

# ARROW OEM COMPUTING SOLUTIONS GLOBAL STRATEGY

FROM CONCEPT THROUGH PRODUCTION



## Global Manufacturing, Logistics, and Support Services

**Arrow OEM Computing Solutions (OCS)** provides worldwide design and engineering services, manufacturing, system integration, post manufacturing support, and supply chain management services to industrial original equipment manufacturers (OEMs) and intellectual property based companies. With state-of-the-art Logistics and Value-Added Centers in the USA, Mexico, and China, Arrow customers can now take advantage of even faster time to market capabilities and dramatically reduced operational costs simply by outsourcing to Arrow.

**New Logistics and Value-Added Centers in China and Eastern Europe will offer Arrow OCS customers unprecedented speed to market for less.**

OCS offers a full range of customizable, scalable products, modular services, and embedded solutions based on components from the world's leading technology suppliers—and they're all

backed by our one Arrow global presence and core competency in logistics. We've assisted pre-product, startup companies all the way up to large, established, multi-national companies, helping them achieve a lower total cost of ownership. Telecommunications, medical instrumentation, video and digital imaging, industrial process control, banking, defense, security, and communications customers have benefited from our services at all points in their product lifecycles.

### What You Need...Where You Need It

Arrow's long standing commitment to exceptional products and service is exemplified in our new world-class facilities and partnerships. These three new strategically located Logistics and Value-Added Centers all boast standard agency certifications, are all ISO 9001:2000, TL 9000, and AS9100 certified. Clean rooms, superior process controls, and a Lean Sigma culture environments offer Arrow customers yet another distinct advantage—unwavering quality.

**To put our enhanced global capabilities to work for you, call your local Arrow representative at 888-427-2250.**

## Arrow OCS Global Capabilities

### Supply Chain Services

- Demand and Inventory Management for OEM Customer Direct and Authorized Distributor Sites in Region
- Price Management

### Manufacturing Services

- Support for OEM Customer Engineering, Product Design, Prototype and Manufacturing Requirements

### Post Manufacturing Services

- DOA Support
- Extended Support
- Depot Repair/Advanced Exchange Programs
- Out of Warranty Support

### Geographic Scope

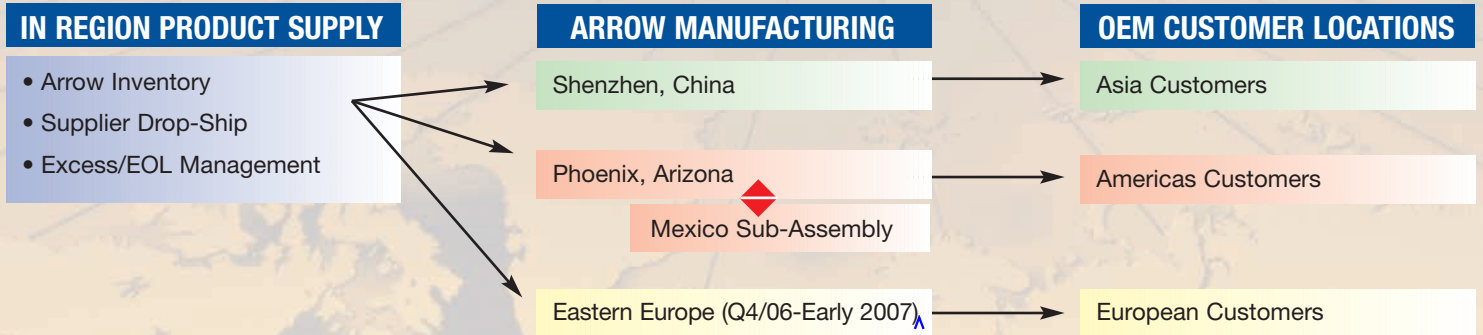
- Americas
- Europe
- Asia

### Key Benefits

- One Global Arrow
- Global Manufacturing Reach to Your Customer Base
- Decreased Time to Market
- Mountain Standard Time Zone Program Management Support
- Logistics
  - Order Management
  - Supplier Engagement
  - Engineering Services
  - Manufacturing
  - Post Sales Services
- Reduction of Product Transit Times



# Expanding Locations—Increasing Advantages



All of Arrow's Logistics and Value-Added Center are ISO 9001:2000, TL 9000, and AS9100 certified. In addition, clean rooms, quality and process controlled environments, and a Lean Sigma cultures are all maintained. Services include engineering to carry out product design, verification and testing, and build-on-demand for a wide range of end applications, including server and storage markets, test and measurement, telecommunications infrastructure, and medical and industrial equipment.

## Shenzhen, China—Seamless Transition/Expansion Into Asia

Thanks to our latest expansion, Arrow's global customers now have a cost-effective way to penetrate the Asian market while maintaining the same quality standards they are accustomed to in North America. Our strategic new location in China is the result of a new manufacturing, logistics, and supply chain partnership with China Great Wall Computer Group, a manufacturing company owned by China Electronics Corp.

Through the agreement, Arrow's Asian OEM customers can have their products assembled at the China Great Wall facility reducing time and cost in placing finished products in the hands of their customers.

This strategic partnership creates a manufacturing facility in China that matches production facilities in North America ensuring our overseas customers that their established manufacturing practices will be replicated exactly and eliminating the need to conduct inspections at multiple manufacturing sites.

In addition, the partnership with China Great Wall makes it easy to shift manufacturing from North America to Asia providing seamless entry without large investments. They want to keep the benefit of their North American configuration. With the China Great Wall partnership, they can now achieve the same quality of manufacturing in China as in North America.

## Eastern Europe—Completing the Picture

Coming soon, Arrow plans to open another Logistics and Value-Added Center in Eastern Europe providing our customers with complete worldwide convenience and cost-savings. Opening in the first quarter of 2007, this facility will feature all the quality and production capabilities of our other centers bringing exceptional, reliable service to all corners of the world.

These new facilities will not only allow Arrow customers to shift manufacturing to more ideal locations, but their entire supply chain can be relocated when it makes logistical sense.

## From Silicon to Solutions—Arrow OCS is the Link Between Selling Components and Complete Solutions

OCS offers complete global solutions. From logistics to design services to manufacturing and more, we can help every step of the way. Our established, lower cost regional sources not only reduce production and shipping costs, they also accelerate time to market. It's worldwide expertise and know how that can integrate your global efforts through one convenient source.

For more information on Arrow's Value-Added Facilities, call 888-427-2250, or contact your Arrow sales representative.

