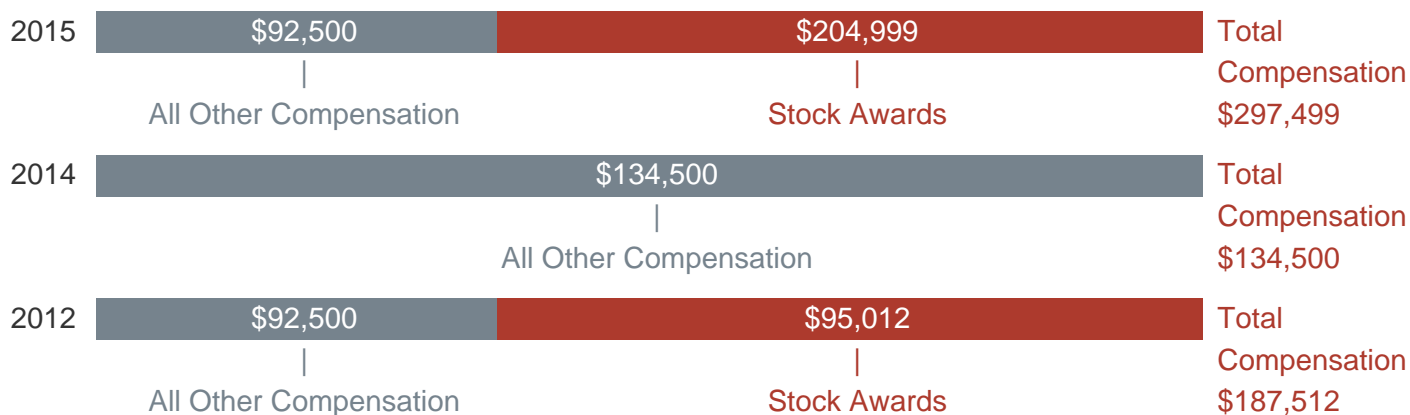
Tenure : 7 Age : 58

Education : **Master Accounting, Bachelor Accounting**

Harry J. Harczak, Jr., has been a Managing Director of Sawdust Investment Management (a private investment firm) since 2008. Mr. Harczak has been Director of United States Cellular Corporation ("U.S. Cellular®") since 2003. Mr. Harczak is a Director of Tech Data Corporation (NASDAQ GS: TECD), a distributor of technology products from IT hardware and software producers. Mr. Harczak is a current Class I Director who was previously elected by holders of Common Shares. Mr. Harczak is a private investor. Mr. Harczak also serves on the boards of the Goodman Theater of Chicago and DePaul University. Mr. Harczak was an officer of CDW Corporation between 1994 and 2007, where Mr. Harczak was successively the Chief Financial Officer, Executive Vice President of Sales and Executive Vice President. Prior to CDW, Mr. Harczak was a partner at PricewaterhouseCoopers LLP. CDW is a provider of technology products and

services and was a public company until it was acquired and became privately held in 2007. Mr. Harczak is a Certified Public Accountant (inactive) and holds a B.S. degree from DePaul University and a Master's degree in Business Administration from the University of Chicago.

Compensation History Values in USD



Kathy Misunas

Director

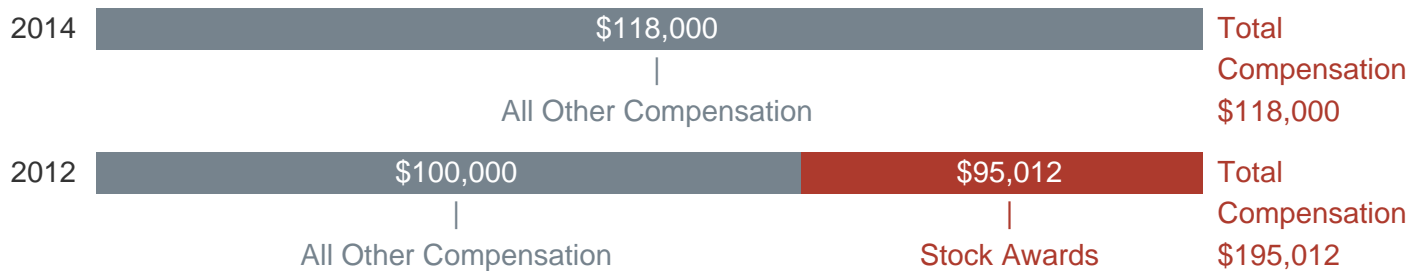
Tenure : 15 Age : 64

Education : **Studies Accounting, Studies Accounting**

Kathy Misunas, has served as a Director of Tech Data Corporation since 2000. Ms. Misunas is Principal of Essential Ideas, a company she founded in 2001. She serves on the Board of Directors of EzRez Software, a private company in San Francisco, CA. She was Chief Executive Officer of AirTreks, Inc. in 2001 and Chief Executive Officer and President of brandwise LLC in 1999 and 2000. Ms. Misunas was employed by Reed Elsevier PLC from 1996 to 1998, serving as Chief Executive Officer of Reed Travel Group in 1997 and 1998. Prior to this for 22 years, Ms. Misunas was employed by AMR Corporation, last serving as President and Chief Executive Officer of the SABRE Group (a division of AMR Corporation) and Chief Information Officer of American Airlines, Inc. Ms. Misunas also served on the Board of Directors of Canadian Tire Corporation until 2006. Ms. Misunas attended Moravian College and American University.

Compensation History Values in USD





Thomas I. Morgan

Director

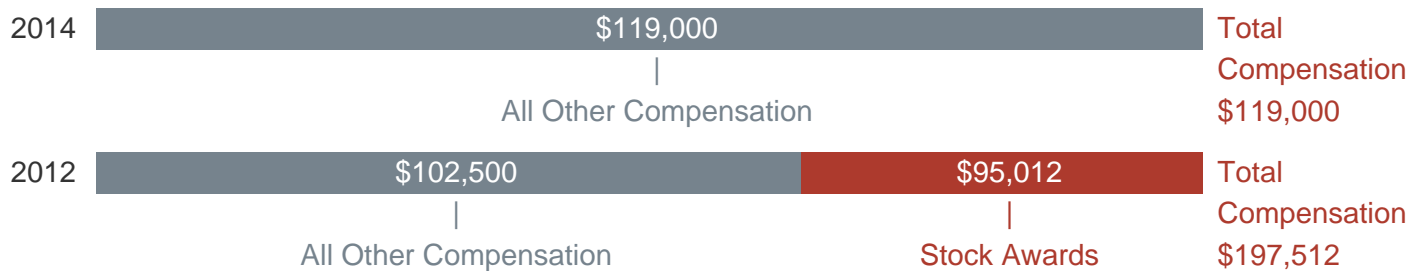
Tenure : 8 Age : 61

Education : **Bachelor Business Administration**

Thomas I. Morgan, has been a Director of Rayonier Advanced Materials Inc. since 2014. Mr. Morgan has served as a Director of Tech Data Corporation since February 7, 2007. Mr. Morgan has served as a Director of ITT Educational Services, Inc., since January 21, 2013. Mr. Morgan previously served as a Director of ours from May 2006 to June 2008. Mr. Morgan also serves as a Director of Waste Management, Inc. Mr. Morgan served as a Director of Rayonier Inc., when he re-joined the Board, serving from January 3, 2012 to June 27, 2014. Mr. Morgan had previously served as a Director of Rayonier from 2004 to September 30, 2008. Mr. Morgan served as Chairman and Chief Executive Officer of Baker & Taylor, Inc. ("B&T"), a distributor of physical and digital books, entertainment products and value-added services, from July 2008 until January 2014. Mr. Morgan served as Chief Executive Officer of B&T from July 2008 through January 2013. Prior to that, Mr. Morgan served as Chief Executive Officer of Hughes Supply, Inc., a diversified wholesale distributor of construction, repair and maintenance-related products, from May 2003 until his retirement in March 2006. He joined Hughes Supply in 2001 as President and Chief Operating Officer and was President and Chief Executive Officer from 2003. Previously, he was Chief Executive Officer of EnfoTrust Network (a business to business information delivery network) from February 2000 to March 2001, Chief Executive Officer of Value America (an online retailer) from February 1999 to November 1999, and Chief Executive Officer of US Office Products (an office supply company) from November 1997 to January 1999. Mr. Morgan also spent 22 years with Genuine Parts Company (a distributor of automotive and industrial replacement parts, office products and electrical/electronic materials) in positions of increasing responsibility. Mr. Morgan holds a B.S. degree in Business Administration from the University of Tennessee.

Compensation History Values in USD





Patrick G. Sayer

Director

Tenure : 3 Age : 57

Patrick Georges Sayer, was appointed as a Director of Tech Data Corporation on November 27, 2012. Since 2002, Mr. Sayer has served as Chief Executive Officer of Eurazeo, one of Europe's leading publicly-held investment companies. Mr. Sayer is Vice-Chairman of the Supervisory Board of Rexel SA, and a member of the Board of Directors of other Eurazeo portfolio companies, including Accor. He is also a judge at the Paris Court of Commerce. Mr. Sayer has a French Financial Analyst Degree and serves as a professor of finance at Dauphine University in Paris. Previously, Mr. Sayer spent 20 years at Lazard, an international financial advisory and asset management firm, where he last served as Managing Director and head of Lazard's Technology and Media group. Mr. Sayer is a graduate of Ecole Polytechnique and Ecole des Mines de Paris.

Compensation History Values in USD



Savio W. Tung

Director

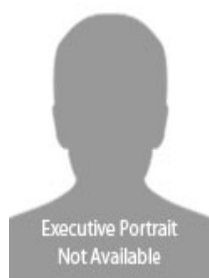
Tenure : **5** Age : **64**

Education : **Bachelor Chemical Engineering**

Savio W. Tung, has served as a Director of Tech Data Corporation since 2010. Mr. Tung is one of the founding partners of Investcorp (a global investment firm), where he is the Chief Executive Officer, North America. He is a Board Member and Treasurer of the Aaron Diamond AIDS Research Center, an affiliate of Rockefeller University and a Board Member of the Committee of 100. He is a Trustee Emeritus of Columbia University. He is also on the Board of the Columbia Investment Management Company. Before joining Investcorp in 1984, he worked for Chase Manhattan Bank for 11 years, serving in its offices in New York, Bahrain, Abu Dhabi and London. He is an Independent Non-executive Director and a member of the Audit Committee, Risk Committee, and Strategy and Budget Committee of the Bank of China (Hong Kong) Limited. Mr. Tung holds a BSc in Chemical Engineering from Columbia University of New York.

Compensation History Values in USD

2014	\$92,500	\$204,999	Total Compensation
	All Other Compensation	Stock Awards	\$297,499
2012	\$92,500	\$95,012	Total Compensation
	All Other Compensation	Stock Awards	\$187,512
2011	\$61,250	\$285,012	Total Compensation
	All Other Compensation	Stock Awards	\$346,262



David M. Upton

Director

Tenure : **18** Age : **55**

Education : **Doctorate Industrial Engineering, Master Manufacturing**

Dr. David M. Upton, Ph.D., is a Director of Tech Data Corporation since 1997. Since June 2009, Mr. Upton has been the American Standard Companies Professor of Operations Management at Oxford University. He is a trustee and member of the Governing Body of Christ Church College, Oxford. From 1989 to 2009, he was on the faculty of the Harvard Business School where he was the Albert J. Weatherhead III Professor of Business Administration. Dr. Upton holds a Master's degree in Manufacturing from King's College, Cambridge University and also holds a Ph.D. in Industrial Engineering from Purdue University.

Compensation History Values in USD

2014	\$87,500	\$190,003	Total Compensation
	All Other Compensation	Stock Awards	\$277,503
2012	\$87,500	\$95,012	Total Compensation
	All Other Compensation	Stock Awards	\$182,512
2011	\$80,000	\$95,004	Total Compensation
	All Other Compensation	Stock Awards	\$175,004

08-194-0553. TECH DATA CORPORATION

Products and Operation

2014 Sales

% of total

Broadline 46

Data centers 23

Software 18

Mobility 9

Consumer electronics 4

Total 100

2014 Sales by Channel

% of total

VARs (Value added resellers) 51

Direct marketers and retailers 28

Corporate resellers 21

Total 100

08-194-0553. TECH DATA CORPORATION

Industry Information

- Consumer Services
 - Wholesale Sector
 - Computer & Office Equipment Wholesalers
 - Electronic Equipment Repair Services

08-194-0553. TECH DATA CORPORATION

Competitors

Company	Sales	Net Income	Employee Count
ASI Computer Technologies	1,746.89 Million	17.60	700.00
Agilysys	103.51 Million	-11.50	504.00
Arrow Electronics	22,768.67 Million	498.00	17,201.00
Avnet	27,924.66 Million	571.90	18,800.00
Black Box	992.44 Million	15.30	3,803.00
Communications Supply	66.90 Million	0.00	900.00
CompuCom	1,334.50 Million	0.00	11,000.00
D & H Distributing	0.00 Million	0.00	950.00
Dell	22,165.90 Million	2,372.00	111,300.00
Gigaset	405.52 Million	-20.20	1,370.00
IBM	92,793.00 Million	12,022.00	379,592.00
Ingram Micro	46,487.43 Million	266.70	21,700.00
MA Laboratories	0.00 Million	0.00	600.00
MicroAge	20.40 Million	0.00	110.00
NTT Com Security	328.47 Million	-11.70	820.00
New Age Electronics	0.00 Million	0.00	130.00
Ricoh USA	2,201.00 Million	0.00	25,000.00
SED International	517.36 Million	-18.40	327.00
SYNNEX	13,839.59 Million	180.00	59,000.00
ScanSource	2,913.63 Million	65.40	1,500.00
Softmart	53.70 Million	0.00	201.00
UNICOM Government	54.00 Million	0.50	160.00
Westcon	290.70 Million	0.00	3,000.00
ZT Group	39.50 Million	0.00	250.00