

Avnet Technology Solutions, Americas

Fact Sheet

Avnet, Inc. Key Facts

- Exchange: NYSE
- Ticker Symbol: AVT
- Sector: Technology
- Founded: 1921
- Incorporated: 1955
- Public: 1959
- CEO: Roy Vallee
- Global Headquarters: Phoenix, Arizona
- Employees: ~ 16,000 Worldwide
- Auditors: KPMG LLP
- *Fortune* 500 Rank #142 (2010)
- Fiscal Year End: June
- 300 Locations Worldwide
- Sales in 70+ Countries

Avnet Technology Solutions, a leading distributor of IT solutions in more than 70 countries, improves how technology products and services are defined and delivered to businesses worldwide through the channel. We enable solution providers to grow faster by helping them understand and meet their customers' unique business requirements and industry-specific needs with unified solutions that combine technologies and span supplier lines. Avnet Technology Solutions is an operating group within Avnet, Inc., a Fortune 500 company bringing technology to market for more than 50 years.

Avnet Technology Solutions, Americas — at a Glance

- \$4.93B FY10 annual sales
- 4,000 customers
- 2,600 employees

Mission

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

Leadership

Jeff Bawol, President, Avnet Technology Solutions, Americas

Recognition and Awards

- Avnet Named No. 1 in its Industry on *Fortune*'s "Most Admired Companies" (2010, 2009)
- Avnet Receives Netezza Valued Partner Stevie Award (2010)
- Avnet Selected by *CIO Magazine* as a CIO 100 Award Honoree (2010)
- Cheryl Neal and Alison Challman Recognized as Top Women in the Channel by *CRN* (2010)
- Avnet Executives Named Channel Chiefs by *CRN*. Jeff Bawol (2010), Tony Vottima (2010, 2009), Rick Alvarez (2009)
- Avnet Ranked #203 on the *InformationWeek 500*; Seventh Consecutive Year Named to the List (2010)
- Avnet Ranked as the Largest Technology Distributor in the World on *Forbes' Global 2000*; Third Consecutive Year Named to List (2009)
- Avnet Ranked #184 on *Newsweek's* Inaugural Green Rankings of the 500 Largest U.S. Companies (2009)
- Avnet Received "Best Practices in Storage" Award from *Storage Networking World* (2009)
- Avnet Named *Advantech's* Global Partner of the Year (2009)
- Avnet Named *AMD's* Global Distributor of the Year (2009)
- Avnet Named a *Computerworld's* "Best Practices in Green IT" Awards honoree (2008)
- Avnet Won Best Practices Award from *Data Warehousing Institute* (2008)
- Oracle's first and largest enterprise distribution partner
- HP's first enterprise distributor
- AMD's largest worldwide distributor
- One of IBM's largest global distribution partners
- Avnet honored by *Philips Healthcare* four years in a row for customer service excellence and sales generation Suppliers and Technology Offerings
- For a detailed view of our portfolio of more than 100 industry-leading mature and emerging technologies, please visit www.ats.avnet.com/suppliers.

Management Team

Jeff Bawol - President, Avnet
Technology Solutions, Americas

Darren Adams - VP and GM, Cisco
Solutions

Rick Alvarez - SVP and GM, HP
Solutions and Canada

Eric Berry - VP, Strategic Sales

Steve Chlupsa - VP, Group Finance
Officer

Fred Cuen - SVP and GM,
IBM Solutions

Sergio Farache - SVP and GM, Latin
America and Caribbean

Larry Fulop - VP and GM, OEM
Enterprise Solutions

Mike Hurst - VP, Global Supplier
Business Executive

Jolea Kidd - VP, Credit and
Collections

Erin Lewin - VP and Associate
General Counsel

Gavin Miller - VP and GM, Technology
Infrastructure Solutions

Kaylene Moss - VP, Human Resources

Denny O'Connell - SVP, Operations

Ger Purcell - SVP, Global Information
Systems

Chris Swahn - VP and GM, Oracle
Solutions

Anthony Vottima - SVP, Solutions
Marketing and Development

Industry Focus

- Energy
- Government and Education
- Retail
- Financial
- Healthcare

Technology Focus

- Mobility Solutions
- OEM Embedded Solutions
- Storage Solutions
- Networking Solutions
- Security Solutions
- Virtualization Solutions

Services

- Avnet Services (Assessment Services, Design Services, Implementation Services, Managed Services)
- Pre-Sales Technical Support
- Marketing and Demand Generation Services
- Solution Financing
- Logistics Services

Integration and Logistics Services

- Advanced 228,000 square-foot integration and logistics facility
- World-class value-add integration and engineering teams
- Capacity to build and ship over 700,000 systems annually
- ISO 9001:2008 Certification
- ISO 13485:2003 Medical Device Certification
- ISO 14001:2004 Environmental Management Certification

Customers

- Value-added resellers (VARs)
- Independent software vendors (ISVs)
- System builders and integrators
- Original equipment manufacturers (OEMs)

Headquarters

8700 South Price Road
Tempe, Arizona, USA 85284
1-800-409-1483

Contact

1-800-409-1483 in the United States
1-800-668-7982 in Canada
1-305-925-8200 in Latin America and Caribbean
011 +52 (81) 8174-0400 in Mexico

Website

www.ats.avnet.com

Accelerating Your Success™

Avnet Technology Solutions

1.800.409.1483 | www.ats.avnet.com
8700 South Price Road, Tempe, AZ 8528

Avnet Technology Solutions is an operating group of Avnet, Inc. (NYSE:AVT) with locations in more than 70 countries. As a leading distributor of IT solutions, Avnet improves how technology products and services are defined and delivered to businesses worldwide through the channel. We enable solution providers to grow faster by helping them understand and meet their customers' unique business requirements and industry-specific needs with unified solutions that combine technologies and span supplier lines.