



## Factsheet

**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 is about helping partners develop profitable growth opportunities faster. For this, Avnet has highly skilled teams of sales, technical and marketing experts in the following technology areas:

- Computer Components & Integrated Solutions
- Display Solutions
- Document Management Technologies
- Electronic Point-of-Sale
- Networking & Security
- Server & Infrastructure
- Server Based Computing
- Services
- Software
- Storage & SAN
- Unified Communications
- Virtualisation
- Wireless & Mobility.

**The FY12 focus on continuing to accelerate your success:**

- The supply of enterprise data centre and computing solutions
- Competitive supply of computing components and integrated systems
- The development of end-to-end server, storage, network and desktop virtualisation solutions
- Channel enablement for partners through the provision of technical, marketing, logistical and financial support services
- Development of leading Supplier relationships in strategic high-growth markets
- Exclusive representation of EIZO high-end visual display products.

**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-\$ 3.58 billion revenue in FY2011
- (July 2010 – June 2011)
- Approximately 1,800 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, EIZO, Hitachi, HP, IBM, Microsoft, NetApp, Oracle, Seagate, Western Digital



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

**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** - Avnet understands how to do business locally in each of the countries it serves. This expertise helps Business Partners and Suppliers enter new geographies more efficiently and capitalise on international business opportunities.

**Supplier reach** - Avnet's position as a trusted advisor to Business Partners is made possible by the choice offered through an impressive Supplier portfolio of preferred IT brands. 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 solutions based on local market needs that solve the business challenges of their end-user customers.

**Latest highlights for Avnet Technology Solutions EMEA:**

- August 11, Avnet's SolutionsPath methodology for partner enablement and demand generation is being rolled out in EMEA, helping partners develop a solutions focused approach and skill set to address their customer's business needs
- July 11, Avnet Technology Solutions and Solarflare join forces to develop solutions for optimizing high-performance data centres in EMEA
- July 11, Avnet Technology Solutions UK partners with LifeSize to deliver the latest video technology
- July 11, Avnet Technology Solutions and IBM enter into distribution agreement for retail store solutions in Europe
- July 11, Avnet completes the acquisition of French value-added distributor Amosdec SAS substantially increasing its presence and solutions capability in France
- June 11, Avnet Technology Solutions selected by HP to provide networking solutions in the Middle East Region.

**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

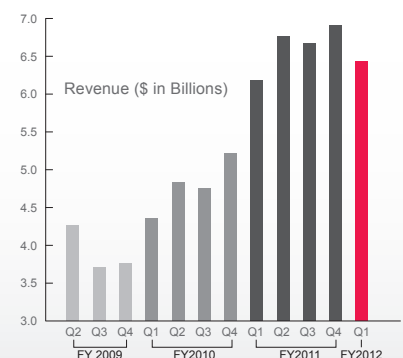
**Avnet Technology Solutions (Global)**

- US-\$ 11.5 billion revenue in FY2011 (July 2010 – June 2011)
- Approximately 6,200 employees
- More than 70 locations
- Avnet Technology Solutions is an operating group of Avnet Inc.

**Avnet Inc.:**

- Exchange: NYSE
- Ticker symbol: AVT
- Sector: Technology
- Founded: 1921
- Incorporated: 1955
- Went public: 1959
- CEO: Rick Hamada
- Global headquarters: Phoenix, Arizona
- Employees: 17,000 worldwide
- Fortune 500 (2011 rank 132)
- No. 1 in its industry on Fortune magazine's Most Admired Companies 2009, 2010 and 2011
- Revenue in fiscal year 2011:
  - US \$26.5 billion
  - Fiscal year end: June
  - Sales within 70+ countries
  - Number of locations worldwide: 300

**Key Financial Metrics – Avnet Inc.**



Sales by Region Q1/12: 43% in Americas, 30% in EMEA, 27% in Asia