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Arrow receives three awards at Oracle's VAD Global Community Forum

London, UK. – July 13, 2017 – Oracle recognised Arrow Electronics with three awards at the Oracle Value Added Distributors (VAD) Global Community Forum in Budapest, Hungary, in June.

Arrow was presented the following awards:

- "Highest EMEA Overall Revenue Contribution 2017"
- "Highest EMEA Cloud Revenue Contribution 2017"
- "EMEA Cloud Innovation & Best Practices 2017"

The Oracle VAD Global Community Forum was dedicated to business roles and executives among Oracle's value added distributors in Europe, Middle East, and Africa, along with selected guests from Asia Pacific, North America, and Latin America. Oracle executives gave insights on Oracle's latest innovations, new growth opportunities and market trends.

Among the value-added distributors in the EMEA region, Arrow received the three awards for contributing the highest revenue overall as well as for innovation and best practices for cloud, which led to the highest cloud revenue contribution.

Oracle's awards encourage VADs to innovate using Oracle's products and technology to create value for customers. Winning the awards reflects Arrow's success in supporting and enabling its partners in key Oracle areas such as cloud. Some of the key initiatives highlighted by Oracle were the Proof of Value platform, the mobile cloud assessment tool and Arrow's strong expertise in specialised cloud champions per country.

"While Oracle continues to intensify its impressive SaaS, PaaS and IaaS portfolio, we are more than happy to see that our Oracle-related strategy is working, this year backed by three highly significant awards", said Eric Nowak, President Arrow ECS EMEA. "We see end customers rapidly adopting Oracle's strong cloud solutions and move on to combine them with our unique value-added services, including training, solution stacking, cloud assessment and migration."

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 125,000 original equipment manufacturers, contract manufacturers and commercial

ARROW

Five Years Out

customers through a global network of more than 465 locations serving over 90 countries.

About Oracle PartnerNetwork

Oracle PartnerNetwork (OPN) is Oracle's partner programme that provides partners with a differentiated advantage to develop, sell and implement Oracle solutions. OPN offers resources to train and support specialised knowledge of Oracle's products and solutions and has evolved to recognise Oracle's growing product portfolio, partner base and business opportunity. Key to the latest enhancements to OPN is the ability for partners to be recognised and rewarded for their investment in Oracle Cloud. Partners engaging with Oracle will be able to differentiate their Oracle Cloud expertise and success with customers through the OPN Cloud programme – an innovative programme that complements existing OPN programme levels with tiers of recognition and progressive benefits for partners working with Oracle Cloud. To find out more visit: <http://www.oracle.com/partners>.

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