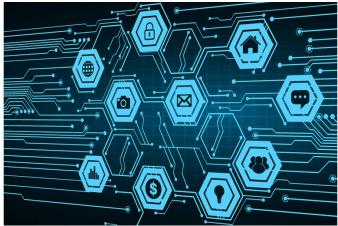**Tech Data Sets to Accelerate IoT Deployment**

Written by Marco Attard
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Tech Data launches the Analytics and IoT Solution Catalog-- a selection of 30 market-ready, vetted solutions aimed at specific use cases in healthcare, industrial, retail, transportation and logistics, and smart cities.

According to the company, the Solution Catalog lowers barriers to entry, and speeds time to market by providing customers with proven solutions. It is the result of vetting and aggregation of complete solutions using the Tech Data Solution Factory methodology. Essentially the technology starts off at the concept level in order to address a specific customer need, before going through reference architecture, testing, functional requirements and customer-centric use cases and repeatability identification.

Among the use cases of the solutions, Tech Data points out telehealth for real-time patient monitoring, omnichannel operations, fleet tracking and asset monitoring, public safety and surveillance, and manufacturing operations solving.

In addition, Tech Data announces an enablement program for around 200 partners in Europe and N. America offering a structured and accelerated path to transform businesses and deepen the specialisation in analytics and IoT. Sponsored by both Intel and Microsoft, it leverages the Tech Data Practice Builder methodology to have partners ready for analytics and IoT solutions in a 90-day period.

"Some of the main challenges in executing analytics and IoT solutions are that they are both often highly customised to solve a specific customer business problem and are complex in nature. The ability to scale is very important in realising revenue from these solutions," the company says. "With Tech Data's Solution Catalog and our series of strategy development

workshops, we are facilitating repeatable solutions and outcomes for partners to help them quickly enter the analytics and IoT market and generate repeatable sales as they become their clients' go-to resource for state-of-the-art, industry-specific solutions."

Go [Tech Data Announces Solution Catalog and Accelerated Enablement for Analytics and IoT](#)