

10 September 2021

Tech Data, a TD SYNEX Company, Becomes Sole Outsource Service Provider of Fujitsu Denmark Technical Maintenance Services

Fujitsu expands its partnership with Tech Data, a TD SYNEX company as the sole outsource service provider of Fujitsu Denmark's field services.

Fujitsu has entered into an agreement to outsource its traditional Technical Maintenance Services (TMS) business which enables Fujitsu to streamline its field services operations and free up resources to focus on its core business and strategic growth areas. Fujitsu Denmark's field engineers will join Tech Data before the end of the calendar year.

"The decision to outsource the TMS business was made because we want to focus on the growth of our primary business areas – namely cloud, IT security and SaaS solutions within ERP and ESDH. By offering field services through an outsourced partner, we free up capital and management time to focus on our core business. We have done this before with success in other countries, and I am convinced the collaboration will benefit both our customers and the company," Søren Rinnov Østergaard, CEO of Fujitsu Denmark says.

As one of the world's largest technology distributors and a leader in the field services market, the global footprint has only expanded with the recent announcement and completion of the Tech Data and SYNEX merger; now TD SYNEX. The global company, is an ideal partner for Fujitsu who already has existing agreements with the Global Lifecycle Management services division from Tech Data in other countries, making them the obvious choice when looking to select a new outsourcing partner in Denmark.

"Our field services are a natural part of Fujitsu's product portfolio, and we will continue to offer this delivery, but it is not a prerequisite that we carry out the activities ourselves. Tech Data specializes in this area and we already have similar successful partnerships with them in other regions. I am very pleased that they were selected to provide our field services in the future," says Østergaard, and adds:

"With this agreement, we hold on to our customers and are still the first point of contact, just as we will continue to be responsible for strategy, quality and the predictability of deliveries. Customers will experience the same high level of service, uptime and reliability that they are accustomed to when working with Fujitsu."

Larry Miller, senior vice president, of Global Lifecycle Management at Tech Data is also looking forward to the Denmark engagement, which continues to expand the company's global partnership with Fujitsu. "Following a successful transition of Fujitsu's Technical Maintenance Services business in the U.S. and Canada, we are pleased that Fujitsu has selected Tech Data as their outsourcing partner and a true extension of their team in Denmark as well. In addition to providing the best possible service and support for Fujitsu's customers, this agreement expands our field services capabilities and reach in the marketplace which will benefit our customers and partners in the region."

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Om Fujitsu Danmark

Fujitsu Danmark hjælper private virksomheder og den offentlige sektor med at bruge it og digitalisering til at nå deres forretningsmål. Vi tilbyder konsulentekspertise, tjenester, løsninger og produkter, der skaber konkurrencemæssige fordele. Vores kunder inkluderer detail-, produktions-, bank- og finanssektoren og den offentlige sektor. Fujitsu Danmark har cirka 250 ansatte og kontorer i København og Århus. Læs mere her <http://www.fujitsu.com/dk/>.

Om Fujitsu

Fujitsu er det førende japanske informations- og kommunikationsteknologiselskab (ICT), der tilbyder et komplet udvalg af teknologiprodukter, løsninger og services. Fujitsu har omkring 126.000 medarbejdere, der supporterer kunder i mere end 100 lande. Vi bruger vores erfaring og kompetencer til at skabe fremtidens samfund sammen med vores kunder. Fujitsu Limited (TSE: 6702) rapporterede en konsolideret omsætning på 3,6 billioner yen (34 milliarder USD) for regnskabsåret, der sluttede den 31. marts 2021. Læs mere her <https://www.fujitsu.com/>.

About TD SYNnex

TD SYNnex (NYSE: SNX) is a leading global distributor and solutions aggregator for the IT ecosystem. We're an innovative partner helping more than 150,000 customers in 100+ countries to maximize the value of technology investments, demonstrate business outcomes and unlock growth opportunities. Headquartered in Clearwater, Florida, and Fremont, California, TD SYNnex' 22,000 co-workers are dedicated to uniting compelling IT products, services and solutions from 1,500+ best-in-class technology vendors. Our edge-to-cloud portfolio is anchored in some of the highest-growth technology segments including cloud, cybersecurity, big data/analytics, IoT, mobility and everything as a service. TD SYNnex is committed to serving customers and communities, and we believe we can have a positive impact on our people and our planet, intentionally acting as a respected corporate citizen. We aspire to be a diverse and inclusive employer of choice for talent across the IT ecosystem. For more information, visit www.TDSYNnex.com or follow us on [Twitter](#), [LinkedIn](#), [Facebook](#) and [Instagram](#).