Accelerating Your Success™

AVNET technology solutions

Avnet Technology Solutions is a global IT solutions distributor of enterprise-computing solutions, services, software and hardware. Avnet Technology Solutions collaborates with Business Partners and Suppliers to create and deliver market led solutions that address the IT business needs of their end-user customers locally and around the world.

Our Business Partners include:

- Independent Software Vendors
- Original Equipment Manufacturers
- Service Providers
- System Builders
- System Integrators
- Value-Added Resellers

Accelerating Business Partners' success through services and solutions in key technology areas

Avnet helps partners develop profitable growth opportunities faster. Avnet has highly skilled sales, technical and marketing teams in the following areas:

- Computer Components & Integrated Solutions
- Display Solutions
- Document Management Technologies
- Networking & Security
- Server & Infrastructure
- Services
- Software
- Storage & SAN
- Unified Communications
- Virtualisation
- Server Based Computing

Avnet's comprehensive services portfolio complements partners' capabilities expanding their opportunities

Core expertise and focus areas include:

- Data Centre Lifecycle Services
  - Assess & Design
  - Build & Integrate
  - Test & Deploy
  - Manage and Optimise
  - Retire & Dispose
- Education Services
- Systems Integration
- Application development & Support
- Cloud Solutions & Services
- Big Data & Analytics
- Help desk & Support services

Avnet Technology Solutions mission

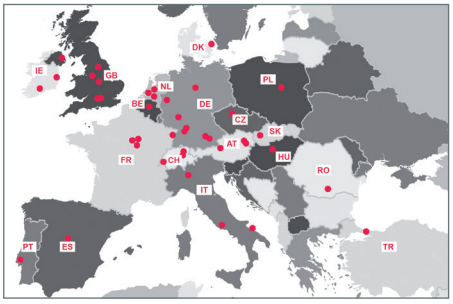
We will create sustainable competitive advantage and profitability for TS, globally, by developing technology solutions that generate value throughout the IT supply chain.

Avnet Technology Solutions (EMEA)

- US-$3.18 billion revenue in FY2013 (July 2012 - June 2013)
- Approximately 1,600 employees
- More than 30 locations
- Central warehouse and integration centre based in Tongeren, Belgium
  - 34,500 square meters
  - ISO 9001: 2000
  - ISO 14001 (Environment)

Our top 10 suppliers:

AMD, EMC, HP, Hitachi Data Systems, IBM, NetApp, Oracle, Seagate, VCE, VMware



Avnet Technology Solutions EMEA does business in more than 30 countries and has dedicated marketing and sales divisions focused on specific customer segments.

During FY14 Avnet will focus on continuing to accelerate your success.
To do this Avnet will:

- Continue supplying Business Partners with sought after IT solutions and services for enterprise data centre, cloud and system environments.
- Offer Business Partners highly competitive computing components and integrated systems.
- Persist in developing end-to-end server, storage, network and desktop virtualization solutions that keep pace with end users IT requirements.
- Provide partners with channel enablement through the provision of sales, technical, marketing, logistical and financial support services.
- Expand SolutionsPath™ across EMEA: This methodology is designed to help our Business Partners to excel in high growth markets by supporting them to develop and enhance their solutions expertise in addressing end user IT challenges.
- Continue to make strategic investments in acquisitions and organic growth opportunities that will give our Business Partners access to a stronger portfolio.

The reason why Avnet is chosen by the experts
With proven experience stretching back to 1921, Avnet has spent over 80 years accelerating the success of partners. Business Partners and Suppliers choose Avnet for many different reasons. The top four reasons that make Avnet stand out as a preferred partner include:

Financial strength - Avnet's financial strength enables investment in shared profitable growth opportunities for Business Partners and Suppliers. Avnet is dedicated to accelerating the success of Business Partners and Suppliers by providing the services, resources and knowledge needed to capitalise on growth opportunities.

Global scale - Providing the broadest global reach of any IT solutions distributor, Avnet uses its technical expertise, knowledge of local markets and trusted business relationships to help Business Partners and Suppliers efficiently enter new markets and geographies to capitalise on business opportunities.

Supplier reach - Through long standing supplier relationships, Avnet has gained in-depth product knowledge and an ability to navigate supplier organisations, ensuring that customers have the information and expertise they need, when they need it. Avnet has built an ecosystem of highly trained and knowledgeable Business Partners who serve as extensions of Suppliers' sales forces, driving brand preference.

Market led - Avnet collaborates with Business Partners and Suppliers to create and deliver effective data centre and IT lifecycle solutions based on local market needs that solve the business challenges of end-user customers.

Latest highlights for Avnet Technology Solutions EMEA:
Visit www.ts.avnet.com/emea/press_centre

Avnet Technology Solutions (Global)

- US-$ $10.4B in FY2013 (July 2012-June 30 2013)
- Approximately 5,700 employees
- More than 80 locations
- Avnet Technology Solutions is an operating group of Avnet, Inc.

Avnet, Inc.

- NYSE: AVT since 1960
- Ticker symbol: AVT
- Sector: Technology
- Founded: 1921
- Incorporated: 1955
- CEO: Rick Hamada
- Global headquarters: Phoenix, Arizona
- Employees: 18,400 worldwide
- Avnet ranked #414 in Fortune Global 500
- Fortune Magazine: Most Admired Company for its industry 2009, 2010, 2011, 2012, 2013
- US-$ 25.5 billion revenue in FY2013 (July 2012 - June 2013)
- Number of locations worldwide: 300

Worldwide headquarters
Avnet Inc., 2211 South 47th Street, Phoenix, AZ 85034, USA
European headquarters
Avnet Europe Comm VA, Eagle Building, Kouterveldstraat 20, B-1831 Diegem, Belgium

www.avnet.com/ts/emea

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