



## Press Release

### **Arrow Electronics Addresses the AI-Driven Data Center with NVIDIA solutions**

**Paris, x. October 2018** – Global technology provider Arrow Electronics today announced that it has entered into a strategic distribution agreement with NVIDIA. Under the terms of the agreement, Arrow will distribute data center platforms such as NVIDIA® DGX™, NVIDIA virtual GPU (vGPU), and NVIDIA® Tesla® in the EMEA region.

Cloud, IoT and virtualization solutions are key elements of Arrow`s overall solutions and service portfolio. The agreement with NVIDIA opens up a plethora of new data center business opportunities to the IT channel, from infrastructure fulfilment, virtual desktop infrastructure, virtual graphic processing, servers, super computer (HPC) and storage. NVIDIA`s solutions will complement Arrow`s existing server offering from global market leaders, providing value-added resellers and solution providers with greater value and a single source for building their customers` data centers.

The agreement enables the channel community to cross-sell, amongst others, virtual GPUs with other infrastructure solutions. It equips them well for addressing the end-customer`s need for future use cases such as artificial intelligence, IoT and blockchain and other technologies that are driven by extensive data volumes and require high-speed computing.

NVIDIA vGPU provides users with scalable, cost-effective performance in virtual and cloud environments, while the NVIDIA Tesla platform is designed for the most demanding high-performance computing and hyperscale workloads in the data center. NVIDIA DGX is the world`s first portfolio of purpose-built deep-learning systems, designed for AI and analytics.

“Through our new strategic agreement with NVIDIA, our channel customers will have the opportunity to generate new business in the next-generation data center to address computing, hyperscale and consumer internet application areas and cloud computing in nearly every industry,” says Alexis Brabant, vice president of sales for Arrow`s enterprise computing solutions business. “NVIDIA is perfectly positioned and growing strongly in the data center market, and together Arrow and NVIDIA enable the channel to get ready in particular for the tremendously fast-growing business based on artificial intelligence training and artificial intelligence inference.”

“As artificial intelligence increasingly requires parallel access to huge data volumes, the demand for high-performance computing and virtual graphic processing in the data center is growing at significant scale,” says Richard Jackson, head of EMEA Partner Organization, NVIDIA. “Cloud computing has transformed information technology, and the time has now



come for the channel to enter the accelerated computing environment to help their customers achieving strategic advantages based on NVIDIA`s innovations and Arrow`s unique ecosystem and value-added services.”

**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](http://FiveYearsOut.com).

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