

Great News for Resellers!

The new partnership between Tektronix and Tech Data now makes multi-sourcing available on all

Tektronix printer products!

To celebrate, we're giving away *free* 3Com PalmPilot™ Professionals!

Through July 31, 1998, you will receive a free 3Com PalmPilot Professional with the purchase of two Phaser® 360 (TD# 801329) or Phaser 560 (TD# 800627 or 800629) printers.* We'll also include a free 6-foot IEEE parallel printer cable with every Tektronix Phaser 360 and 560 color laser printer you buy!

*Technical Analyst, Tektronix
Printer and Networking Products*

**One per dealer, while supplies last.
Promotions can not be combined.*



Teaser

Inside...how to get your free 3Com PalmPilot™ Professional!

Cover copy

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*Inside copy***Welcome to the World of Tech Data.****TECH DATA SERVICES**

Success in today's competitive marketplace requires more than great products and pricing. Tech Data's customer-centric philosophy helps you grow with a wide range of cost-saving and revenue-producing services – tailored to your needs.

Private Label Delivery

Tech Data's Private Label Delivery service saves you time – all packages prominently display customized labels and packing slips that feature your company's logo, address and personal message; making every order look like you shipped it yourself! And best of all, this service is free to Tech Data resellers!

Technical Support

As a Tech Data reseller, you receive both free and fee-based access to the largest and most highly-trained technical support staff in the industry.

Tech Data Training

Give yourself a competitive edge by learning about the latest technologies from tech Data. You also can offer Tech Data business development courses to your employees – and to your customers. In addition to vendor-authorized certification training for Compaq, Hewlett-Packard, Novell, Microsoft, SCO, Cisco and Lotus Notes, we offer extensive sales and business development courses. Just call the Education Department at 800.234.8764.

Shipping

Tech Data offers a variety of shipping options to meet the demands of your marketplace. On orders greater than \$1,000 placed by telephone, orders greater than \$500 placed by TDonline or EDI or any order placed using our Web Ordering option on www.techdata.com, Tech Data will pay for ground shipping service.

TDEnsemble Integration and Assembly

With state-of-the-art facilities and a staff of the industry's most highly-trained technicians, TDEnsemble Integration and Assembly services can assemble, test and ship systems according to your precise specifications.

TechniCall

Tech Data now offers you the opportunity to expand your help desk services with TechniCall – our prepaid, desktop application support cards. With TechniCall, you can supply your customers with the best help desk service available, plus you never incur additional payroll or infrastructure costs! End users simply dial a toll-free number, key in their PIN and connect to certified technicians for help with more than 70 “Level 1” applications.

ProfitLine Program

Offer your WAN customers complete end-to-end configurations with Tech Data's ProfitLine program, our exclusive suite of data transport and telecommunication line services. ProfitLine also generates commissions for you on the recurring business you sell. Call 800.318.6383 for more information.

HOT OFFER

Through July 31, when you buy two Tecktronix Phaser[®] 360 or Phaser 560 Printers you'll get a free 3Com Palm Pilot Professional. Tech Data will also ship a free 6-foot IEEE parallel printer cable with every Tektronix Phaser 360 and 560 printer you order from us!

To place your order, call the Tech Data/Tektronix Hotline at 800.237.8931 x73113.