



Making IT PersonalTM

How TD SYNnex connects the global IT ecosystem
to unlock its potential



Our Collection of Specialists puts **Partners First**.

Our Vision

Connect the global IT ecosystem and unlock its potential for all.

Our Mission

Deliver compelling technology solutions to a dynamic global marketplace.

Our Purpose

Empower our partners to achieve great outcomes with technology.

Why TD SYNnex?

We create value to win together with you.

Enablement that Drives Outcomes

We accelerate adoption and time to value through enablement that strengthens capabilities, improves productivity and expands growth opportunities.

Specialized Go-to-Market

Our differentiation lives in our people—a collection of specialists with deep technical, market, and go-to-market expertise that helps partners navigate complexity and execute with confidence.

Omnichannel Engagement

We connect traditional distribution, digital platforms, and cloud marketplaces into one seamless way to engage no matter where you are or what your business needs.

Customer-Centric Support

We deliver dependable support across the full partner lifecycle. Our specialists resolve issues quickly, reduce friction, and keep business moving, so partners can stay focused on serving their end-customers and growing profitably.

Global Reach

We serve more than 100 countries around the world while performing with local precision. Our expansive presence allows partners to expand into new markets, serve multinational customers, and scale consistently, with support from teams who understand local markets.





Delivering Reach and Expertise



2,500+ vendors



150,000+ customers served



24,000+ Co-workers



100+ countries



\$89.4 Bn Non-GAAP Gross Billings
(FY25)

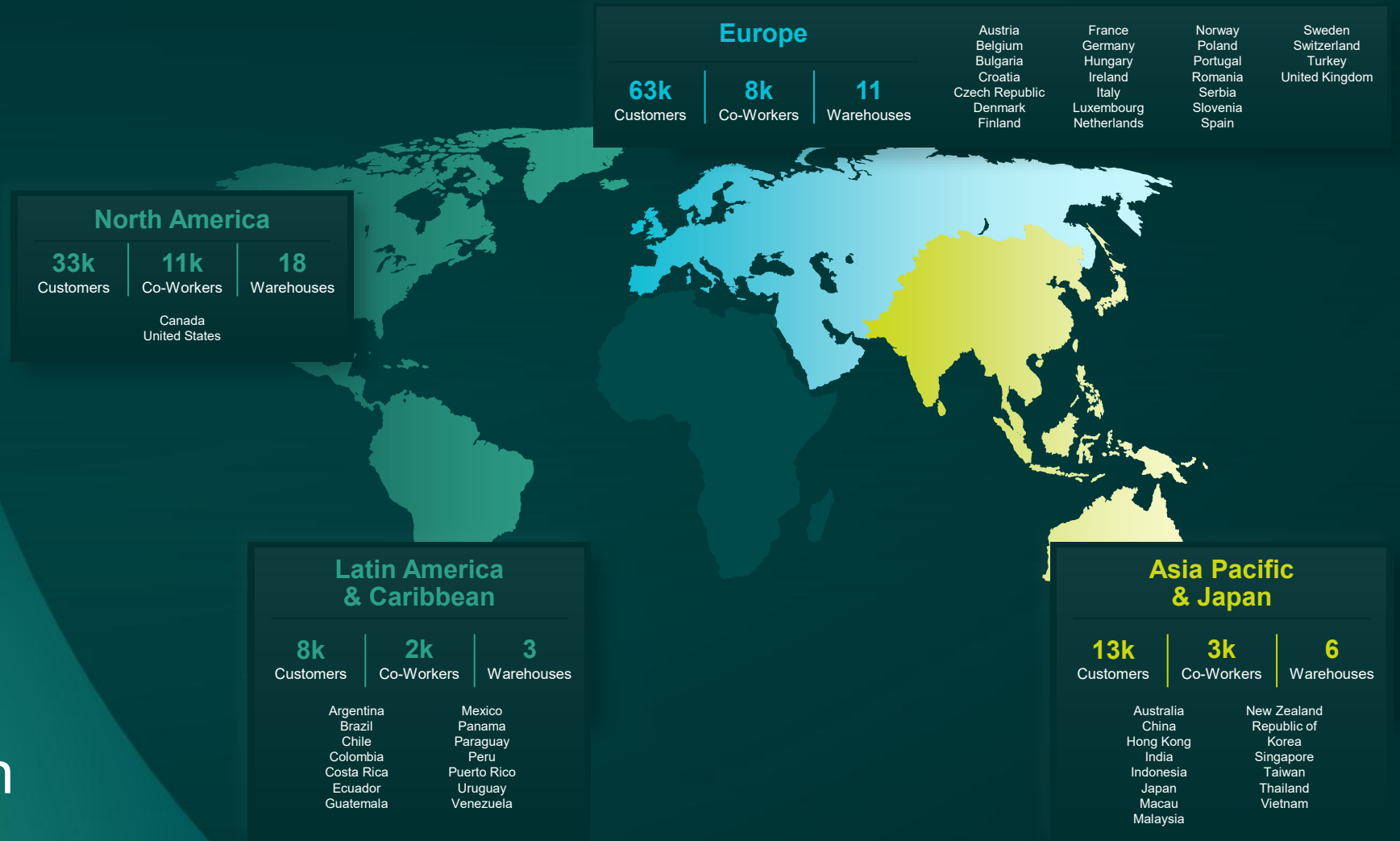


No. 73 on the FORTUNE 500



Global Reach

Local Specialization & Execution



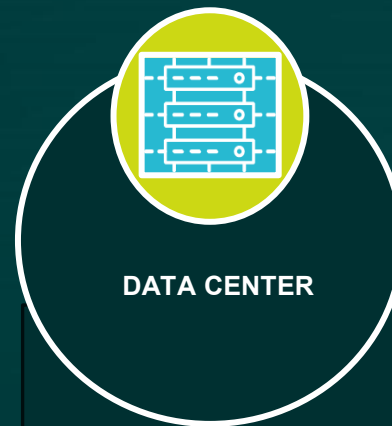
NEXT GEN SPECIALIZATIONS



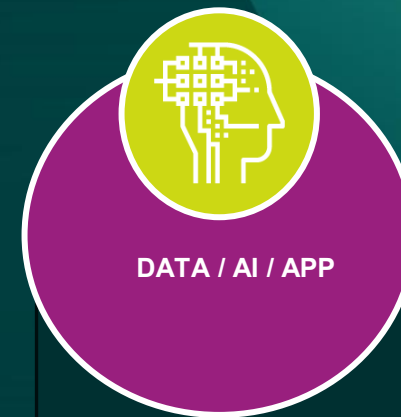
- Security vendors
- Solv Security
- Events - Security Solutions
- IA



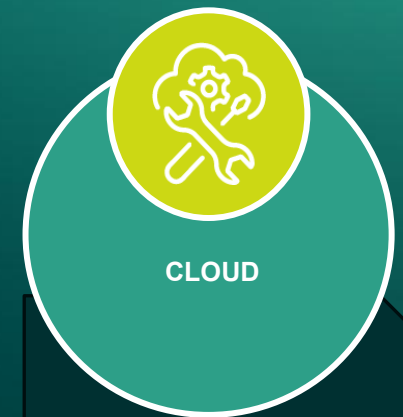
- CISCO
- Networking vendors
- Edge N++
- Connecting highways



- Servers vendors
- Storage vendors
- Continuity vendors
- Backup vendors
- IA



- AI vendors
- Center of excellence
- CGI Software
- Destination AI



- Hyperscalers
- CyberSecurity
- Marketplace
- CloudLabs

Distribution has evolved. TD SYNnex is leading the way.



Traditional Distribution

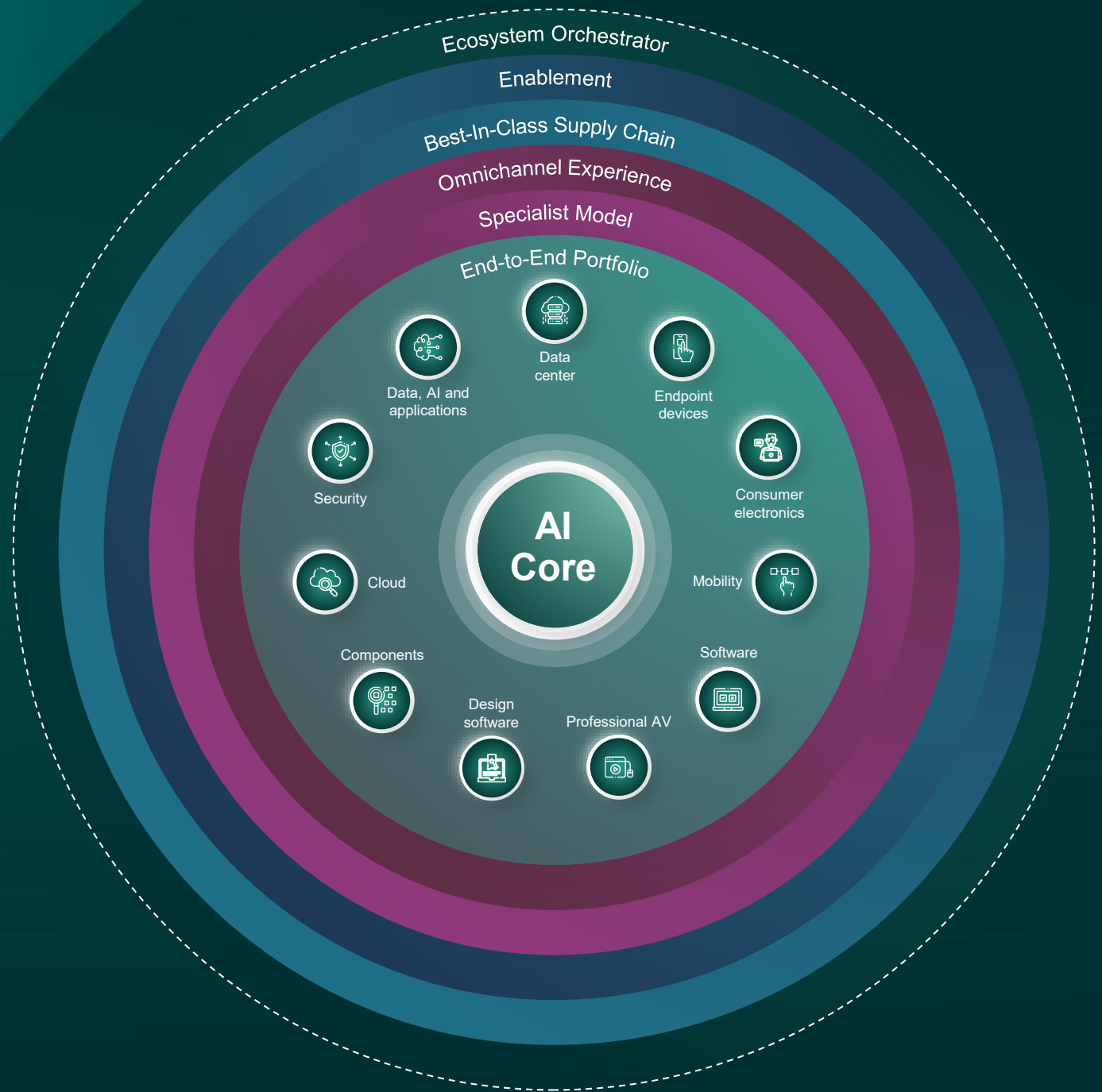
Technology/ Product	✓ Hardware
Delivery	✓ Inventory Management ✓ Global Logistics
Customers	✓ Enterprise ✓ Public Sector ✓ Value Added Resellers ✓ Corporate ✓ Retailers
Value Creation	✓ Efficiency Through Volume



TD SYNnex: Your specialist, omnichannel, digitally native partner

Technology/ Product	✓ Emerging Tech Solutions ✓ Software ✓ Services
Delivery	✓ Supply Chain Services ✓ Digitally Native ✓ Cloud XaaS Marketplace
Customers	✓ Mid-Market/SMB ✓ CSP, ISV, MSP ✓ Partner of the Future ✓ Vertical expertise
Value Creation	✓ Specialist Model ✓ Omnichannel Experience ✓ Channel Enablement ✓ Technology Services

World's
leading
end-to-end
technology
distributor





PartnerFirst



Future Ready Together

Our market is constantly innovating and evolving. We help partners capitalize on the opportunities this creates

Accelerating Business Growth

We support partners to sell more to new and existing customers through industry-leading business development programs

Specialized Expertise

We deliver deep domain knowledge, clear focus and partner value add

Operational Excellence

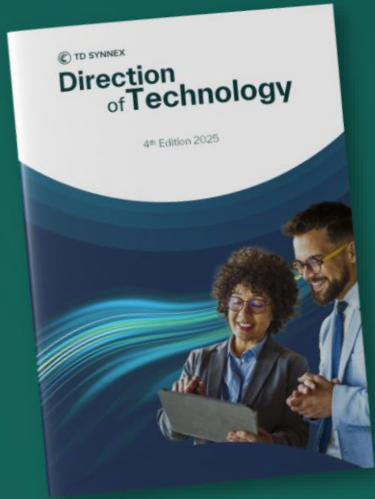
We work with and for our partners to drive efficiency, reliability, and continuous improvement

Personalized Engagement

We build tailored relationships with our partners to meet their unique business needs and deliver better outcomes

PEOPLE
PLATFORM
TRANSFORM
AI
Core

Delivering Business Outcomes based on the **Direction of Technology.**



Learn more about these and other trends in the [TD SYNEX Direction of Technology Report](#)



AI Is Baseline to Compete

75% of resellers view AI as mission critical; Nearly 40% already offer AI solutions.

Destination AI™ and Innovation Studio accelerate partner adoption and enablement.



Simplification and Enablement Are Critical

67% cite complexity in vendor programs as a top barrier; 72% want streamlined access to resources.

PartnerFirst portal helps customers reduce friction and accelerate growth by providing a unified experience for enablement, incentives and program navigation.



XaaS and Service-Led Models Drive Growth

83% offer or plan to offer managed services; 88% provide consulting/integration.

Our platforms enable flexible consumption models and enables partners to deliver XaaS through global marketplaces, API integrations, and white-label storefronts.



Security and AI-Powered Automation Lead Impact

58% cite AI-driven cybersecurity as most impactful solution.

Our integrated security architectures, enablement resources and AI-enabled security services strengthen partner capabilities.



Data & Analytics Are Advancing Quickly

38% plan to launch predictive analytics (AI/ML), and 30% plan to add visualization platforms.

Digital Bridge and Cloud Competency Center meet customers where they are and deliver advanced analytics and specialization.

Thank You