

TD SYNNEX CORPORATE OVERVIEW



September 1st, 2021 SYNNEX Corporation has merged with Tech Data* to become TD SYNNEX



Who We Are

We're 22,000 of the IT industry's best and brightest, who share an unwavering passion for bringing compelling technology products, services and solutions to the world.

We're an innovative partner that helps our customers maximize the value of IT investments, demonstrate business outcomes and unlock growth opportunities.

























Our Purpose

We empower our global partners to achieve great outcomes with technology

Our Vision

To connect the global IT ecosystem and unlock its potential for all



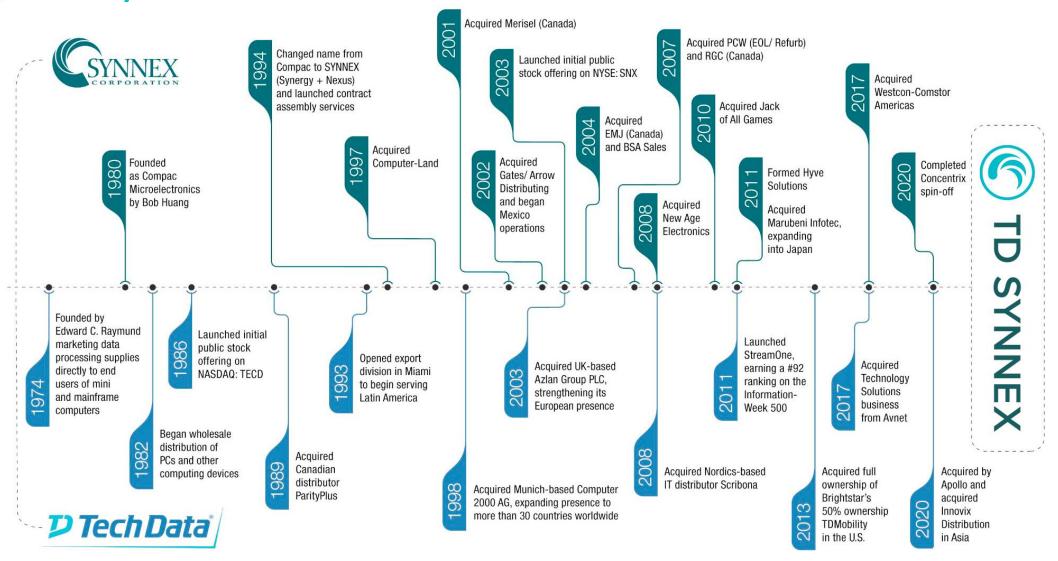
Our Mission

We deliver compelling technology solutions to a dynamic global marketplace. Intent on the success of our partners, shareholders and each other, we hold ourselves to the highest standards and deliver excellence every day.



Our History

Coming
together as TD
SYNNEX through
a history of
balanced M&A
and organic
growth.





Further enhancing our portfolio

ADVANCED SOLUTIONS



GCC



ENDPOINT SOLUTIONS



SYNNEX JAPAN



Plus much more.....



Our Locations

We're proud to serve customers and vendors in more than 100 countries with our co-workers in the following locations.





TD SYNNEX in Japan



TD SYNNEX Company Profile



Company Name

TD SYNNEX K.K.

Founded

October 1962

Representative

Shigetaka Kunimochi

Employees

708 (as of end-May 2022)

Japan Head Office

2nd Floor, Tokyo East 21 Business Center

3-1 Toyo 6chome, Koto-ku, Tokyo, Japan 135-8559

Group

TD SYNNEX Group

Line of Business

Nationwide distribution of personal computers, hardware, software, cloud services, mobile products and related services

No. of Vendors

800+

No. of Resellers

3,200+

Distribution Ratio

Consumer 50% / Commercial 50%



As a solution aggregator

Use global network and perspective

- Strong partnership with major global partners.
- Introduce / (Incorporate) the latest technological trends from overseas quickly into the Japan market.

What we can do as technology and solution advisor

- Growth strategy in the market of Hybrid Cloud, Network / Security, and Collaboration.
- Strong network / relationship with all domestic retailers and focus on EC-business strategy.
- Problem-solving solution sales.

Meet Various needs with one stop service through IT and distribution networks

- Provide services widely and quickly using the advantage of global and scale merit.
- 50+ years of experience in distribution.
- Smooth distribution network with unique IT infrastructure such as ECNex and CLOUDSolv.
- SERVICESolv, DaaS, Disaster Recovery (DR) Verification Center.



Our focus vendors

The following is a partial list of focus vendors.

As a hybrid distributor, TD SYNNEX supports the continued growth of its partners' business by providing optimal IT solutions on the strength of its global network.





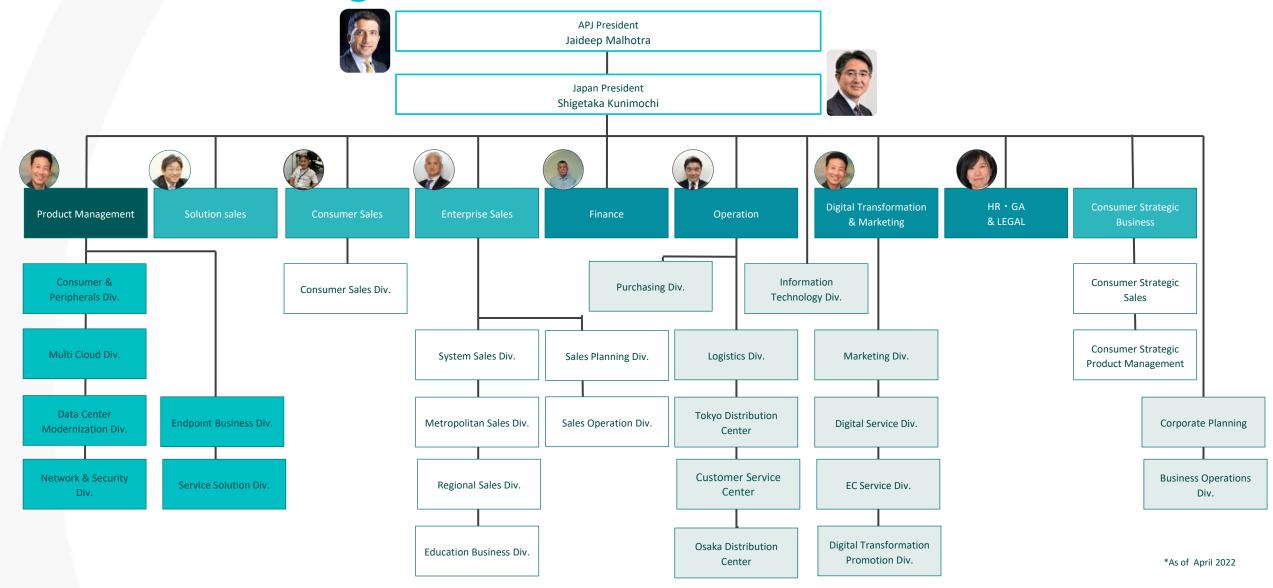








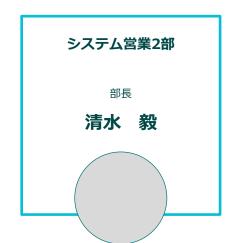
TD SYNNEX Organization





ご担当部門の体制について







TD SYNNEX Commercial Solution



Focus Solutions

HCI, Server, Storage, Cloud, UC/VC,
Network, Security, VR/AR
DaaS, DR Verification Center,
SERVICESoly, Unique solutions.



Solution

Objectives

To engage business opportunities by proposing solutions with 3rd platform and to reach end-users

Go to Market

Solution approach by vertical: Public service, Education,

Health care, Manufacturing.

Demand generations toward both end-users and our

reseller partners.

New business development for existing Sler, reseller



Platform

CLOUDSolv: Cloud software,

DaaS (Hardware), IoT

ECNex: Unique E-commerce site to approach existing

customers.



End-user Involvement

Directly reaching out to end-users to understand customers and market needs, in order to propose accurate solutions.



Go to Market Case Studies of Best Practices



Nittaidai Ebara High School

Aiming for future cloud computing, the school reduced the number of servers to 1/5 to create a hybrid cloud environment. The school has built a system that can be operated internally, so that it can provide more IT benefits to students.



Mako Schools

Google for Education and Chromebooks have proved efficiency in presentations, IT skills, and learning English as part of the ICT environment necessary for students. Also, the teacher's workload of counting and other tasks has been reduced.



Himeji City Government Office

Nimble storage is adopted to improve the storage processing speed of issues in accordance with the information system optimization plan. Easy maintenance with AI predictive failure management.



Yanagawa High School

The school has adopted the 'Smart School' concept and used the Surface Hub 2S for classes as part of utilizing the latest ICT tools. In addition to remote classes and active learning, they were also able to conduct English classes with overseas schools, to promote globalization.

IT

Asian Link

We have solved the problem of frequent employee replacements both inside and outside the company with "DaaS", which provides PCs along with Microsoft 365 on a monthly basis. The service is system based and contributes to reducing the resource load on the IT side, as it comes with support and does not require disposal.

Health Care

Katsunuma Nursing Center

Avaya Office enables nurse call and smartphone integration. Introduced smart phones instead of pagers and PHS to improve productivity while utilizing the existing environment. In the future, they expect to add functions such as AI to determine urgency.



TD SYNNEX Consumer Solution



with multiple channels of Retailer and EC,

and data analysis.



Channel

Develop business with multiple channels.

Retailer











EC

amazon Rakuten YAHOO!





Online Service

We have online services as below:

EC store operation

Social media operational substituting

...and more.



Why TD SYNNEX? About Our Services



Our Unique IT Infrastructures to Support Partners' Business

SYNNEX **CLOUD**Solv.

TD SYNNEX has developed a unique portal site for resellers in Japan that focuses on cloud solutions. It is a comprehensive tool for orders, contract listings, renewal management, etc., and provides information through provisioning (no user activation or initial setup required), cloud community, and marketplace.



ECNex® is a search + quotation + order system designed to meet your needs. It not only allows you to search for products, but also provides an "Easy Quotation" function that allows you to create quotations, including software licenses, by simply following the on-screen instructions.



A software license e-commerce store operated by TD SYNNEX, where you can get a quotation in just three steps, quickly and easily, and sign a license contract on the Web. There is no need to obtain a login ID or password, making it easy to purchase.



About our Service Solution: "SERVICE Solve"

We can solve your problems with our diverse service menu.

SYNNEX **SERVICE**Solv.

[Issues in each phase and our solutions]

[Issue]

The response time of the current server seems to have become slower...



[Service menu]

- Hybrid Cloud Assessment Service
- Network Diagnosis
- AP Simulation
- Migration/Configuration Consulting
- Performance Diagnosis, etc.



installation

disposal

[Issue]

Restricted attendance because of COVID-19. But you must do the kitting...



[Service menu]

- HDD screening
- On-site installation work
- Distribution processing
- Staging environment provision
- Cloning service, etc.

Deployment

[Issue]

Unnecessary equipment is piling up due to office relocation and downsizing. Wondering if there's a place where you can safely buy the devices...

[Service menu]

- IT equipment disposal intermediary service, and
- Reuse and Recycling Services
- Data erasure



Operation[Issue]

Sudden PC error, you thought it was saved on cloud, but you didn't expect that it was actually Saved on local drive... You also need a replacement unit...

[Service menu]

- Call Center
- Extended Warranty License Renewal Info.
- Network Management
- Data Recovery
- Modern Device Support
- Training, etc.





Optimized Logistics services

 Warehousing and Shipping operations at Tokyo and Osaka distribution centers

Receiving: Receive the product.

Receiving Inspection: Inspect amount, SKU # and etc.

Warehousing: After inspection, record inventory.

Storage: Storage product on right way to keep the quality.

Shipping instructions: Instruct product, amount, date.

Picking: pick product from storage.

Inspection: Inspect products after picking.

Shipment: Shipping from the warehouse to customers.

Inventory: Count inventory based on the rules.

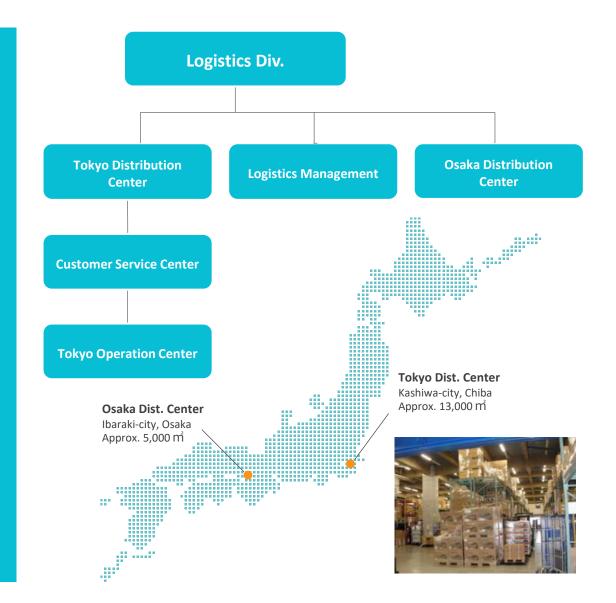
Kitting services

Distribution processing (BOX packaging, labeling and etc.)

Logistic service for partners

3PL

- Customer service center: return request operation
- Operation center: Return receiving, shipping to vendors
- Cost optimization of warehouse operations and other multiple services





Optimization Service to EC Market





Marketing Services





Digital Marketing

White paper co-creation
Landing page co-creation

e-DM

Video creations / Webinar

Online ads

Social media operational

substituting

Offline Marketing

Co-hosting seminar and event
Out-bound calls / Tele-marketing
Flyer / Poster / Artwork creations
Demo unit rentals, engineering
support...and more.

Maximize the success of sales for local resellers and vendors through the community

Annual conference and regional events

Portal site, e-DM magazines and sales contest

Product trainings to strengthening sales capabilities

Co-marketing to increase sales

SYNNEX US Varnex Conference tour



Varne



Annual Conference

APAC CoE - Center of Excellence



With APAC CoE, we can provide solutions that combined multiple products to the customers.

80 solutions have already been implemented at overseas, and with the Click2Run function, we can push PoC to live directly.

Data Center Modernization	Hybrid Cloud	Cloud	DevOps	Analytics	Security
Solutions Business Continuity Automation AIOps VDI SDDC HCI	Solutions Private/Public Cloud Simplified Mgmt. Business Continuity Automation Workload Migration	Solutions Click2Run SAP on Azure DC Modernization Azure Virtual Desktop Microsoft 365	Solutions App Modernization Containerization Microservices Workload Automation Orchestration	Solutions Data Visualization Data Warehouse Data Lake Data Science Machine Learning	Solutions Perimeter Security Application Security Web Security Cybersecurity
27 Solutions	6 Solutions	11 Solutions	4 Solutions	10 Solutions	29 Solutions
AUTOMATION CITTIX IIII MANYWHERE CITTIX IIII WHEWLETT PACKARD Enterprise ORACLE Red Hat	IBM VEEAM vmware	Microsoft Azure Microsoft 365	IBM 《 Red Hat	data IBM iku SSAS	Barracuda. CİİTIX Check Point SOFTWARE TECHNOLOGIES LTD FURTINET.

^{*}Vendors listed represents most of the CoE Solutions in APAC and is not limited to the only vendors mentioned above.



Thank You!