

Tech Data Services

Award winning services propositions to empower our partners growth

Tech-as-a-Service B2B

Meet funding obstacles head on, with subscription-based technology

Allowing you to bundle together all your customers' hardware, software, and services into a single, easy to manage monthly or quarterly contract, Tech-as-a-Service (TaaS) is the only technology subscription plan that does it all in one single place. Not only this, it gives your customers' access to the latest technology, optimises IT budgets, and simplifies bills.

Reuse

Get the latest technology in to your customers' hands more often, and increase upsell opportunities with a single, simple, flexible contract



Reduce

Because there's no need for large capital investment by your customers, the chance of getting deals over the line is increased

Relay

You're paid in full as soon as your customers take delivery, so the financial burden is placed on Tech Data, not you

Tech-as-a-Service B2C - Easy Upgrade

Combining trade-in, finance and upgrade as a simple in-store and online solution

A consumer upgrade programme providing a great customer experience through a seamless journey to easily access the latest technology. Enabling the sale of hardware, accessories, insurance, and other services on a monthly subscription, with the ability to upgrade for no extra cost at the end of the desired plan. A fast, easy to use process with transparent pricing throughout; Easy Upgrade facilitates easy cross sell and upsell while incorporating a guaranteed future residual value on all main devices.

Flexible

Ability to upgrade on a regular cycle, with a term tailored to suit your needs of either 12, 24 or 36 months



Valuable

We support the programme with a powerful CRM engine that drives up the customers lifetime value by offering cross sell opportunities and prompting upgrade at end of term

Affordable

Convert the full retail price of mobiles, tablets, PCs and accessories into a monthly price which benefit from incorporating their future value to bring down the cost even more.

Trade-In Service

Cost efficient, hassle-free device trade in

Taking the complexity out of refreshing and trading in devices, Tech Data's bespoke device trade in programme delivers a better customer experience, whilst enabling you to uncover more profit.

Tech Data Trade-In allows customers to realise the value of their existing equipment before it becomes worthless, by enabling them to trade it in against the value of new technology.

Secure

Data is erased in line with Blancco/BlackBelt industrial standards, and devices are recycled according to ISO 14001 and ISO 9001 environmental standards



Simplify

Everything is handled by the experts, from trade in, to transport, to recycling

Save

Your customers save the cost of maintaining legacy equipment, as well as on the value of purchasing new equipment



Sustainability

Committing to 78% reduction in carbon by 2035

Tech Data recognise that a healthy and sustainable environment is critical to our society, economy, business, and people.

We believe that our business should be conducted in a manner that embraces sustainability, recycling, and the use of renewable resources to the extent possible

We are committed to being a leader in developing best practices in these areas for the technology distribution market.

All our practices are subject to ongoing review as technologies and best practices change we will implement them where practical, measure their success, and expand their use throughout our network.

Tech Data is focusing on meeting the demands of the present without compromising the needs of future generations.

Som

- Instilling environmental responsibility as a corporate value
- Researching and implementing energy saving products and services in all of our facilities, such as installing energy efficient lighting in our headquarters and
- Recycling all disposable material to the extent possible, such as pallets, toner cartridges and shipping cartons
- Implementing sustainability as a factor in leasing and purchasing decisions
- Exceed government requirements for environmental responsibility
- Utilising environmentally friendly products

