



Arrow CloudEdge Program

Solutions and Services for
Connected-Product Development





Cloud-Connected Product Development

The emergence of cloud infrastructure is fundamentally altering how businesses conceive and deliver products. Continuous connectivity and on-demand scale are enabling a new generation of connected products. From the network edge to the cloud, businesses can now deliver value-added services and simultaneously enable new modes of human-machine interaction. While the potential of products and services enabled by the cloud is enormous, successful execution relies on skilled resources that can integrate a broad range of technologies. In addition, building efficient and future-proofed systems require navigating an everchanging technology and innovation landscape.

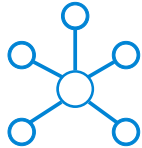
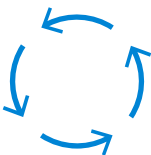
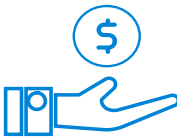
Before embarking on a full-fledged effort to build connected products, stakeholders must consider the desired business outcomes. Once business outcomes and use cases are clearly defined, best-fit technology platforms must be evaluated. These include hardware, software, security, and cloud systems that interact seamlessly. Approaches for cloud-based management and monitoring of connected products should also be developed. Finally, zero-touch provisioning, data collection for analysis, and remote optimization of field devices are important considerations.

All product development phases from hardware design to cloud engineering require an ecosystem of technology providers. Choosing the best fit among a complex supplier landscape is a critical task. An effective partner can help drive focus to the right solution and support implementation with best practices-based approaches that account for security, infrastructure, and scale in all aspects. Further, partners who offer expertise throughout the product lifecycle can accelerate transformational efforts and hasten new avenues for growth.

The Arrow CloudEdge Program

The Arrow CloudEdge program has been conceived to accelerate the development and deployment of cloud-connected products and solutions. The program offers a comprehensive set of services for hardware and firmware development, cloud integration, data services, all the way through management of deployed solutions, including repair and warranty processes. Further, global reach and coverage, go-to-market services, and capital solutions help achieve scale and meet financial objectives.

Arrow CloudEdge Program Offerings

Connected Devices  – Edge-to-cloud architecture definition/review/audit – Hardware, software, and cloud integration – Engineering design services – Simplified hardware and software sourcing	Cloud  – Cloud migration services – Cloud readiness assessment – Cloud-only and hybrid cloud designs – Cloud storage and related services – Cost analysis and optimization – Leverage Azure programs (Ex: Azure Credits)
Data Services  – Azure cloud storage and services – AI and ML engineering services – Business intelligent and data analytics services	Management  – Product lifecycle services – Remote device management – 24x7 support services – Repairs and warranties
Capital Services  – Mix of OpEx, CapEx, and outcome-based financing models – 0% to low-rate financing options – Custom models for specific requirements	

What Challenges does the Arrow CloudEdge Program Solve?

- **Closing the skill gap and technology complexity:** Integrate the best-in-breed technologies, agile product development, and services deployment
- **Funding and access to capital:** Flexible CapEx and OpEx financing models to improve cash flow and increase margin
- **Reaching global scale and expanding to new markets:** Global certifications, fulfillment, and supply chain support, and go-to-market services
- **Lowering risk:** Proven partner with expertise throughout the product lifecycle to help successfully launch and manage deployments
- **Reducing total cost of ownership (TCO):** Cost-effective product development and deployment solutions

Who Are Our Clients?

Original Equipment Manufacturers (OEMs), Independent Software Vendors (ISVs), and System Integrators (SIs) offering connected products and/or services in manufacturing, industrial, retail, healthcare, safety and security, and transportation markets.

Markets we Serve



Manufacturing



Industrial



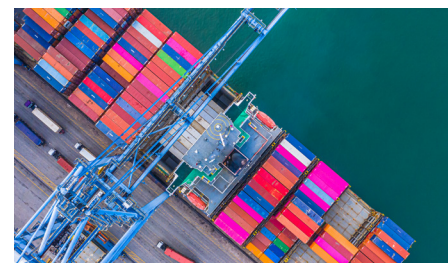
Retail



Healthcare



Safety and Security



Transportation

Why Engage with Arrow

Arrow offers solutions to make the journey to the cloud seamless, cost-effective, and low risk. Our capabilities target OEMs, ISVs, and SIs embarking on new business models and making cloud infrastructure a key element of next-generation products and services.

- **Full solution provider:** Product offerings include hardware, operating systems, software, and cloud. Value-added services from concept to deployment and management complement product offerings
- **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
- **Cloud expertise:** Cloud assessments, cost analysis, migration, cloud-native development and implementation, and ongoing 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

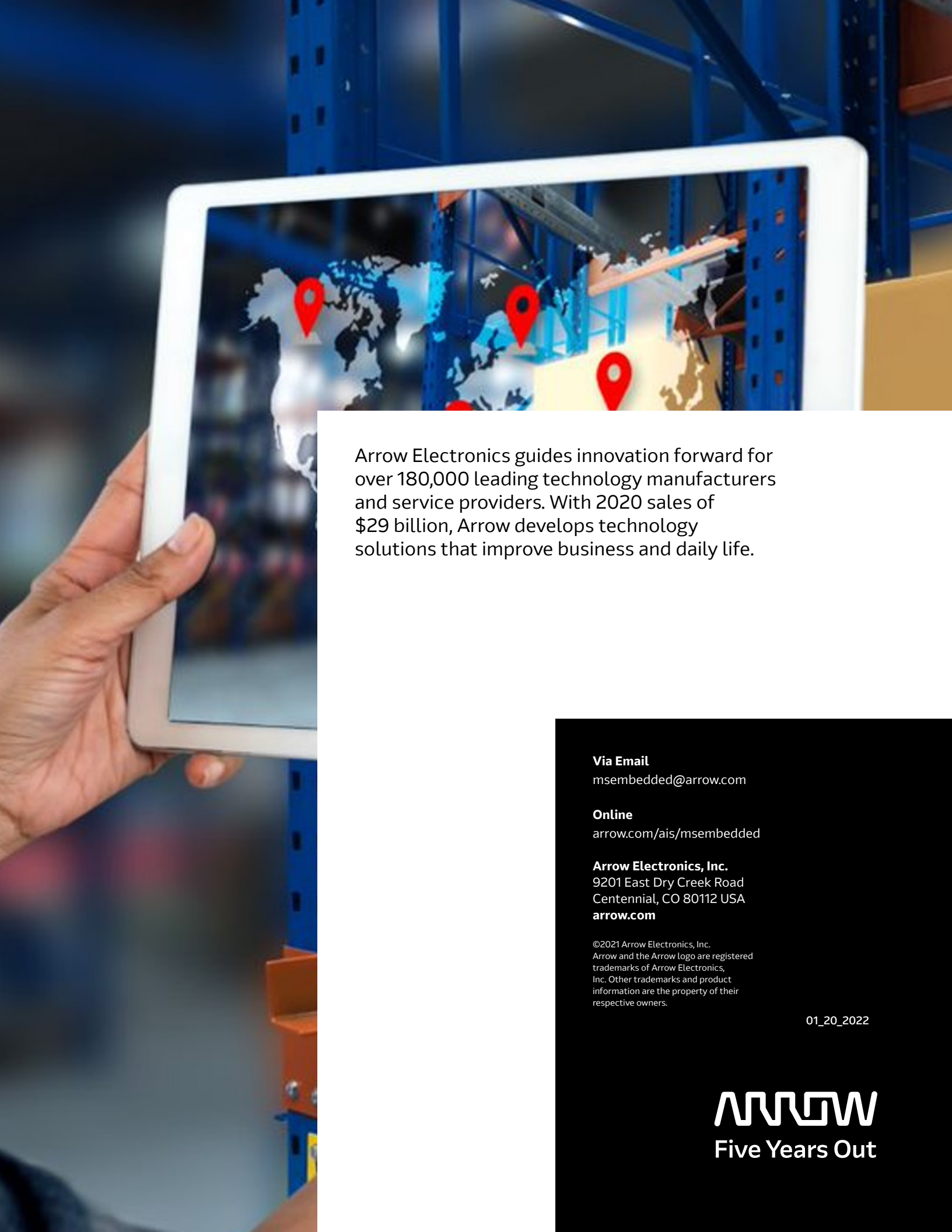
Eligibility Requirements

- OEMs, ISVs, or SIs with an approved cloud-connected product development project with an intent to deploy in 12 months
- This program is available for customers based in the US, Canada, and the EMEA region (Europe, Middle East, and Africa)

Getting Started

Work with your Arrow sales professional to setup an initial meeting where we can discuss your business objectives, vision, and key challenges for your cloud-enabled project. We will schedule a workshop to discuss architectural requirements, technology choices, and project timelines.

You can contact us directly at membedded@arrow.com and one of our experts will respond within 24 business hours.



Arrow Electronics guides innovation forward for over 180,000 leading technology manufacturers and service providers. With 2020 sales of \$29 billion, Arrow develops technology solutions that improve business and daily life.

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Five Years Out