



GLOBAL
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Technology Distribution Organization Views Dell-EMC Merger as Positive for Channel

*The two companies are among the fastest growing
through distributors in both Europe and the U.S.*

ST. PETERSBURG, FLA – October 14, 2015 – Leadership at the [Global Technology Distribution Council \(GTDC\)](#) responded favorably to Dell's planned acquisition of EMC, in what has been hailed as the largest anticipated technology industry merger in history. The GTDC, whose members drive more than \$135 billion in global product and service sales worldwide, confirmed that both companies rank among the fastest growing in distribution.

“Dell and EMC stand out as ‘Rising Stars’ in technology distribution,” commented GTDC CEO Tim Curran. “Both of these powerhouses coming together can mean many advantages for the channel. Their successful partnerships speak for themselves. Dell has embraced distribution and the overall solution provider channel in ways that are literally unprecedented. We are optimistic about their planned future with EMC.”

Impressive ‘Rising Star Award’ Records

Dell received the GTDC's top recognition in both the [United States](#) and [Europe](#) this year, as the fastest-growing distribution partner in year-over-year sales growth in the largest revenue categories (\$500 million+ and €500 million+, respectively). EMC earned the GTDC's 2015 U.S. Bronze Rising Star award as the third-fastest growing company in the \$500 million+ revenue category. Both companies have impressive GTDC Rising Star award records, including Dell's ascension from Silver (2nd place) in the smallest U.S. hardware revenue category in 2010 to the No. 1 overall ranking in the highest-revenue category today – on both sides of the Atlantic. Dell's nine Rising Star awards in the past five years is the highest total among all winners of this prestigious distribution industry honor.

“Even though Dell started out doing business without distribution partnerships in its earlier years, you can see how the change in their go-to-market strategy has paid off,” Curran commented. “It speaks volumes about the overall value of technology distributors and the channel.”

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About The Global Technology Distribution Council

The [Global Technology Distribution Council](#) is the industry consortium representing the world's leading tech distributors. GTDC members drive more than \$135 billion in annual worldwide sales of products, services and solutions through diverse business channels. GTDC conferences support the development and expansion of strategic supply-chain partnerships that continually address the fast-changing marketplace needs of vendors, end customers and distributors. GTDC members include AB S.A (WSE: ABPL), ABC Data, ALSO (SIX: ALSN), Arrow Electronics (NYSE: ARW), Avnet (NYSE: AVT), Computer Gross Italia (SES:MI), D&H Distributing, Esprinet (PRT.MI), Exertis, Ingram Micro (NYSE: IM), Intcomex, Logicom (CSE:LOG), Redington (BSE: REDI), SiS Technologies (HKSE: 0529), ScanSource (NASDAQ:SCSC), SYNEX (NYSE: SNX), Tarsus, Tech Data (NASDAQ: TECD), Westcoast LTD and WestconGroup.

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