



**OUR MISSION AND VISION:**

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.

Celebrating 44 years of channel partnership as HPE's first and largest enterprise distributor in North America, TD SYNnex and HPE have collaborated to create some of the most innovative go-to-market strategies for HPE channel partners in Canada. Our dedicated team offers extensive sales knowledge, experience, and technical expertise on HPE technology and solutions with unmatched capabilities in Canada providing a range of support and services designed to increase partner revenue, sales and market presence.

*Achieve great outcomes with technology. Unlock your potential with TD SYNnex.*

**DEEP**  
VENDOR  
RELATIONSHIPS

**BUSINESS DEVELOPMENT**

- Strategic Business Planning
- Sales Development
- Competitive



**35+**

TECHNICAL  
CERTIFICATIONS

**TECHNICAL CONSULTANTS**

- 35+ Certifications
- Architecture & Configuration
- Assessments
- Education



**#64**  
FORTUNE  
100 LIST

**MARKETING**

- Demand Generation
- Campaign Design
- Execution & Ideation



**VENDOR MANAGEMENT**

- Supply Chain Logistics
- Trend Analysis
- Inventory & Forecasting
- 5 Warehouses across Canada
- 3 Configuration Centres

**#1**

**MARKETSHARE**  
IN CANADA  
for Computer, Storage  
& Networking

**BUSINESS SERVICES**

- Vendor Resold Services
- Deal Registration
- Professional Services
- Order Management

**28**

DEDICATED RESOURCES  
IN CANADA

**INSIDE SALES**

- Dedicated Sales Support
- Sales Quotes & Collaboration
- Pipeline Development

**CONTACT US**

Business Development  
[hpeg\\_bdm@tdsynnex.com](mailto:hpeg_bdm@tdsynnex.com)

Canada Pre-Sales Support  
[hpesolutions.ca@tdsynnex.com](mailto:hpesolutions.ca@tdsynnex.com)

HPE GreenLake  
[greenlakecanada@tdsynnex.com](mailto:greenlakecanada@tdsynnex.com)

Contractual Services & Renewals  
[cahpeservices@tdsynnex.com](mailto:cahpeservices@tdsynnex.com)

# HPE & TD SYNnex GLOBAL STRATEGY



**1,500+**  
VENDORS/OEMs

## WE HELP YOU LEARN

**Market Insights | Technology Enrichment | Practice Development | Industry Specialization**

By offering on-going tech and business enrichment we deliver relevant market insights, so your team continues to gain the knowledge that drives outcomes.



**100+**  
COUNTRIES SERVED

## WE SOLVE FOR TECHNOLOGY ECOSYSTEM COMPLEXITY

**Edge to Cloud | Solution Integration | Technology as a Service | Demand Generation**

We enable outcomes with a broad portfolio, platforms and unique solutions that help you scale to meet new demand across the entire technology lifecycle.

## WE DELIVER TECHNOLOGY SOLUTIONS WITH VERSATILITY

**Operational Efficiency | Lifecycle Management | Technical Services | Digital Platforms**

We bring together compelling ways to source IT products and services along with human and financial business solutions so you can focus on maximizing value to clients



**150,000+**  
CUSTOMERS

## WE HELP YOU EVOLVE

**New Core Competencies | Custom offerings | Consumer Models | Services Platforms**

Through programs and communities purpose-built to differentiate your business today and embrace new business models that unlock growth for the future.

## TD SYNnex CAPITAL

**Let Our Money Work For You**

No two deals are the same, so we offer a complete portfolio of solutions to accommodate any budget need.

- Installment Payment Agreements
- 100% Software and Services Financing
- Solutions for Managed Service Providers
- Consumption-Based Financing
- Subscription Financing (as-a-service)
- Private Label Including Embedded Terms

All solutions can be transacted in Canadian dollars (CAD) and US dollars (USD).

Contact our team at: [TDSYNnexCapital@tdsynnex.com](mailto:TDSYNnexCapital@tdsynnex.com)



**22,000+**  
SKILLED  
CO-WORKERS

## TRANSFORM YOUR IT BUSINESS WITH INDUSTRY-RECOGNIZED PRACTICE BUILDER

**Build and Grow Your HPE GreenLake Practice with TD SYNnex**

You need to evolve your business model to maintain and grow relationships with existing clients, attract new clients, and increase profitability.

Ensuring that your organization is ready to deliver next-generation technologies to your customers successfully is no easy task. TD SYNnex designed Practice Builder to help you stay ahead of the game and capitalize in fast-growing next-generation markets such as cloud, security, mobile, data and IoT with the essential tools, knowledge, and industry relationships, with three simple steps: assess, strategize, and then build.

<https://www.tdsynnex.com/ca/en/services/practice-builder.html>



## ServiceSolv

**Engineering | Education | Professional Services | Integration | Warranty | HelpDesk**

In today's fast-paced environment, creating ready-to-use technology involves many touchpoints. With a variety of value-added services, TD SYNnex ServiceSolv can supplement your company's service offerings, skillsets and geographic reach to expand your services portfolio and earn more margin.

<https://www.tdsynnex.com/na/ca/servicesolv/>

Email: [canadafieldservices@tdsynnex.com](mailto:canadafieldservices@tdsynnex.com)



**\$60.6B**  
FY21 REVENUE