

# Understanding the TD Synnex CyberDefense Team



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## Introduction

The TD Synnex CyberDefense team, in partnership with Cisco, is at the forefront of advanced cybersecurity. Our mission is to empower partners by providing cutting-edge security solutions and comprehensive support, enabling them to navigate and excel in an ever-evolving digital environment. This guide offers a comprehensive overview of our brand, capabilities, and strategic initiatives, illustrating how we drive partner success through innovation, simplicity, trust, and growth.



## Who We Are

### Our Story

The TD Synnex CyberDefense team, in partnership with Cisco, was formed through a strategic investment to bolster Cisco's presence in the security market. This partnership is not just about offering products and services; it's about creating a transformative experience for our partners. Our team is composed of cybersecurity experts who bring together decades of industry knowledge and a passion for innovation. We are driven by a singular mission: to empower our partners with the tools, expertise, and confidence they need to thrive in an increasingly technological environment.

We understand that the digital world is always changing, with new threats emerging every day. This is why our approach is centered on continuous innovation, ensuring that our partners are always equipped with the latest technologies and strategies to stay ahead of cyber threats. Our commitment extends beyond just providing solutions; we are dedicated to building lasting partnerships rooted in trust, transparency, and mutual growth.

Our story is one of resilience, innovation, and unwavering dedication to our partners' success. We are at the forefront of cybersecurity innovation, leading the charge with state-of-the-art technologies like our Cyber Range, which offers an immersive, hands-on environment for training and development. Through these efforts, we are not just reacting to the challenges of today; we are preparing our partners for the challenges of tomorrow.

## What We Stand For

- **Innovation:** We are continuously advancing our offerings to meet the dynamic needs of cybersecurity. This means staying ahead of the curve, anticipating the challenges our partners will face, and providing them with cutting-edge solutions that empower them to protect their digital environments effectively. Our Cyber Range is a prime example of this innovation, offering a unique training environment that simulates real-world cyber threats.
- **Simplicity:** In a world where cybersecurity can be overwhelmingly complex, our goal is to simplify. We take the intricacies of Cisco security solutions and transform them into accessible and actionable insights for our partners. This simplification is not just about technology; it's about making our partners' lives easier, enabling them to focus on their core business operations while we handle the complexities of cybersecurity.
- **Trust:** Trust is the cornerstone of any successful partnership, and it's something we take very seriously on the CyberDefense team. We build and maintain trust through transparency in our operations, empathy in our interactions, and consistent follow-through on our commitments. Our partners know that they can rely on us to deliver on our promises and to be there when they need us most.
- **Growth:** We are deeply invested in our partners' growth. Our tailored support and strategic insights are designed to help businesses expand their security practices and achieve sustained success. We view our partners' growth as a direct measure of our success, and we are committed to doing everything we can to facilitate that growth.

## Our Vision

Our vision is to be recognized as the leading security distributor in the industry, establishing TD Synnex and Cisco as the go-to partners for comprehensive cybersecurity solutions. We aim to set new standards for excellence, not just in the products and services we offer, but in the relationships we build and the success we help our partners achieve. This vision is rooted in our belief that cybersecurity is not just about defense; it's about enabling our partners to thrive in a digital world where they can operate securely and confidently.



## Our Purpose

Our purpose is clear: to simplify Cisco security solutions, drive partner growth, and provide unparalleled expertise and support. We are committed to solving our partners' security challenges, enabling them to secure their digital environments and expand their businesses effectively. This purpose drives everything we do, from the way we design our solutions to the way we interact with our partners. We are not just providing a service; we are empowering our partners to achieve more.

## Our Promise

As the premier Cisco security distributor, TD Synnex's CyberDefense team is uniquely positioned to provide comprehensive, end-to-end support that sets us apart from our competitors. Our dedicated team of experts and state-of-the-art Cyber Range offer unmatched resources and personalized service, making us the trusted partner for all security needs. We position ourselves not just as a provider of products, but as a partner in our clients' success, committed to helping them navigate the complexities of cybersecurity with confidence and ease.

Our promise to our partners is simple: We are committed to helping you grow your Cisco security practices by providing the best solutions, personalized support, and continuous improvement. We promise to be a trusted and reliable partner, delivering on our commitments and ensuring your success. This promise is more than just words; it's the foundation of our relationship with every partner, and it's reflected in everything we do.



# What We Do

## Simplifying Complex Security

For the CyberDefense team, our core mission is to demystify and simplify the often complex world of cybersecurity. Today, businesses face a multitude of security challenges that can seem overwhelming. Cisco's security solutions are comprehensive, but they can also be intricate. Our role is to bridge the gap between these sophisticated technologies and our partners, making them accessible, actionable, and effective for businesses of all sizes.

We begin by understanding the unique security needs of each partner. Our approach is not one-size-fits-all; instead, we tailor our solutions to meet the specific challenges and objectives of each organization. By doing so, we ensure that our partners can implement these solutions seamlessly into their existing IT infrastructure, allowing them to enhance their security posture without unnecessary complexity.

## Providing Comprehensive Support

Our commitment to partner success extends beyond just delivering products. We provide end-to-end support that encompasses every stage of the cybersecurity journey—from initial consultation and strategy development to implementation, training, and ongoing support. Our team of cybersecurity experts is always on hand to provide personalized service, ensuring that our partners have the guidance and resources they need to succeed.

We work closely with our partners to develop customized security strategies that align with their business goals. This includes everything from selecting the right Cisco security products to providing hands-on training and support through our state-of-the-art Cyber Range. By offering such comprehensive support, we enable our partners to not only secure their digital environments but also to grow their businesses confidently and securely.

## Empowering Partners Through Expertise

Our expertise in Cisco security solutions is one of our strongest assets. With years of experience and deep technical knowledge, our team is well-equipped to tackle even the most complex security challenges. We don't just offer products; we provide the expertise needed to make those products work effectively in real-world environments.

We recognize that cybersecurity is an evolving field, with new threats emerging daily. To keep our partners ahead of these threats, we offer continuous training and certification programs that ensure they are always up-to-date with the latest developments in cybersecurity. Our training programs are designed to be practical and hands-on, providing partners with the skills they need to implement and manage Cisco security solutions effectively.

## Driving Business Success

At the heart of what we do is a commitment to driving business success for our partners. We understand that security is not just about protecting assets; it's about enabling business growth and success. By providing the tools, support, and expertise our partners need, we help them overcome security challenges that could otherwise hinder their progress.

Our approach is holistic, considering not just the technical aspects of cybersecurity, but also the strategic and operational impacts. We work to ensure that our partners can operate securely and efficiently, without being bogged down by the complexities of managing their security infrastructure. This allows them to focus on what they do best—running and growing their business.



## Transforming Security Challenges into Opportunities

One of the unique aspects of TD Synnex's CyberDefense Team is our ability to transform security challenges into opportunities for growth. By working closely with our partners, we help them turn the complexities of cybersecurity into competitive advantages. This is achieved through a combination of innovative solutions, expert guidance, and a deep understanding of cybersecurity.

We believe that every security challenge presents an opportunity to improve and innovate. Whether it's implementing new technologies, optimizing existing systems, or developing new strategies, we are always looking for ways to help our partners stay ahead of the curve. This proactive approach not only enhances security but also drives business success.

## Enabling Digital Transformation

As businesses continue to undergo digital transformation, cybersecurity becomes increasingly critical. We play a crucial role in enabling this transformation by providing the security solutions and support needed to protect digital assets and ensure operational continuity.

Our expertise in Cisco security solutions allows us to provide our partners with the tools they need to securely transition to digital platforms and processes. This includes everything from cloud security to endpoint protection, ensuring that our partners can fully embrace digital transformation without compromising on security.

# CyberDefense Capabilities

## Empowering Partners with Comprehensive Cybersecurity Solutions

On the CyberDefense team, our mission is to empower our partners by providing comprehensive cybersecurity solutions that are both powerful and easy to implement. Our team of experts, in strategic partnership with Cisco, is dedicated to helping businesses navigate the complex world of cybersecurity. We understand that every organization faces unique challenges, and our goal is to offer tailored solutions that address these specific needs while driving growth and success.

## Our Approach: End-to-End Security Support

Our approach to cybersecurity is holistic and comprehensive, encompassing every aspect of the security journey. From initial consultation and strategy development to implementation, training, and ongoing support, we are committed to being there for our partners at every step.

- **Consultative Engagement:** We begin by thoroughly understanding the unique security requirements of each partner. This involves a deep dive into their existing infrastructure, identifying potential vulnerabilities, and aligning our solutions with their business goals.
- **Strategic Planning:** Based on this understanding, we develop a customized security strategy that addresses both immediate concerns and long-term objectives. This strategy is designed to integrate seamlessly with existing operations, minimizing disruption while maximizing security.
- **Implementation Support:** Our team provides hands-on support during the implementation phase, ensuring that all Cisco security solutions are deployed correctly and efficiently. We work closely with in-house IT teams to facilitate smooth integration and operationalization.
- **Ongoing Training and Enablement:** Cybersecurity is not static; it requires continuous learning and adaptation. We offer ongoing training programs, including certifications and practical workshops, to keep our partners' teams up-to-date with the latest security practices and technologies.
- **Proactive Monitoring and Support:** After deployment, we provide continuous monitoring and support to ensure that security solutions are performing optimally. Our proactive approach includes regular check-ins, threat assessments, and updates to keep systems secure and effective.



## Our Expertise: Deep Knowledge of Cisco Security Solutions

Our team's deep expertise in Cisco security solutions sets us apart. We offer specialized knowledge in implementing and managing a wide range of Cisco products, ensuring that our partners have access to best-in-class security technologies.

- **Broad Product Knowledge:** We have extensive experience with Cisco's full suite of security products, including SecureX, Umbrella, Duo, and Secure Endpoint. This allows us to provide comprehensive support and guidance across the entire Cisco security portfolio.
- **Technical Proficiency:** Our team is composed of certified professionals who are adept at handling complex security environments. We bring technical expertise to every engagement, ensuring that solutions are not only implemented effectively but also optimized for performance.
- **Industry Insight:** Beyond technical know-how, we understand the broader cybersecurity scope. This insight allows us to anticipate trends and emerging threats, helping our partners stay ahead of potential risks.

## Key Initiatives and Programs

To ensure our partners receive the best possible support, we offer a range of key initiatives and programs designed to enhance their cybersecurity capabilities:

- **Partner Enablement Programs:** We develop custom security growth plans, conduct profitability analyses, and offer consultation services to help our partners succeed in the cybersecurity market. These programs are tailored to meet the unique needs of each partner, ensuring they have the tools and strategies needed to grow their security practices.
- **Training and Certification:** Our comprehensive training and certification programs ensure that partners maintain up-to-date expertise. We offer a range of courses, from foundational security concepts to advanced threat mitigation techniques, helping partners build and sustain a knowledgeable and skilled security team.
- **Marketing Tools:** We provide a Security Incentives/Promotions/Tools index and partner marketing enablement programs to help our partners effectively market their security solutions. These tools are designed to highlight the unique value propositions of our partners' offerings, helping them stand out in a competitive market.
- **Technical Support:** Our technical support services include on-demand demos and architecture/security solution enablement. We ensure that partners have access to the technical resources they need to deliver and manage Cisco security solutions effectively.



## Cisco Security Solutions

Cisco Security offers a comprehensive suite of security solutions designed to protect your network, data, and endpoints from advanced threats. Leveraging cutting-edge technology and industry-leading expertise, Cisco Security ensures your business remains resilient in the face of evolving cyber threats.

- **Advanced Threat Protection:** Cisco's solutions are designed to detect and block sophisticated threats with real-time intelligence and automated responses. This ensures that your network is protected against even the most advanced cyber threats.
- **Unified Management:** Cisco SecureX provides centralized control and visibility across all security components, simplifying management and enhancing your overall security posture.
- **Scalability:** Cisco Security solutions are designed to scale with your business, from small to enterprise-level deployments. This flexibility ensures that your security infrastructure can grow alongside your organization's needs.
- **Compliance:** Cisco's solutions help businesses meet regulatory requirements such as GDPR, HIPAA, and PCI-DSS, ensuring compliance with industry standards.
- **Zero Trust Security:** Cisco's Zero Trust approach ensures secure access with continuous verification of user identities and device health, mitigating risk by ensuring that only authenticated and authorized users can access your network.
- **Integration:** Cisco Security products are designed for seamless integration with existing infrastructure and third-party solutions, providing comprehensive protection across your digital environment.

## Certifications and Technical Details

Our Cisco Security solutions are backed by rigorous certifications and technical standards:

- **Certifications:** Common Criteria, FIPS 140-2, ISO/IEC 27001
- **Compliance Standards:** GDPR, HIPAA, PCI-DSS, SOC 2 Type II
- **Threat Intelligence:** Powered by Cisco Talos, one of the world's largest commercial threat intelligence teams
- **Advanced Analytics:** Utilizes AI and machine learning for proactive threat detection and mitigation

## Cyber Range

These days, staying ahead of potential threats is critical. The TD Synnex Cyber Range offers a unique, immersive environment designed to prepare your team for real-world cyber challenges. By choosing TD Synnex's Cyber Range, you are not just investing in training; you are investing in the future resilience and effectiveness of your organization's cybersecurity defenses.

The Cyber Range provides hands-on experiences that are essential for building the practical skills needed to respond to today's complex cyber threats. Our program is led by seasoned cybersecurity experts who bring extensive field experience and deep technical knowledge to every session. This ensures that your team is learning from the best, gaining insights that are directly applicable to your operational environment.

## Cutting-Edge Security Solutions & Training

At the core of our Cyber Range is a commitment to providing cutting-edge training that mirrors the latest developments in cybersecurity. We offer a range of interactive modules designed to reinforce learning through practice, enabling your team to engage with realistic scenarios that simulate real-world threats.

- **Captivating Experience:** The Cyber Range immerses participants in realistic environments that enhance the authenticity of the training experience. This immersion is critical for developing the instincts and skills needed to respond effectively under pressure.
- **Expert-Led Sessions:** Our sessions are led by cybersecurity professionals with extensive experience in both offensive and defensive cyber operations. This ensures that participants are not only learning theory but are also gaining insights from real-world applications of cybersecurity practices.
- **Interactive Modules:** Our training modules are interactive, encouraging participants to engage actively with the material. This hands-on approach is proven to enhance retention and understanding, making it easier for participants to apply what they've learned in real-world situations.
- **Threat Intelligence:** Staying ahead of cyber threats requires access to the latest intelligence. Our Cyber Range integrates up-to-date threat intelligence, allowing participants to practice responding to current and emerging threats. This continuous update of scenarios ensures that your team remains prepared..
- **Skill Assessment:** The Cyber Range includes comprehensive assessments to evaluate and enhance your team's skills. These assessments provide valuable feedback, highlighting areas for improvement and ensuring that participants leave the training with a clear understanding of their strengths and areas for growth.



## Scenario Library

The TD Synnex Cyber Range offers an extensive scenario library, including ransomware attacks, phishing schemes, advanced persistent threats (APTs), and more. Each scenario is meticulously crafted to replicate the complexities and nuances of real cyber incidents, providing participants with a true-to-life training experience.

- **Ransomware:** Practice navigating and mitigating the impacts of ransomware attacks, understanding the techniques used by attackers, and exploring effective response strategies.
- **Phishing Attacks:** Develop skills to identify, respond to, and neutralize phishing attempts, which are often the entry point for larger cyber incidents.
- **Advanced Persistent Threats (APTs):** Engage with scenarios that mimic APTs, learning to detect, analyze, and respond to these sophisticated, long-term threats.

These scenarios are designed to be as realistic as possible, providing participants with the opportunity to test their skills in a controlled, safe environment. The hands-on nature of the training ensures that your team is better prepared to handle similar situations should they arise in the real world.



## Customizable Training

Every organization has unique cybersecurity needs, and our Cyber Range reflects this by offering customizable training programs. These programs can be tailored to meet the specific requirements and skill levels of your team, ensuring that the training is relevant and effective.

- **Tailored Programs:** We work with you to design training sessions that address your specific challenges and objectives. Whether you need to focus on particular types of threats, enhance specific skills, or train different levels of staff, we can create a program that meets your needs.
- **Flexible Learning Options:** The Cyber Range offers both in-person and remote training options, providing flexibility to accommodate your team's schedule and location. This means that your team can benefit from our training regardless of where they are based.
- **Skill Development Pathways:** Our customizable training includes defined pathways for skill development, ensuring that participants can progress from foundational concepts to advanced tactics at a pace that suits their learning style and experience level.

## Demos and Technology Showcases

In addition to training, the Cyber Range offers demonstrations of Cisco security products in action. These demos allow participants to see firsthand how Cisco technologies perform under attack, providing valuable insights into their capabilities and effectiveness.

- **Real-Time Demos:** Experience how Cisco security solutions work in real-time scenarios, observing their strengths and understanding how to maximize their use in your own environment.
- **Technology Integration:** Learn how to integrate Cisco products into your existing infrastructure, optimizing your security posture while minimizing disruption.

These technology showcases are not just about observation; they are interactive, allowing participants to engage with the products, ask questions, and explore how they can be best utilized in their unique environments.

## Remote Access and Flexibility

One of the standout features of the TD Synnex Cyber Range is its flexibility. Recognizing that today's workforce is increasingly remote, we offer remote access to our training sessions. This ensures that your team can participate in our cutting-edge training programs from anywhere, without the need to travel or disrupt their regular workflow.

- **Remote Participation:** Teams can engage in Cyber Range activities from anywhere, making it easier to fit training into busy schedules and across different time zones.
- **On-Demand Sessions:** For added convenience, we offer on-demand training sessions that allow your team to access training at a time that suits them, ensuring that learning can occur at the pace that is most effective for them.

## Building Team Collaboration

The TD Synnex Cyber Range is designed not only to enhance individual skills but also to foster teamwork and collaboration. The scenarios often require participants to work together to solve problems, simulating the collaborative nature of real-world cyber response efforts.

- **Team-Based Exercises:** Engage in exercises that require teamwork, communication, and collaboration, helping to build a cohesive and effective cybersecurity team.
- **Cross-Functional Training:** Our programs are designed to be inclusive, providing training that benefits all members of your cybersecurity team, from analysts to incident responders to executives.

By simulating the pressures and dynamics of real cyber incidents, our Cyber Range helps to build stronger, more cohesive teams that can respond effectively to threats.

# Empowering iConvergence's Growth with TD SYNnex's CyberDefense Team



When it comes to cybersecurity, staying ahead of threats is both a challenge and a necessity. For iConvergence, a leading IT solutions provider, the goal was clear: to enhance their Cisco Security bookings and expand their customer base amid growing competition. Partnering with TD SYNnex's CyberDefense team, iConvergence embarked on a journey of transformation, leveraging innovative training and strategic marketing to achieve remarkable growth.

## The Challenge

Navigating a dynamic, saturated market, iConvergence was tasked with ambitious growth targets. Their challenges included:

- **Expanding the Customer Base:** iConvergence needed to secure new Cisco security logos to achieve its growth objectives and strengthen its market position.
- **Meeting Aggressive Growth Targets:** In a competitive market, particularly within the SMB commercial and SLED (State, Local, and Education) sectors in Louisiana, West Tennessee, and North Mississippi, iConvergence faced the pressure to deliver substantial year-over-year growth.
- **Enhancing Technical Expertise:** To solidify their reputation as trusted advisors, iConvergence needed to deepen their team's expertise in Cisco Security solutions, ensuring they could effectively address diverse client needs and security challenges.

## The Solution: Partnering with the TD SYNnex CyberDefense Team

Understanding the complexities and unique challenges faced by iConvergence, TD SYNnex's CyberDefense team stepped in as a trusted partner, providing tailored solutions to drive growth. The approach was twofold: comprehensive enablement training and a powerful marketing demand generation strategy.

## CyberDefense **Enablement Trainings**

iConvergence participated in the Q3 Core + Cisco Security Suites training, focusing on Cloud Protection and Multi-Cloud Defense. This program, conducted through the state-of-the-art Cyber Range, was designed to provide hands-on, immersive learning experiences that directly correlate with real-world cybersecurity scenarios. While participating in these exercises, the iConvergence team:

- Attended webinars that offered in-depth insights into the latest Cisco Security technologies.
- Engaged in technical consultations, totaling 19 hours, to understand the best security solutions for their clients.
- Developed a Billable Order of Materials (BOM) for tailored security solutions.
- Executed the successful migration and implementation of Cisco's security solutions.

This training not only enhanced iConvergence's technical capabilities but also empowered them to offer unmatched security expertise to their clients.

## CyberDefense **Marketing Demand Generation**

To expand their reach and generate new leads, iConvergence leveraged the CyberDefense team's "Secure the Enterprise with Security Suites Appointment Setting Campaign" in Q3. This campaign facilitated eight targeted calls, resulting in an estimated pipeline of \$280,000 for new security logos.

Furthermore, by participating in the Q4 Security Partner Growth Incentive program, iConvergence set an ambitious growth target, aiming for a 10% increase in Cisco Security bookings. iConvergence exceeded its target with an impressive 18% year-over-year growth, earning a \$10,000 incentive payout.



## Results: Driving Growth and Building Expertise

Through its partnership with the CyberDefense Team, iConvergence achieved several key milestones:

- **Remarkable Year-over-Year Growth:** iConvergence's Cisco Security bookings soared by 68%, growing from \$1,132,094.05 in FY23 to \$1,901,881.89 in FY24.
- **Pipeline Generation for New Security Logos:** The appointment-setting campaign was a major success, generating a substantial pipeline of \$280,000. This solidified iConvergence's ability to attract and secure new customers, enhancing its footprint in key markets.
- **Ongoing Support and Future Readiness:** Looking ahead to FY25, iConvergence is set to deepen its expertise further by participating in the Hack & Innovate Cyber Range Training Event. This immersive workshop, to be held in Gilbert, Arizona, will provide live demonstrations, hands-on hacking sessions, and networking opportunities with industry leaders. iConvergence will gain a comprehensive understanding of the anatomy of cyberattacks and advanced defense techniques, positioning them for sustained success.



## A Partnership Built on Trust, Growth, and Innovation

iConvergence's transformation with TD SYNnex's CyberDefense Team is a testament to the power of strategic partnership and the pursuit of excellence. By working closely with a dedicated team that understands the complexities of cybersecurity, iConvergence achieved significant growth in Cisco Security bookings and expanded its market presence.

Through this collaboration, iConvergence has not only strengthened its technical capabilities but also enhanced its ability to address client needs with confidence and precision. As they prepare for future challenges, the partnership with the CyberDefense Team provides them with the support and expertise needed to remain at the forefront of the cybersecurity industry.

## Looking Forward: Embracing Future Opportunities

The journey of iConvergence continues to evolve. With a solid foundation and continued support, they are well-positioned to seize new opportunities, refine their approach, and expand their footprint in the cybersecurity market. This ongoing commitment to growth and innovation serves as a model for what can be achieved through a strong, collaborative partnership.

# Why Partner with the **CyberDefense** Team?



## **Expertise That Makes a Difference**

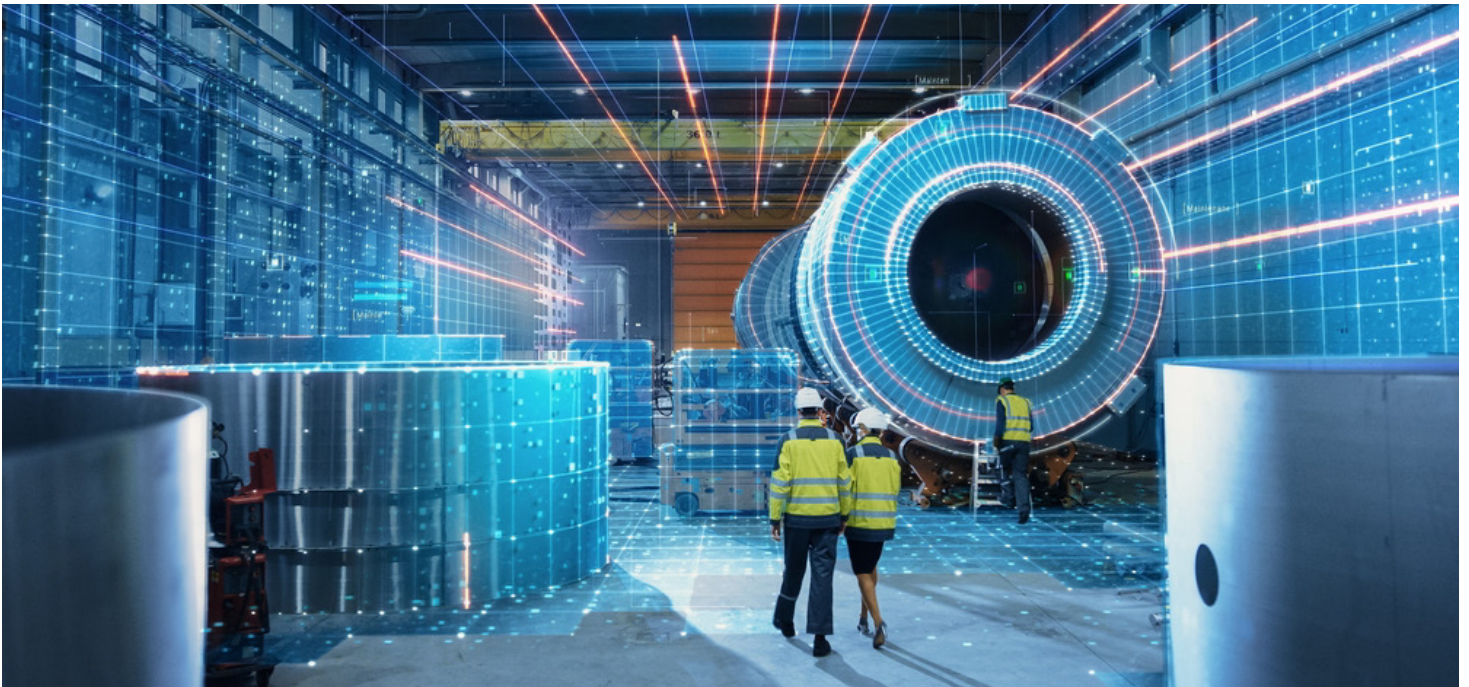
Partnering with TD Synnex CyberDefense means gaining access to an unparalleled level of expertise in Cisco security solutions. Our team is composed of industry veterans who bring years of hands-on experience and deep technical knowledge to the table. We understand the complexities of cybersecurity and are adept at navigating the challenges that businesses face.

Our expertise extends beyond just understanding the technology; we know how to apply it in real-world scenarios. This means that when you partner with us, you're not just getting access to Cisco's advanced security products—you're getting a team that knows how to implement, manage, and optimize these solutions to meet your specific needs. We stay ahead of industry trends and continuously enhance our skills to ensure that our partners benefit from the latest advancements in cybersecurity.

## **Reliable Support at Every Step**

TD Synnex's CyberDefense Team is committed to providing dependable support and proactive problem-solving to our partners. Our support doesn't just start and end with product implementation; it is a continuous commitment throughout our partnership. We understand that cybersecurity is an ongoing process, and our team is always available to provide the assistance you need to keep your operations secure.

Our support services are designed to be responsive and effective. Whether you need help with troubleshooting, optimizing your security setup, or responding to an emerging threat, our team is ready to step in and provide the guidance you need. We also offer proactive support, anticipating potential challenges and providing solutions before they become issues, ensuring that your security infrastructure remains powerful and effective.



## Proven Success Stories

Our track record speaks for itself. TD Synnex CyberDefense has helped numerous partners achieve significant growth. One such success story is that of CD Smith Construction, who secured a \$200,000 deal for device security and extended detection and response through our partnership. This is just one example of how our tailored solutions and dedicated support have led to tangible business outcomes for our partners.

We are proud of the success our partners have achieved, and we are committed to helping more businesses reach their full potential. Our success stories are a testament to the effectiveness of our approach and the value of our partnership. When you partner with TD Synnex CyberDefense, you're joining a network of successful businesses that have benefited from our expertise, support, and strategic guidance.

## Access to Cutting-Edge Resources

When you partner with TD Synnex CyberDefense, you gain access to a wealth of resources that are designed to enhance your security practices and drive growth. This includes our state-of-the-art Cyber Range, where partners can engage in immersive, hands-on training scenarios that simulate real-world cyber threats. These resources are invaluable for building the skills and knowledge needed to tackle today's cybersecurity challenges.

In addition to the Cyber Range, we offer a variety of partner enablement programs, training and certification courses, and marketing tools that help our partners differentiate themselves in the market. These resources are designed to provide you with everything you need to succeed, from technical training to strategic marketing support.

## Wrapping Up

In an era where cybersecurity threats are inevitable, TD Synnex's CyberDefense team stands as a trusted partner dedicated to empowering businesses with the expertise, tools, and support needed to thrive. Through our strategic partnership with Cisco, we provide comprehensive, cutting-edge security solutions that are tailored to meet the unique challenges of each organization. Our commitment to innovation, simplicity, trust, and growth is at the core of everything we do, ensuring that our partners can navigate the digital environment with confidence and resilience.

Our approach is holistic, addressing every aspect of cybersecurity from strategy development and implementation to ongoing training and support. Whether through our state-of-the-art Cyber Range, our deep expertise in Cisco security solutions, or our proactive and personalized partner support, we are committed to helping our partners achieve exceptional security outcomes and drive sustained business success.

We invite you to take the next step in strengthening your cybersecurity practices by partnering with the TD Synnex CyberDefense team. Together, we can build a more secure and successful future for your business. For more information or to start leveraging our capabilities, contact our team today at [CyberDefense@tdsynnex.com](mailto:CyberDefense@tdsynnex.com).

