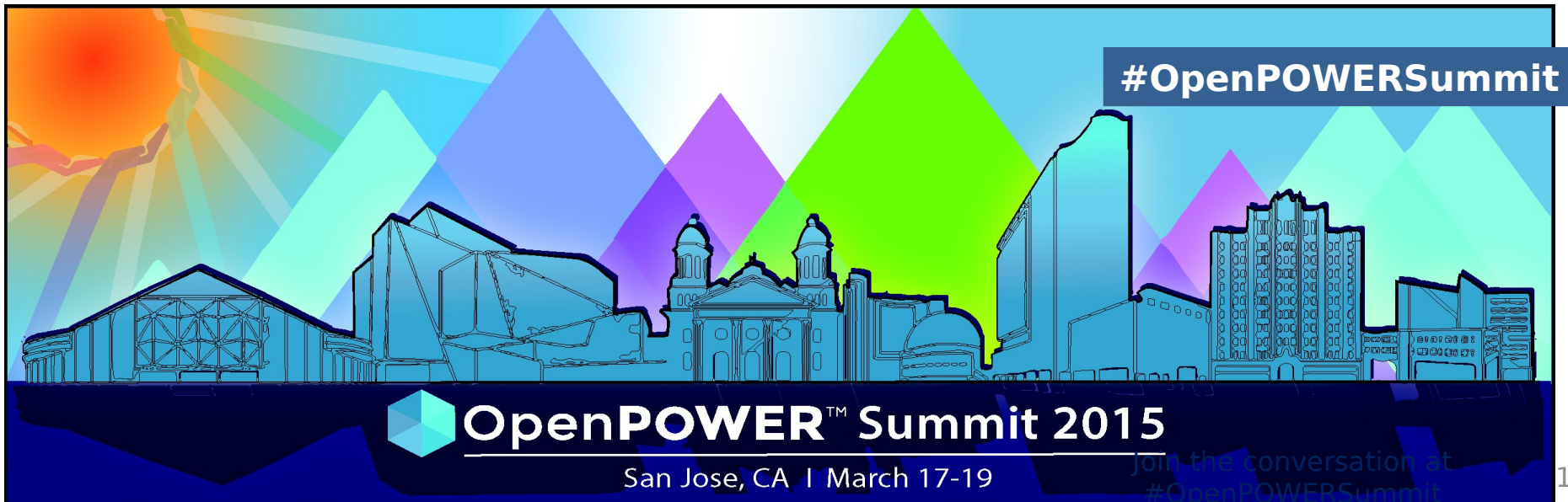




# Avnet – Enabling your Solution

Bret Hawkins  
Supplier Director – IBM  
Avnet



# Avnet Embedded + OpenPOWER

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## Avnet Can Help.

Cost effectively get your solutions to market faster.

### Who we serve:

Companies that market solutions that include their own IP

- OEM, ISV, CSP, MSP, CM, HPC, SP, SI

### What we deliver:

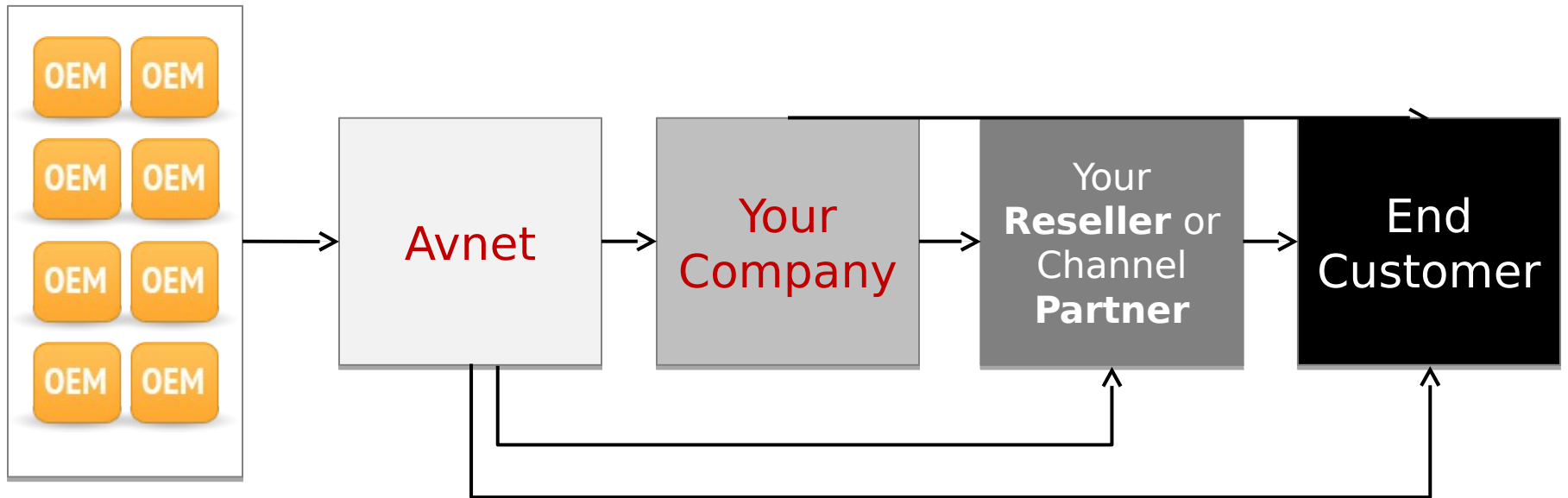
Complex Integrated, Embedded and Appliance solutions

### How we deliver:

- Aggregation Point for IBM Power+ Solutions
- Design, Integration and Supply Chain services
  - Power+HW+SW
- Professional Services
  - Installation, support, hosting, lifecycle, regulatory, education
- Technology / Product Lifecycle Management
  - Firmware and Software Updates
- Solution Call Center Support - Level 1 and 2

# Accelerate your SOLUTION through Flexible Routes to Market

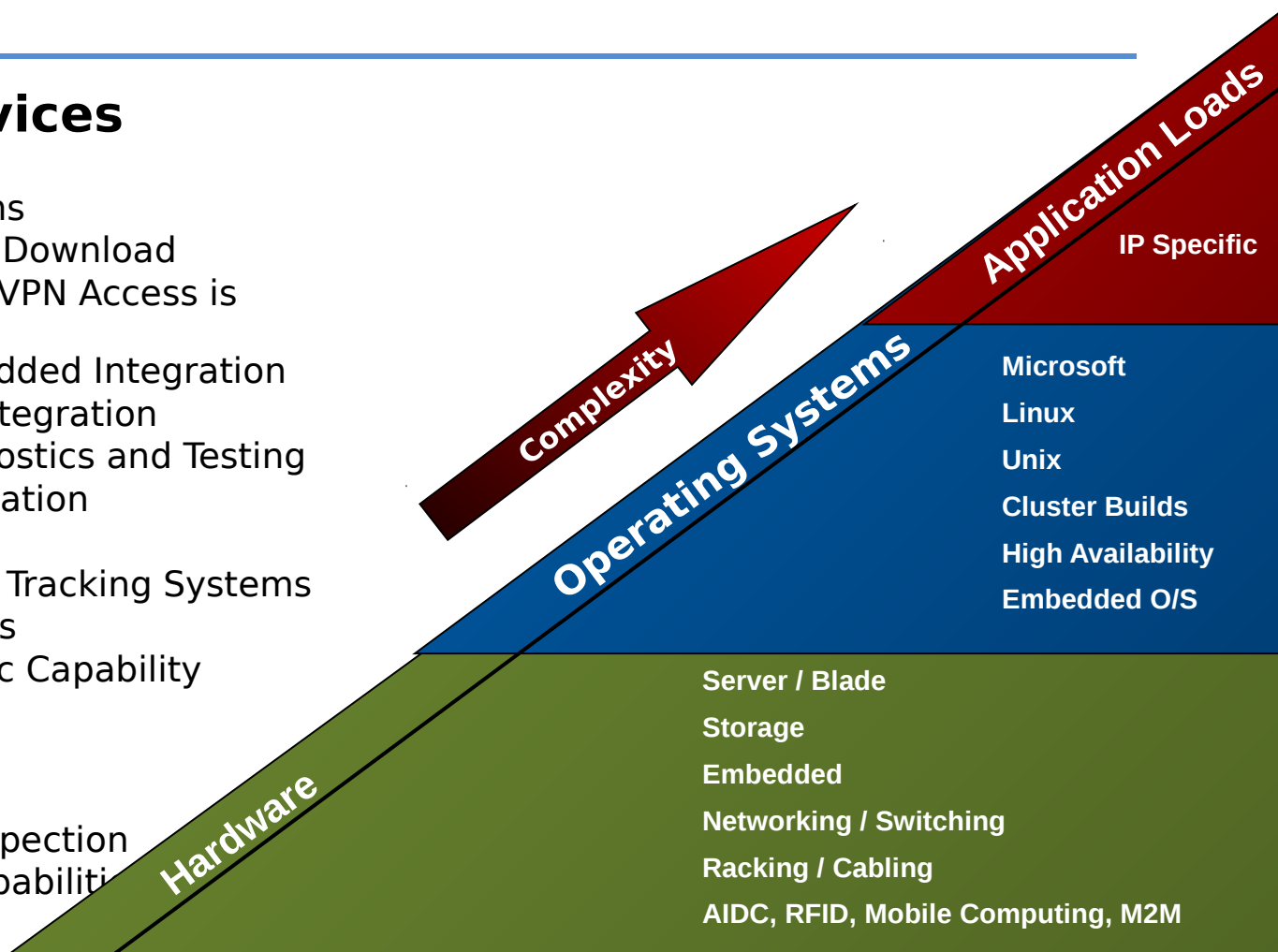
**Get** your product or solution to market based on **YOUR** business needs.



# Avnet Embedded + OpenPOWER

## Integration Services

- Solution Integration
- Cross-Vendor Platforms
- FTP Access for Image Download
- Remote Connectivity/VPN Access is Available
- OEM/Custom & Embedded Integration
- Hardware/Software Integration
- System/Device Diagnostics and Testing
- Asset Tagging/Serialization
- Custom Labeling
- Advanced Integration Tracking Systems
- Return/Repair Services
- Customer Site Specific Capability
- Kitting Services
- Custom Packaging
- Custom Cabling
- Quality Assurance Inspection
- Recovery CD/DVD Capabilities
- Racking
- Application Loading
- Custom Reporting



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# Avnet Embedded + OpenPOWER

- Avnet Build Instruction
- Developed in First Article
- Standardized Approach
- Visually Oriented



## 60+ Engineers Supporting North American Integration

Pre-Sales	Support	Sustaining	System Validation	Post Sales
<p>On-Site Design</p> <p>Road Mapping</p> <p>Supplier Interface</p> <p>Customer design development support</p>	<p>BOM Creation</p> <p>Compatibility</p> <p>PCN/EOL</p> <p>General Questions</p> <p>Third Party Validation</p>	<p>BI Management</p> <p>DFM</p> <p>Production Support</p> <p>ECA/ECO</p> <p>PCN/EOL</p> <p>First Article &amp; Prototype</p>	<p>HALT/HASS Testing</p> <p>Customer App Validation</p> <p>EOL Testing of Substitute Part</p> <p>Compliance / Regulatory Scripting</p>	<p>Failure Analysis</p> <p>RMA</p> <p>In-Process Failures</p> <p>Field Failures</p>

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# Avnet Global Solutions Center

**Global Logistics Facilities**  
 Arizona | California | Massachusetts  
 Mexico | Germany  
 Belgium | Brazil | Asia Pacific



**2.5M**  
Sq. ft. of Space

**8.0M**  
Orders Annually

**56.2B**  
Units Annually

**11.0M**  
Line Items Annually

**288M**  
Devices Programmed Annually

**475,789**  
Integrated Systems Annually

Avnet Global Solutions Center - Chandler, AZ

- 118,000 sq ft warehouse space for storage and ongoing production
- 45,000 sq ft Integration Center
- Dedicated inbound receiving and outbound shipping areas for receipt of products and shipping to customers
- 3,000 sq ft First Article lab
- 3,000 sq ft repair depot

**8** Global Integration Centers **11** Global Distribution Centers **8** Global Programming Centers

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