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**Arrow Electronics Named a Strategic Global Distributor
for New Dell EMC Partner Programme**
*Deal brings new business opportunities to Arrow's global IT
reseller ecosystem*

London, UK. – 21 February 2017 – Arrow Electronics, Inc. (NYSE: ARW), the only end-to-end value-added technology distributor in the world, has been named to the list of key global distribution partners for Dell EMC's new integrated Partner Programme.

"The Dell EMC programme offers Arrow's global IT reseller ecosystem great opportunities to deliver enhanced customer value and increased profitability," said Sean Kerins, president of Arrow's global [enterprise computing solutions business](#). "Arrow is proud to collaborate with Dell EMC on this new channel programme, which combines the best of the legacy Dell and EMC partner programmes."

The new and integrated Dell EMC Partner Programme was built on channel partner feedback and embodies core tenets of simplicity, predictability and profitability. It includes a distribution-specific track with comprehensive benefits and will provide Arrow's global ecosystem of value-added resellers (VARs), managed service providers (MSPs) and system integrators with generous rebates focused on profitable behaviours; one partner portal with single sign-on and one-deal registration; simplified training; market-aligned targets and much more.

"Distribution is key to helping our partners deliver for their customers," said Jim DeFoe, senior vice president, Global Distribution, Dell EMC. "Arrow Electronics has been a strong partner to both Dell and EMC for several years. As we launch the newly combined Dell EMC Partner Programme, we look forward to expanding this collaboration and maximising the value of distribution for our joint partners."

To learn more about the Dell EMC Partner Programme, please visit <https://www.emc.com/about/news/press/2017/20170208-01.htm>



Five Years Out

VARs, MSPs and system integrators interested in Dell EMC Partner Programme benefits available through Arrow are encouraged to email dellemc.team.ecs.uk@arrow.com

About Arrow Electronics

Arrow Electronics is a global provider of products, services and solutions to industrial and commercial users of electronic components and enterprise computing solutions. Arrow serves as a supply channel partner for more than 125,000 original equipment manufacturers, contract manufacturers and commercial customers through a global network of more than 465 locations serving over 90 countries. Learn more at fiveyearsout.com.

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