

TCK COMPANY PROFILE

Enabling Enterprise Clarity & Confident Execution

1. Cover

TCK – Enabling Enterprise Clarity & Confident Execution

Value-Added Distributor for Enterprise Technologies

2. Who We Are

TCK is a Value-Added Distributor (VAD) focused on enabling enterprises to move from infrastructure complexity to operational clarity.

We operate at the intersection of **technology, governance, and execution**, supporting enterprises, partners, and principals in delivering outcomes that scale safely and sustainably.

3. Our Point of View

Clarity before action. Execution with discipline.

Enterprise transformation fails not due to lack of technology, but due to limited visibility, weak governance, and fragmented execution.

TCK addresses this gap by aligning insight, structure, and accountability.

4. Foundational Architecture

Visibility is the starting point of control.

Enterprises must understand: - What exists - How systems are connected - How change impacts operations and business risk

Device42 provides this **foundational visibility**, enabling trusted decision-making across infrastructure and operations.

5. Layered Enterprise Solution Model

TCK structures solutions through a layered approach:

1. **Foundational Visibility**

Infrastructure discovery, dependency mapping, Configuration Management Database (CMDB), ITAM & DCIM (Device42)

2. **Operational Intelligence**

Network and application performance visibility (Colasoft, Tingyun)

3. **Service & Execution Enablement**

Translating insight into action through service and operational workflows (Freshworks)

This model ensures scale without loss of control.

6. Solution Areas

TCK enables enterprises across four key areas:

- Enterprise Infrastructure Visibility & Control
- Network Performance & Operational Assurance
- Application & Digital Experience Observability
- IT Service & Digital Operations Enablement

Each solution is designed around business outcomes, not tools.

7. How TCK Delivers

Our engagement model emphasizes:

- Advisory-led solution design
- Governance-driven go-to-market
- Partner enablement and execution oversight
- Accountability from strategy through delivery

We focus on sustained adoption, not short-term deployment.

8. Partner Ecosystem Enablement

TCK develops partners capable of operating at enterprise level.

We provide:

- Capability assessment and enablement
- Joint account and opportunity planning
- Pre-sales support and deal governance

Enablement is measured by execution quality, not transaction volume.

9. Principal Partnership & Governance

TCK offers principals a responsible route to market:

- Clear positioning and value articulation
- Protection of brand and solution integrity
- Strong governance and compliance alignment

We scale partnerships with discipline, transparency, and trust.

10. Governance & Trust

Our operating principles:

- Principal independence
- Transparency and deal visibility
- Compliance with global and local standards
- Accountability for outcomes

Governance is not overhead—it is a growth enabler.

11. Engage with TCK

We engage through purposeful, agenda-driven discussions.

Typical engagements include:

- Executive and strategy conversations
- Partner enablement and alignment
- Principal collaboration and market expansion

Enterprise conversations begin with context, clarity, and intent.

12. Message from the CEO

At TCK, we believe sustainable success is built on clarity, discipline, and accountability.

We work with organizations that value long-term outcomes over short-term gains, and governance over shortcuts. If you are seeking a partner who will protect trust while enabling execution at scale, I welcome the opportunity to begin that conversation together.

13. Closing

TCK – Where clarity leads to confident execution.