

Arrow ECS Industry Distinction

ARROW ECS
7459 South Lima Street
Englewood, Colorado 80012
www.arrowecs.com

Arrow Enterprise Computing Solutions' industry distinction goes far beyond being a leading distributor of enterprise products and the No. 1 distributor of enterprise storage and security and virtualization software. We have a proven record of commitment to high performance teams, innovation throughout our business and successful execution of everything we do. Our distinguished leadership is consistently recognized as the best in the industry.

2009 Channel Chiefs

Arrow ECS' President Andy Bryant and Director of Marketing for the North American Midmarket and IBM Groups Robert Spee were recognized as 2009 channel chiefs by CRN.

RSA 2008 Best Distributor in Austria and Switzerland

Arrow ECS' Internet Security group was named the "Best Distributor in Austria and Switzerland" by RSA, the security division of EMC.

2008 Polycom Partner of the Year, France

In France, Arrow ECS' IPvista group was recognized as the "2008 Partner of the Year" by Polycom, a video-conferencing supplier.

Juniper Excellence in Training 2006-2008

For excellence and dedication to executing the highest-quality training and education services, Arrow ECS' DNS Arrow group in the U.K. was recognized by Juniper Networks for "Excellence in Training 2006-2008."

2008 VMware Best VATC, Northern EMEA

VMware named DNS Arrow as the best VMware authorized training center in the northern European, Middle Eastern and African region.

Check Point 2008 Top Performing Authorized Training Center, EMEA

DNS Arrow was named a "Top Performing Authorized Training Centre for 2008 in EMEA."

CA 2008 Distributor of the Year, EMEA

Arrow ECS' Four Leaf group was selected by CA Inc. as a 2008 "Distributor of the Year" for the EMEA region.

CA 2008 Distributor of the Year, North America

Arrow ECS' Alternative Technology group was recognized as the 2008 distributor of the year for North America by CA.

Citrix 2008 Distributor of the Year, EMEA

DNS Arrow was selected by Citrix as the 2008 distributor of the year for the EMEA region.

2008 Most Powerful Women of the Channel

Arrow Senior Vice President and Chief Strategy Officer Cathy Morris was recognized in the “Power 50 Women of the Channel” by VARBusiness magazine.

2008 IBM Beacon Award, Outstanding Finance Program

Arrow ECS was selected by information technology industry analysts, journalists and IBM executives to receive the IBM Beacon Award for “Outstanding Financing Program in the Americas Group.” Arrow ECS won in the IBM Global Financing category based on its approach to using financing to drive the sale of IBM solutions and services. It was the only IBM business partner recognized for the award in North America in 2008.

2008 HP Distributor of the Year, Denmark

Four Leaf was selected by HP as a 2008 distributor of the year for Denmark. Four Leaf was selected based on its knowledge, expertise and channel-management support in the storage and security space.

2008 Top 12 Channel Execs

eWeek Channel Insider recognized Arrow ECS President Kevin Gilroy among the Top 12 Channel Execs for 2008. Gilroy was cited for implementing programs and incentives to help Arrow ECS’ value-added resellers advance into the midmarket and expand beyond the higher end markets.

2007 CRN Sourcing Study

Arrow ECS was recognized by solution providers across the industry as the No. 1 value-added distributor for Ease-of-Doing Business, Product Exclusivity, Breadth of Product Line, and Post-Sales Support Configuration and Integration.

2007 Top 25 Most Innovative Channel Executives

Arrow ECS President Kevin Gilroy was named one of the “2007 Top 25 Most Innovative Channel Executives” by CRN. Gilroy was recognized for having “a key role in shaping and leading the channel for the past 30 years [and for] bringing that energy and experience to distribution.”

Best Value-Added Distributor in Germany 2007

Arrow ECS’ DNS group was named best value-added distributor in Germany by the readers of Channelpartner magazine.

2007 VARBusiness Power 50 Women of the Channel

Arrow ECS President M. Catherine Morris was named one of the most powerful women in the technology industry by VARBusiness Magazine.

Vizioncore Strategic Partner Award 2007

Vizioncore awarded DNS its “Strategic Partner Award” for Germany, Austria, Switzerland and Eastern Europe.

CRN Fast Growth 100 ‘Most Important’ Value-Added Distributor 2007

Arrow ECS was recognized by the industry’s 100 fastest-growing solution providers as the “most important” value-added distributor to their business. Arrow ECS’ Alternative Technology group also ranked fourth among the top value-added distributors.

VARBusiness 500 ‘Most Important’ Value-Added Distributor 2007

Arrow ECS was rated the most important value-added distributor among the 500 largest information technology solution providers in North America, according to VARBusiness magazine.

2007 CA North American Distributor of the Year

CA named Arrow ECS its 2007 distributor of the year award on Arrow ECS’ proven track record in supporting CA’s business and for its strength in customer service, particularly in order processing, financial options and time-sensitive orders.

Citrix Authorized Learning Center Award, 2007

Alternative Technology was recognized with a Citrix Authorized Learning Center Award for 2007.

VMware Award 2006

DNS was the first and only value-added distributor to receive the VMware Award 2006. DNS was recognized for best market and partner development.

GTS Volume Contest for 2006

DNS was recognized by IBM as one of the best maintenance and services sales performers in its Germany IMT category for GTS volume.

WYSE Distributor of the Year 2006

Alternative Technology was recognized for “not only increase[ing] market share...but also redefine[ing] the distribution landscape with innovative programs such as their Alternative Advantage Partner Program. They also invested heavily in their sales and services organizations to become experts in the server-based computing and virtualization spaces.”

IGEL Fastest Growing Distributor 2006

The Sweden office of DNS was honored for increasing IGEL sales by 136 percent.

CRN Canada Top 25 Newsmakers of 2006

Arrow ECS North American Storage Group Vice President Howard Goldberg was listed as an industry newsmaker for “pioneer[ing] value-added distribution in Canada for more than a decade.” Goldberg co-founded Skydata, which was acquired by Arrow ECS in 2006 and was the first to bring the EMC storage line to Canadian resellers.

The Channel Insider Inaugural 12 Who Made a Difference

Bill Botti, president and COO of Alternative Technology, was included in this listing of “executives who...brought material benefits to the channel in the form of new programs or initiatives designed to help solution providers evolve their business models.”

Fall 2006 IBM Solution Delivery Integration Audit

IBM ranked Arrow ECS' IBM integration center as No. 1 in quality worldwide and No. 1 in utilization in the United States.

2006 CRN Sourcing Study

Arrow ECS was named the No. 1 "Most Sourced Specialty Distributor," meaning that survey respondents most frequently purchased from Arrow ECS than any other channel manager. Arrow ECS also ranked highest in "business management planning/support" services.

CRN Fast Growth 100 'Most Important' Value-Added Distributor 2007

Arrow ECS was recognized by Fast Growth 100 solution providers as the "most important" value-added distributor to their business.

VARBusiness 500 'Most Important' Value-Added Distributor 2006

Arrow ECS was voted the most important value-added distributor by the largest solution providers in North America.

2006 HP Partner Recognition of Achievement

HP awarded Arrow ECS the exclusive 2006 Partner Recognition of Achievement award, recognizing Arrow ECS' unfailing commitment to helping its HP partners grow their business.

2006 CRN Fast Growth 100 List

The fastest-growing solution providers ranked Arrow ECS as a leading value-added distributor with which to partner.

EMC 2006 Distributor of the Year

EMC awarded Arrow ECS the prestigious 2006 Distributor of the Year award for the Americas region for demonstrating "how to be successful based on fully embracing a broad range of EMC's solutions and making investments in its strategic partner base."

Secure Computing 2006

Alternative Technology was presented with this award for their superior efforts in demand creation and impressive sales of Secure Computing products, and ultimately for achieving the No. 1 position among Secure's distributor base.

Allot Outstanding Distributor 2006

Alternative Technology was recognized for outstanding performance in the United States.

ThinPrint Highest Sales 2006

The Germany office of DNS was recognized for highest ThinPrint sales volume.

Citrix 2006 Q1 and Q2 "CALC of the Quarter"

Citrix Systems named Alternative Technology with the "CALC of the Quarter" award for two consecutive quarters for outstanding performance and significant contributions in providing education and certification services through its Citrix Authorized Learning Center (CALC).

CIO Magazine 2005 Ones To Watch

Arrow ECS Vice President of Information Technology Business Solutions Ash Brooks was recognized for his demonstrated leadership, driven innovation and ability to deliver value to the business.

Citrix Best Distributor 2005 – Europe, Middle East and Africa

Citrix Systems recognized DNS with the prestigious Best Distributor award in the Europe, Middle East and Africa category for 2005.

Computer Associates 2005 Value-Added Distributor of the Year

Arrow ECS was selected for this highly regarded recognition for “prov[ing] to be extremely adept at discovering and capitalizing on market opportunities for [Computer Associates’] industry-leading technology management solutions.”

Bayerns Best 50 Preisträger 2005

The Bavarian Ministry of Economic Affairs, Infrastructure, Transport and Technology recognized DNS for outstanding performance and revenue growth.

2005 IBM Solution Delivery Integration Audit

IBM ranked Arrow ECS’ IBM integration center as No. 1 in quality worldwide.

Fortinet 2005 North America Distributor of the Year

Alternative Technology was honored for “helping to propel [Fortinet’s] continually strong growth and [its] confirmed market leadership.”

ThinPrint Best Distribution Partner 2005

DNS was recognized for total sales volume.

Denver Business Journal 2005 Fastest Growing Private Companies

Alternative Technology ranked No. 17 on this prestigious list of the Denver area’s fastest growing companies.

CRN 2004 Top 25 Executives in IT

CRN Magazine listed Arrow ECS President and COO Mike Long among a select group of “visionaries behind fast-rising companies, both large and small, who are proving adept at evolving to cover the changing technology playing field.”

Citrix Top Distributor in Central Europe Q1 and Q4 2004

DNS was recognized as the Top Distributor in Central Europe for the first quarter of 2004.

Citrix Best Distributor 2004 – Europe, Middle East and Africa

Citrix Systems recognized DNS with the prestigious Best Distributor award in the Europe, Middle East and Africa category for 2004.

2004 IBM Solution Delivery Integration Audit

IBM gave Arrow ECS’ IBM integration center a perfect score – a distinction which no other IBM integration center has ever achieved previously.

Citrix Best Distributor in Central Europe Q3 and Q4 2003

DNS was recognized as the Best Distributor in Central Europe for both the third and fourth quarters of 2003.

Citrix Best Distributor 2003 – Europe, Middle East and Africa

Citrix Systems recognized DNS with the prestigious Best Distributor award in the Europe, Middle East and Africa category for 2003.

2003 IBM Business Partners Survey

In a poll of more than 200 IBM business partners across the channel, Arrow ECS was ranked No. 1 in customer satisfaction.

Computer Reseller News Certified Distributor 2003

DNS was named the leading server distributor for Unix and was recognized for its customer sales support, customer satisfaction and reputation.

2003 IBM Solution Delivery Integration Audit

IBM ranked Arrow ECS' IBM integration center as No. 1 in quality worldwide.

Denver Business Journal 2002 Fastest Growing Private Companies

Alternative Technology ranked No. 21 among Denver area's fastest growing companies.

IT Business News Recommended Distributor 2002

DNS was recognized for its commitment to helping partners make alliances with other partners to grow their business.

Citrix Best Distributor in Central Europe 2001

DNS was recognized for outstanding performance.

Denver Business Journal 2001 Fastest Growing Private Companies

Alternative Technology ranked No. 3 in the Top 100 Fastest Growing Companies.

Central European Distributor Achievement WatchGuard Award of Excellence 2000

DNS was recognized for its successful distribution business and partner development.

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