



Tech Data + AWS

Global scale, delivered to New Zealand.

Fast track innovation, reduce risk, and unlock unparalleled growth and profitability — with your local Tech Data team.



The AWS opportunity in New Zealand isn't just on the horizon – it's here.

With a local AWS region live, a market hungry for secure and compliant cloud, and a skills gap that demands trust and guidance, it's clear that Kiwi businesses must go cloud-native, go local, and go fast.

AWS brings scalability, cost flex, global reach, reliability and hyperscale AI processing power. And importantly, geopolitical data (for central/local government, iwi and other data-sensitive sectors) can be managed in localised AWS data centres.

Navigating the vast services, accreditations and options can feel like a minefield, and many Kiwi organisations simply aren't ready. Governance, cost-control, direct access to AWS services and skill shortages are all bottlenecks.

That's where we come in.

Tech Data brings the platforms, processes, and passion to turn opportunity into growth and stronger returns. And we have a dedicated team on the ground ready to help Kiwi organisations get the most from AWS and fast-track their success.

Unleash Bottom-Line Growth

Harness the confidence that comes from having a partner with dedicated AWS-focused staff and enablement in New Zealand – while drawing on a 150,000+ global partner ecosystem.

Our parent company, TD SYNnex, is the world's largest IT distributor by gross sales, supporting over 150,000 customers across more than 100 countries and collaborating with around 2,500 leading tech vendors - backing Tech Data with unmatched reach and expertise”

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In Q1 2025, AWS achieved 17.0% year-on-year growth, maintaining its leading position with a 32.0% share of the global market.

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Cloud is already ~6% of GDP in New Zealand. Spending is doubling to ~\$9.6b over four years*, and AWS's build is adding jobs and growth*.

*Spark's State of Cloud 2025 report



An AWS alliance like no other

We are the only AWS strategic global distribution partner in New Zealand, offering direct, global-level strategic alignment with AWS. Tech Data is also proud to be one of New Zealand's AWS Premier Tier Services Partners, recognised for deep technical expertise, extensive certifications and proven customer success at scale – to ultimately maximise your profits.

Breadth of AWS specialisation

We have one of the broadest ranges of AWS competencies and accredited specialists worldwide, spanning security, data/AI, migration, modernisation. That depth simply isn't matched anywhere else.

Global programmes, local delivery

We bring structured AWS enablement programmes (funding models, migration acceleration, industry frameworks) into New Zealand.

Innovation engine

Through TD SYNnex globally, Tech Data invests heavily in emerging technologies (gen AI tools, analytics, cloud-native security, FinOps) and brings that knowledge into local markets earlier than competitors.

The Value for our Local Partners



People on your team, every step of the way

- ✓ Cut through the complexity with unparalleled service and world-class, end-to-end AWS expertise.
- ✓ Dedicated team to help you unlock AWS faster, with the right foundations and support for every size and stage.



Closing the skills gap

- ✓ Hundreds of AWS technical accreditations across security, migration, data, modernisation and AI.
- ✓ The latest learning resources, certifications, workshops and playbooks.
- ✓ Help to tick all the boxes to meet APN requirements (such as MAP, WAPP), ready to accelerate AWS access.



Fast-track your AWS journey

- ✓ Expedite scaling with expert sales, technical support, and GTM strategies.
- ✓ Extend your reach via AWS Marketplace, ISVs, and global reseller networks.
- ✓ Tap into advanced AWS services and programmes to accelerate cloud adoption.



Better bottom-line returns

- ✓ Access exclusive AWS and Tech Data funding programmes and incentives.
- ✓ Move costly VMware workloads onto AWS, unlocking better margins.
- ✓ Optimise cloud spend with Tech Data's FinOps as a Service, gaining full visibility and control over costs.
- ✓ Manage and integrate your customer billing in one easy platform.
- ✓ Accelerate deals and unlock new growth opportunities with streamlined support.



Partner Benefits that Maximise Efficiency and Margins

StreamOne™ Cloud Platform

The largest global platform with unmatched coverage and reach, with full support for AWS, Microsoft and Google.

- ✓ One stop shop – Automate provisioning, billing and subscriptions across AWS and other cloud vendors.
- ✓ Keep costs in check - Real-time tracking.
- ✓ Built for you and your customers – Multi-tenant, self-service access for partners and end-customers.
- ✓ Smarter decisions, faster – Integrated reporting, forecasting and optimisation tools at your fingertips.

TD Hub – Our exclusive resource and community hub

An all-in-one digital workspace designed for our Australia and New Zealand partners, giving you a more efficient way to work with us.

- ✓ Track orders live.
- ✓ Download invoices on demand – 24/7 access to financials.
- ✓ See the bigger picture – Comprehensive sales dashboards and AI-powered insights.
- ✓ Stay in control – Manage account receivables seamlessly.

AWS Marketplace

Gain broader visibility and streamline selling through AWS's trusted digital storefront.

- ✓ Expand reach - List your solutions to access a global customer base.
- ✓ Simplify transactions - Enable customers to discover, purchase, and deploy your solutions directly from a familiar platform.
- ✓ Build credibility - Being listed boosts trust and makes your offerings easier for customers to evaluate and adopt.

Practice Builder

A step-by-step support program that helps you launch new tech services and grow your business and bottom-line, with less risk.

- ✓ Structured growth path - A clear four-step model to develop and accelerate new cloud, security, or analytics solutions in under 90 days.
- ✓ Tailored enablement - Business planning, training, marketing support and vendor alignment customised to your size and stage.
- ✓ Faster time to revenue - Tailored sprints de-risk new offerings and turn emerging tech opportunity into active practice within a quarter.

Hi New Zealand. Let's chat.

In the fast-paced world of IT, it's easy to get caught up in the tech. But we believe it's the people that make IT happen.

That's why we have AWS experts right here on the ground – to understand your business, give you confidence, and deliver the right solutions to drive growth and profitability.

Whether you're a SME or enterprise-level MSP, MSSP, SI, or ISV, our local Tech Data team is here to guide you.



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