

About Arrow ECS

Arrow Enterprise Computing Solutions, a business segment of Arrow Electronics Inc. [NYSE: ARW], enables more than 18,000 value-added resellers to provide comprehensive computing solutions to small- to enterprise-sized businesses.

Based in Englewood, Colo., and with offices in 26 countries around the world, Arrow ECS reported \$5.4 billion in global enterprise computing solutions sales in 2008. Global enterprise computing solutions accounted for approximately 30 percent of Arrow Electronics' 2008 sales.

Leading Value-Added Distributor

Arrow ECS brings broad market access, extensive supplier relationships, scale and resources to help its reseller partners meet the present and future needs of their customers. Arrow ECS connects resellers to more than 80 hardware, software, storage and security suppliers. It is the No. 1 value-added distributor of enterprise storage, and security and virtualization software.

Comprehensive Channel Management

Arrow ECS provides comprehensive services to help suppliers effectively manage their channels, and to help resellers develop new markets, with the goal of helping them grow faster than the market and faster than their competition. Half of the companies recognized for the 2008 VARBusiness 500, a listing of the largest resellers in the industry, and the 2008 CRN Fast Growth 100, a distinction of the fastest-growing resellers in channel, work with Arrow ECS as their value-added distributor.

Arrow ECS' suppliers benefit from affordable midmarket access, demand creation, speed to market and enhanced supply chain efficiency. For suppliers, Arrow ECS is the aggregation point to more than 18,000 resellers.

Arrow ECS' support for resellers includes presales technical support, order fulfillment management, bundled solutions, customized configurations, business planning, flexible financing and many other services that simplify their business, identify new markets and increase sales.

Dedicated Support

Arrow ECS maps its business to best meet the needs of its suppliers and resellers. With offices in 26 countries around the world, Arrow ECS offers localized support from teams with deep experience and strong relationships in the markets they serve. In addition, dedicated sales, marketing and engineering teams for each supplier Arrow ECS represents enable it to provide in-depth product knowledge and help resellers gain access to supplier tools and programs that best meet their needs.

Arrow ECS' companies include Alternative Technology, Asplenium, DNS, FINOVIA, Internet Security, IPvista, ITL, LOGIX, REL and Soft-Tronik. Alternative Technology manages Arrow ECS' North American software and security business. The other subsidiaries together represent Arrow ECS in Europe, the Middle East and Africa.