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**Arrow and Nutanix extend collaboration to UK**

**London, UK – 12 November 2018** – Arrow Electronics is putting a stronger focus on converged and hyper-converged infrastructure solutions by expanding its collaboration with enterprise cloud computing leader Nutanix. Arrow has signed new distribution agreements with Nutanix in UK, with the existing collaboration between the two companies in France, Benelux, Spain, Portugal and Scandinavia being strengthened.

At the heart of the Nutanix offering is the company's Enterprise Cloud OS software. The solution combines computing, virtualisation and storage to securely deliver a broad range of enterprise applications and services across multinational locations. The company's web-scale infrastructure is a new approach to designing, deploying and managing data centres that are simpler and more efficient than data centres built using legacy architecture.

The distribution agreement with Nutanix enables Arrow's channel clients to offer their end customers state-of-the-art data centre technologies based on server virtualisation for distributed application environments, including virtual desktop infrastructure, data analytics, cloud and unified communications. Enterprise customers benefit from lower energy and space requirements and significantly reduced storage complexity.

“Converged and hyper-converged solutions have fundamentally changed the way that the modern data centre is designed, offering scalable platforms for the demands driven in terms of scalability, and management”, says Mark McHale, vice president UK & Ireland of Arrow's enterprise computing solutions business. “They combine sophisticated compute, storage and software layers resulting in much greater efficiency. Nutanix is a key player in this market and we look forward to expanding our collaboration.”

“Arrow is an important player in the channel. The collaboration with Nutanix is well positioned within Arrow's extensive value-added service offering and is complementary to existing vendors on the distributor's current line card,” says Jan Ursi, senior director EMEA, Channel and OEM at Nutanix. “A true solutions provider, Arrow has tremendous expertise and a strong focus on networks and data



centre. Arrow's industry knowledge, portfolio of converged infrastructures and highly integrated, software-defined next-generation data centres will be, in particular, of great benefit to our collaboration."

**About Arrow Electronics**

Arrow Electronics guides innovation forward for over 150,000 of the world's leading manufacturers of technology used in homes, business and daily life. With 2017 sales of \$26.6 billion, Arrow aggregates electronics and enterprise computing solutions for customers and suppliers in industrial and commercial markets. The company maintains a network of more than 345 locations serving over 80 countries. Learn more at [FiveYearsOut.com](https://www.fiveyearsout.com)