

Press Release

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Arrow Electronics Accelerates Hybrid Cloud Growth through Microsoft Cloud Solution Provider Programme

CENTENNIAL, Colo - May 3, 2016 - Arrow Electronics, Inc. (NYSE: ARW) today announced its participation in the [Microsoft Cloud Solution Provider Programme](#), which is designed to strengthen customer relationships and expand cloud sales opportunities.

Arrow will leverage its global base of value-added resellers and managed service providers to sell Microsoft Azure, Office 365, Enterprise Mobility Suite and Dynamics CRM Online subscriptions in the United States and Europe. Arrow will grow its sales of Microsoft cloud through value-added services delivered globally to the channel, including cross-vendor solutions, go-to-market playbooks and cloud assessment-migration toolkits - in addition to billing and support services. Arrow is well positioned to drive growth in cloud solutions through its channel relationships in the enterprise data centre, which includes leveraging [ArrowSphere](#); Arrow's cloud marketplace and enablement platform.

"Arrow's value-added services enable our resellers to grow hybrid cloud solution sales to their enterprise customers. We are excited to offer an expanded cloud services portfolio through the Microsoft Cloud Solution Provider Programme," said Steve Robinson, Vice President of Arrow's global cloud business. "As a Microsoft Cloud Solution Provider Programme partner, Arrow is well positioned to provide and enable a range of Microsoft cloud solutions through our channel partner community."

"To meet the growing demand of our cloud-based solutions, we're thrilled to expand the capabilities for cloud providers under the Microsoft Cloud Solution Provider Programme," said Phil Sorgen, Corporate Vice President, Worldwide Partner Group at Microsoft Corp. "By joining the Microsoft Cloud Solution Provider Programme, partners will deepen customer relationships and expand business opportunities in the cloud."



Five Years Out

Arrow helps the world's leading technology vendors and their channel partners accelerate growth, increase profitability and prepare for the future in a rapidly changing IT market. Arrow's cloud channel providers rely on Arrow to connect them with opportunities, extend their reach and simplify their operations.

For more information on Arrow's global cloud solutions, please visit http://ecs.arrow.com/cloud_services/.

About Arrow Electronics

Arrow Electronics (www.arrow.com) 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 100,000 original equipment manufacturers, contract manufacturers and commercial customers through a global network of more than 460 locations serving over 85 countries.