

Aerospace
& DefenseBusiness
IntelligenceData
CenterPower
ManagementInternet
of Things

Cloud

Mobility

Security

Intelligent Systems

Lenovo OEM Solutions

A New Path to Revenue. Winning OEM Solutions. Together.

Combining Lenovo's breadth of product and Arrow's global engineering resources, together we enable OEMs to focus on their core value add and accelerate their time to market giving them a competitive edge.

Arrow's End to End Services to Fuel Your Success

Whatever you need, we have the people, the expertise and the passion to support your success through every phase of the OEM solution.

> SUPPLY CHAIN & INVENTORY MANAGEMENT

- Inventory planning • Process analysis • Order automation • Landed cost optimization
- Global pricing and compliance • Transportation services • On-site terminal and warehousing
- Electronic commerce • Kitting • Material planning and sourcing • Ship-to-dock logistics

> DESIGN ENGINEERING

- Customized chassis, touch screen and standard-based computer architecture solutions
- Projects of any scope • Forecasting and strategy • Accelerated time to market

> GLOBAL LOGISTICS

- Export compliance expertise • Streamlined product transit • Pre-design to market delivery
- Instant, scalable global infrastructure

> GLOBAL MANUFACTURING & INTEGRATION

- State-of-the-art integration centers and warehouse facilities • Hardware solution design
- Custom packaging • Ruggedization • System diagnostics • Product compliance & testing
- CopyXact™ Manufacturing that streamlines manufacturing across multiple locations

> POST MANUFACTURING SUPPORT

- Turnkey solutions • Work with existing capabilities • Fulfillment • Warranty and repair
- End-customer hardware support

> FINANCING PROGRAMS

- \$22B in assets to back your needs • Fair market value and full payout leases • Open account
- Escrow • Inventory financing and flooring

> ASSET DISPOSITION & REVERSE LOGISTICS

- Maximize value in the resale of assets and inventory • Processing and recycling expertise
- Data security • Regulatory guidelines compliance expertise • Reintegrate returned materials

Lenovo and AIS —
the advantages you
need to compete
successfully in the
OEM market.

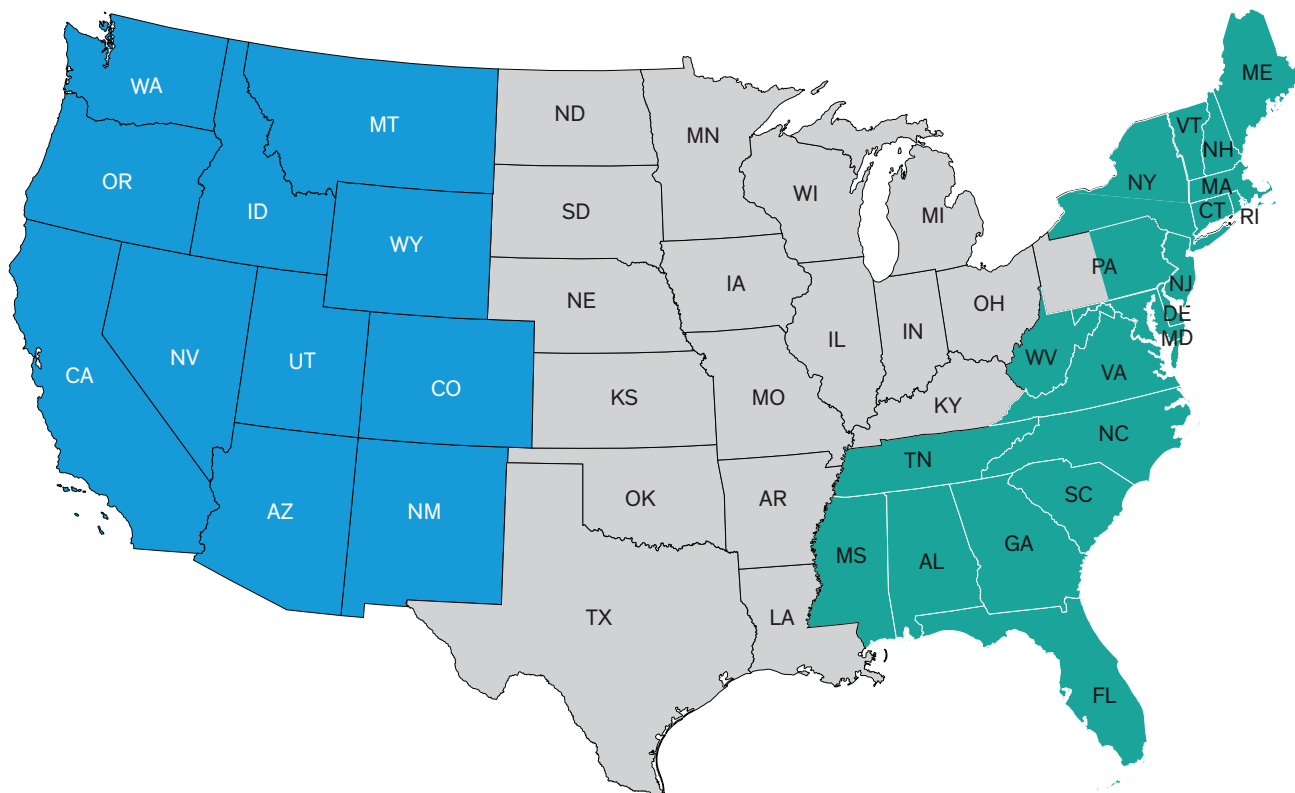
Arrow

- > Ticker Symbol: ARW (NYSE)
- > Founded: 1935
- > Incorporated: 1946
- > Public: 1961
- > FY15 Sales: \$23.3B
- > Location: 460+ worldwide locations
- > Fortune 500 Ranking: #119
- > Employees Worldwide: 18,500+
- > Customers Worldwide: 100,000+

What is an OEM?

- > OEMs embed compute technology, with their own Intellectual Property (IP)
- > OEMs have IP (software, hardware, services) that needs computing hardware to deliver industry solutions
- > Examples include: virtualized storage, global VPN services, control systems, communications hardware, etc.

The Lenovo Intelligent Systems Team



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