

Accelerate Cloud-Enabled IoT Product Development with Arrow and Microsoft Azure

Build Scalable IoT Systems with a Balanced Edge and Cloud Implementation

The breadth and specifics involved in driving successful business transformation initiatives can be overwhelming. Arrow, together with Microsoft, offers solutions to make the journey to the cloud seamless, cost-effective, and low risk. The capabilities target OEMs, ISVs, and SIs embarking on new business models and making cloud infrastructure a key element of next-generation products and services.

- ▶ Mitigate project risk
- ▶ Speed up deployment
- ▶ Scale seamlessly
- ▶ Get on-demand expertise
- ▶ Improve cash-flow

Step 4

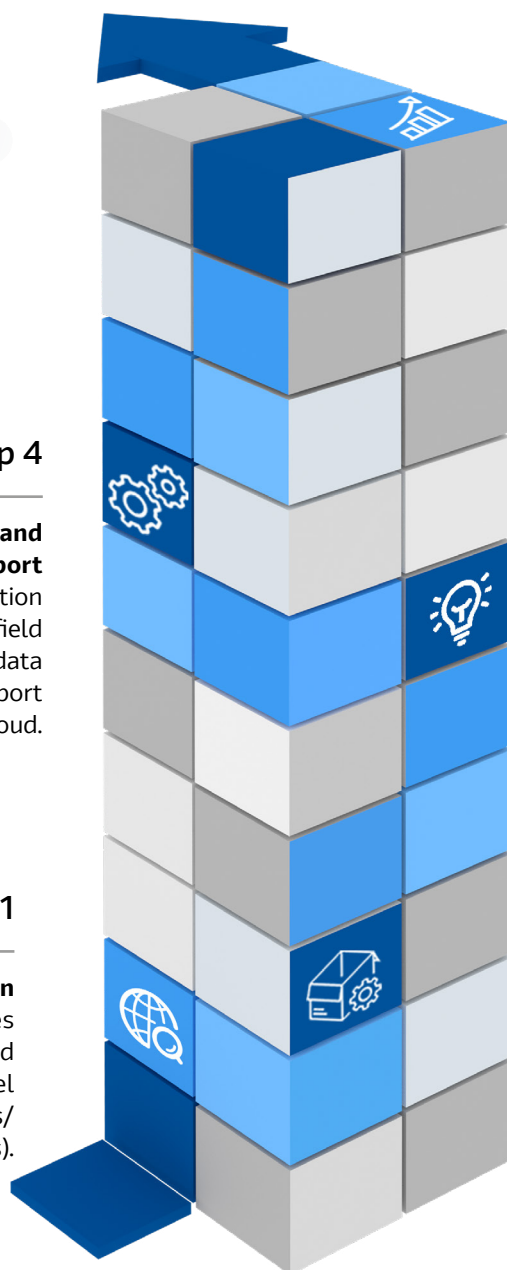
Implementation of Services and Support

"Get it right the first time" Implementation services include on-site and field deployments for edge devices and data centers. 24x7 personalized support services on hardware, software, and cloud.

Step 1

Discovery Session

Assess business objectives, use cases and current state analysis, build technology framework and high-level architecture (in one or more sessions/workshops).



Step 5

Ongoing Product Management

Managed services include provisioning, secure de-commissioning, and software updates. Tracking new technology advances for new-features/products & supply chain factors like product obsolescence, upgrades, etc.

Step 3

From PoC to Production

The transition from proof-of-concept to scalable production. Arrow accounts for scaling considerations including component procurements, manufacturing, logistics, global deployments, compliance, etc.

Step 2

Product Development Services

From concept to final product including hardware, software, firmware, and cloud-related development for a variety of end-markets. Arrow experts fill any skill-gap required for building highly-connected products.

Flexible Cloud Solutions for Your IoT Projects

Microsoft Cloud Solution Provider (CSP) program is designed to enable device makers to build cloud-enabled products with ease. The CSP program simplifies the process of buying and managing Microsoft cloud services, a unleashing new business models and revenue opportunities. An infrastructure-as-a-service model, CSP allows device makers to cope with changing infrastructure and also pay based on usage. Device makers can now obtain easy scalability and low capital expenditures with hassle-free contracts. Arrow's long standing relationship with Microsoft helps customers develop cloud-based technologies from concept to implementation seamlessly.

Benefits of Engaging a CSP



No-long term contracts: Option to cancel any time and no fixed 3-year agreements



Minimal upfront investment: Pay-as-you-go model with monthly invoicing based on usage



Scale: No penalties for scaling usage up or down to meet business needs



Support: 24x7 support with priority access for escalations with Microsoft



Self-management portal: Proactively manage consumption, get detailed billing, and set budget alerts

Get More by Choosing Arrow as Your Microsoft Cloud Provider

Engineering Services for Cloud-Enabled Product Development

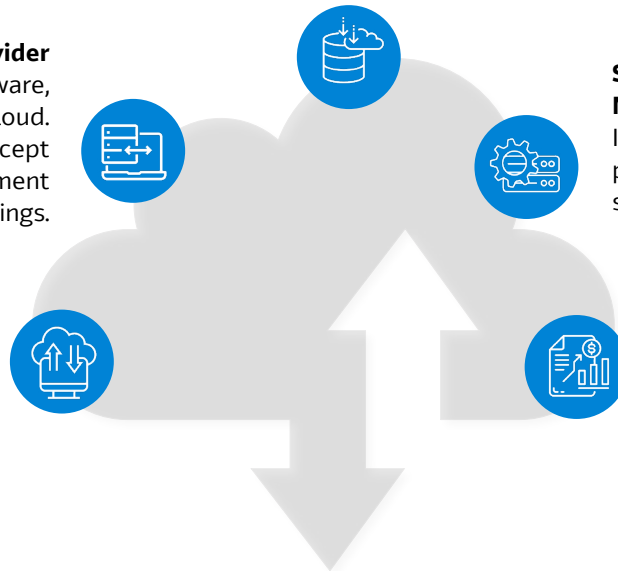
Hardware, software and application design services, "cloud-ready" product development, testing, optimization, 3rd-party application integration, analytics, and data modeling.

Full-Solution Provider

Product offerings include hardware, operating systems, software, and cloud. Value-added services from concept to deployment and management complement product offerings.

Cloud Expertise

Microsoft Azure Gold Partner, cloud assessment, cost analysis, migration, cloud-native development and implementation, and on-going management.



Simplified Deployment, and Management

Installations, field deployments, provisioning, post-deployment support, and management.

Arrow Capital Solutions

Financing, leasing, pay-as-you go and subscription models, low-interest loans and extended payment terms.

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