

About Arrow ECS

Arrow Enterprise Computing Solutions (ECS) is a business unit of Arrow Electronics, Inc. [NYSE: ARW] which enables nearly 8,500 value-added resellers with providing comprehensive computing solutions to small- to enterprise-sized businesses.

Based in Englewood, Colorado, and with offices in 20 countries around the world, Arrow ECS reported \$2.5 billion in worldwide computer products sales in 2006. Arrow ECS has had 12 consecutive quarters of year-over-year sales growth. Worldwide computer products accounted for approximately 20 percent of Arrow Electronics' 2006 sales.

Leading Value-Added Distributor

We bring broad market access, extensive supplier relationships, scale and resources to help our partners meet the present and future needs of their customers. We connect our partners to more than 75 hardware, software, storage and security suppliers. We are the No. 1 value-added distributor of enterprise products for HP and IBM, the No. 1 distributor of enterprise storage, and the No. 1 distributor of security and virtualization software.

In addition to providing pre-sales technical support and order fulfillment management for multi-platform and single-platform solutions, Arrow ECS offers business planning and marketing services, flexible financing and customized configurations to provide a high-level of support for all of its partners' business needs.

Highly Ranked—by the Industry and Our Partners

Solutions providers consistently rank Arrow ECS as the No. 1 value-added distributor in the industry. Our most recent distinctions include:

- Voted the "most important" value-added distributor by VARBusiness 500 companies in 2006 and 2007
- Named the #1 "Most Sourced Specialty Distributor" – meaning that survey respondents most frequently purchased from Arrow ECS than any other channel manager – in the 2006 Computer Reseller News (CRN) Sourcing Study; also ranked highest in "business management planning/support" services in this study
- Ranked as a leading distributor with which to partner by the fastest-growing solutions providers in the 2006 CRN Fast Growth 100 List.
- Ranked as the No. 1 value-added distributor in our customer surveys.

Arrow ECS' subsidiary businesses include Alternative Technology, Inc., (ATI) and DNSint.com AG. ATI is the leading specialty distributor of products and services targeted at thin-client and server-based computing, edge infrastructure, security, and wireless markets. DNS provides enterprise-class data management, data security and software infrastructure products, solutions, and services.

Arrow ECS History

- 1935** Arrow begins as a retail electronics store on New York City's Radio Row
- 1961** Arrow goes public, consisting of two retail stores and an electronics distribution business
- 1979** The first listing of Arrow's common stock is on the New York Stock Exchange, traded under symbol ARW
- 1994** Arrow acquires Gates/FA Distributing and Anthem Electronics, forming Gates/Arrow Electronics (now Arrow ECS)
- 1997** Arrow acquires Consan Inc. (now part of the storage group) and Support Net Inc. (now the IBM group)
- 1998** Arrow acquires SBM Inc. (now the HP group)
- 1999** Arrow's computer products groups are combined to form Arrow North American Computer Products Group (NACP)
- 2000** Arrow NACP acquires MOCA (now the Sun group), moves NACP corporate offices from Greenville, SC, to Englewood, Colorado
- 2005** Arrow NACP acquires DNS.int AG in Europe, expanding its operations beyond North America; Arrow NACP rebranded as Arrow Enterprise Computing Solutions (ECS)
- 2006** Arrow ECS acquires SKYDATA in Canada; Alternative Technology in Englewood, Colorado; and InTechnology's Specialist Distribution Division in the United Kingdom
- 2007** Arrow ECS acquires the Agilysys Keylink Systems Group; establishes global business units for IBM and software platforms

Arrow ECS Fact Sheet

Overview

Arrow Enterprise Computing Solutions (ECS), a business unit of Arrow Electronics, Inc. [NYSE: ARW], is a value-added distributor which enables computer resellers with providing comprehensive computing solutions to small- to enterprise-sized businesses

Corporate Headquarters

Arrow Enterprise Computing Solutions
7459 South Lima Street
Englewood, Colorado 80112
(303) 824-7650
ArrowECS.com

Parent Company

Arrow Electronics, Inc. [NYSE: ARW], a \$13.6 billion, Fortune 200 company based in Melville, New York

Computer Products Sales

\$2.5 billion in 2006 (12 consecutive quarters of year-over-year sales growth)

Established

1994

Reseller Partners

8,500

Suppliers

77, including HP, IBM, Sun, Bakbone, Brocade, EMC, Hitachi Data Systems, NetApp, QLogic, Quantum, Symantec and other leading hardware, software, storage and security manufacturers

Employees

2,000

Office of the President

M. Catherine Morris
Kevin Gilroy

United States Offices

Alpharetta, Georgia; Atlanta; Englewood, Colorado; Indianapolis; Los Angeles; Minneapolis; Solon, Ohio

Global Presence

20 countries

Subsidiaries

Alternative Technology, Inc.
DNS Arrow

Arrow ECS Supplier Line Card

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

ECS North America

- ATL/Quantum
- BakBone
- BEA
- Brocade
- CommVault
- Computer Associates
- Dataram
- Eaton Powerware
- EMC
- Hitachi Data Systems
- HP
- IBM
- Marathon Technology
- McAfee
- Midrange Performance Group
- NetApp
- Oracle
- Qlogic
- Sun Microsystems
- Sun StorageTek
- Symantec

Alternative Technology

- ActivIdentity
- AEP
- Airaya
- Allot
- Alvarion
- APC
- Axalto
- Blue Coat
- Citrix
- Clearswift
- Comtrol
- Dialogic
- eEye Digital Security
- Eicon
- Fortinet
- Gemplus
- IGEL Technology
- MX Logic
- Neoware
- Novell
- Packeteer
- PatchLink
- Radware
- ScriptLogic
- Secure Computing
- SonicWall
- SurfControl
- ThinPrint
- Trapeze Networks
- Ultimaco Safeware
- Vmware
- WatchGuard Technologies
- WYSE

DNS (Europe)

- Aladdin
- Allied
- Blue Coat Systems
- Bluesocket
- Boundless Technology
- Checkpoint
- Citrix
- Controlbreak
- Crossbeam
- Extreme
- F5
- Hitachi
- HP
- IBM
- IGEL
- ISS
- Kaspersky
- McAfee
- nCipher
- Neoware
- NetApp
- Nokia
- Oracle
- Packeteer
- PlateSpin
- Radware
- RSA
- Secure Computing
- SecureGuard
- Security
- SonicWall
- Sun Microsystems
- Symantec
- ThinPrint
- TippingPoint
- Trend
- Vasco
- Veritas
- VMWare
- WatchGuard
- Websense
- WRQ
- WYSE

CURRENT TOTAL: 77

Arrow ECS Industry Distinction

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

Arrow Enterprise Computing Solutions' (ECS) industry distinction goes far beyond being the No. 1 value-added distributor of enterprise products for HP and IBM, the No. 1 distributor of enterprise storage, and the No. 1 distributor of 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.

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' subsidiary, Alternative Technology, also ranked fourth among the top value-added distributors.

VMware Award 2006

Arrow ECS' subsidiary, DNSint.com AG, was the first and only value-added distributor to receive the VMware Award 2006. DNS was recognized for best market and partner development.

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.

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 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’ unflinching 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.

#