



Frequently Asked Questions

Practice Builder

1. What is Practice Builder?

Tech Data's Practice Builder is a market-recognized enablement approach designed to help IT Solution Providers rapidly and affordably grow or accelerate a next-generation technology or supplier practice. Our holistic approach and Enablement Sprint framework, inspired by the Agile methodology, helps to facilitate success by keeping you on track.

Our process includes four easy steps to making an advanced technology practice a strategic part of their business model, which you can review in [our website's](#) "How it Works" section.

2. Who is Practice Builder intended for?

Practice Builder is a program designed for IT Solutions Providers with a top-down strategic interest in developing an advanced technology practice. It is designed explicitly with the Practice Manager in mind (aka the individual in charge of advancing an existing technology practice in their organization).

3. How long does a Practice Builder engagement take?

On average, Practice Builder engagements can be completed in as little as 60-90 days, but this could vary depending on the types of practice, engagement model, and where an ITSP is within the practice development lifecycle.

4. What are the Practice Builder engagement models?

We deliver a broad range of Practice Builder experiences catered to partners' unique stages in the development lifecycle. Options range from self-paced online learning to high-touch consulting. To get matched to the best program based on your interests and find out more information, ITSPs are encouraged to apply at practicebuilder.techdata.com.

5. What does it cost?

ITSPs who are enrolled in a Practice Builder program participate free of charge. Tech Data and many of our supplier partners subsidize ITSP participation.

6. How do I enroll in a Practice Builder?

Interested ITSPs are encouraged to [complete the application](#) on our website. After you apply, our team will review your application and be in touch with you in 2-3 business days with a recommendation on the best program options for you and next steps.

Begin your Transformation with Tech Data today!

Apply today at practicebuilder.techdata.com

Questions? [Connect with the Practice Builder Team](#)



7. What are the benefits?

Our Practice Builder programs are designed to help you achieve various key outcomes as you advance your technology or supplier-based practice. The most common benefits ITSPS observe include:

- Elimination of the guesswork, risks, and costs involved with developing a practice.
- Access to enablement tools and resources to help define a differentiated value proposition, business model, go-to-market strategy, and operations.
- Development of a differentiated solutions portfolio with top vendors.
- Identification and attainment of the essential IT training required to provide best-in-class solution delivery.
- Direct connections with our Practice Builder team and ecosystem of Coaches for expert support now and into the future.

8. What types of Practice Builder programs are available?

Tech Data offers practice building support in a variety of next-generation technology areas including, Cloud, Security, IoT, and Mobile Edge, in addition to programs centered on developing a vendor-focused practice with Premier Technology providers, including but not limited to AWS, Cisco, IBM, Google Cloud, Netapp, and HPE.

9. I have more questions. Who can I contact?

We encourage ITSPs, vendor partners and TD Synnex colleagues interested in learning more about Practice Builder to [connect directly with a member of our Practice Builder Team](#) via our Tech Data Coaches network.

For all other questions, feel free to contact our team at CloudPracticeBuilder@techdata.com

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