

Arrow Electronics Recognized as a Top Provider by Microsoft for 2019

CENTENNIAL, Colo. - Arrow Electronics, Inc. (NYSE:ARW) received the 2019 Indirect Provider of the Year Award from Microsoft (Nasdaq:MSFT), demonstrating excellence in innovation and implementation of customer solutions based on Microsoft technology.

Award finalists and winners were selected from more than 2,900 nominations collected from 115 different countries worldwide based on their commitment to customers, their solution's impact on the market, and exemplary use of Microsoft technologies. The award will be presented at [Microsoft Inspire](#), July 14–18, in Las Vegas.

Arrow earned the award for its success helping Microsoft Cloud Solution Providers accelerate their revenue growth and speed the time-to-market for their unique offerings. They enabled one cloud solution provider in particular, SCC, to exceed their projected Microsoft revenue by 241 percent. Specifically, Arrow leveraged its ArrowSphere platform to build SCC's MyCloudPortal to scale and enable them to analyze real-time analytics on their customers' cloud spend, including usage patterns and notifications of upcoming service expirations. Additionally, Arrow worked with SCC to develop a customized on-boarding and go-to-market strategy, while providing specialized support for their sales, technical and marketing teams.

"ArrowSphere fit SCC's needs perfectly," said Nick Benham, SCC's senior partner manager for Microsoft. "Through MyCloudPortal, we now have a market-leading cloud solution to sell to our customers. SCC teams now spend less time transacting Microsoft cloud services and more time supporting our end users in embedding the cloud technology into their businesses to achieve real impact."

"It's an honor to recognize finalists and winners of the Microsoft 2019 Partner of the Year Awards," said Gavriella Schuster, corporate vice president, One Commercial Partner, Microsoft Corp. "Arrow is successfully leading its industry, building intelligent solutions, addressing complex business challenges and making more possible for customers around the world."

"We are excited and honored to receive this award from Microsoft," said Sean Kerins, global president of Arrow's enterprise computing solutions business. "It is a testament to the strong working relationships that our team has built within both Microsoft and our solution provider community."

About Arrow Electronics

Arrow Electronics (NYSE:ARW) guides innovation forward for over 200,000 leading technology manufacturers and service providers. With 2018 sales of \$30 billion, Arrow develops technology solutions that improve business and daily life. Learn more at fiveyearsout.com.