

# Avnet Technology Solutions, Americas

## Fact Sheet

### Avnet, Inc. Key Facts

- Exchange: NYSE
- Ticker Symbol: AVT
- Sector: Technology
- Founded: 1921
- Incorporated: 1955
- Public: 1959
- CEO: Rick Hamada
- Global Headquarters: Phoenix, Arizona
- Employees: ~ 17,000 Worldwide
- Auditors: KPMG LLP
- *Fortune* 500 Rank #108 (2012)
- Fiscal Year End: June
- 300 Locations Worldwide
- Sales in 70+ Countries

Avnet Technology Solutions, a leading distributor of IT solutions in more than 70 countries, improves how technology products and services are defined and delivered to businesses worldwide through the channel. We enable solution providers to grow faster by helping them understand and meet their customers' unique business requirements and industry-specific needs with unified solutions that combine technologies and span supplier lines. Avnet Technology Solutions is an operating group within Avnet, Inc., a Fortune 500 company bringing technology to market for more than 50 years.

### Avnet Technology Solutions, Americas — at a Glance

- \$11.5B FY11 annual sales
- 4,000 customers
- 2,600 employees

### Mission

We will create sustainable competitive advantage and profitability by developing technology solutions that generate value for the IT supply chain.

### Leadership

Jeff Bawol, President, Avnet Technology Solutions, Americas

### Recognition and Awards

- Avnet Ranked #108 on Fortune 500 List (2012)
- Avnet Named No. 1 in its Industry on Fortune's "Most Admired Companies" (2012, 2011, 2010, 2009)
- Cisco's Worldwide Data Center Architecture Award (2012)
- HP Partner in Excellence Award (2012)
- Brocade Distributor of the Year (2012)
- Showcase in Excellence Award from Arizona Quality Alliance (2012)
- Avnet Executives Named Channel Chiefs by CRN. Jeff Bawol (2010, 2012), Tony Vottima (2011, 2010, 2009), Fred Cuen (2011), Rick Alvarez (2009)
- Avnet's Cheryl Neal (2011, 2010), Gail Brown (2011), Nicole Enright (2011) and Alison Challman (2010) Recognized as Top Women in the Channel by CRN
- IBM's 2011 Latin America Excellence Award (2011)
- Avnet Ranked #104 on the InformationWeek 500; Eighth Consecutive Year Named to the List (2011)
- Avnet Celebrates 50 Years on the New York Stock Exchange (2010)
- Oracle's first and largest enterprise distribution partner
- HP's first enterprise distributor
- AMD's largest worldwide distributor
- One of IBM's largest global distribution partners
- First distributor certified for Cisco's Unified Computing System B- and C-Series Authorized Configurator in U.S. and Canada
- For a detailed view of our portfolio of more than 100 industry-leading mature and emerging technologies, please visit [www.ats.avnet.com/suppliers](http://www.ats.avnet.com/suppliers).

## Management Team

Jeff Bawol - President, Avnet  
Technology Solutions, Americas

Darren Adams - VP and GM, Cisco  
Solutions

Rick Alvarez - SVP, Services

Eric Berry - VP, Strategic Sales

Fred Cuen - SVP and GM,  
IBM Solutions and Avnet Canada

Nicole Enright - VP, Strategic  
Enablement Services

Sergio Farache - SVP and GM, Latin  
America and Caribbean

Daniel Friedman - Associate General  
Counsel

Mike Hurst - VP, Global Supplier  
Business Executive

Scott Look - VP and GM, Technology  
Infrastructure Solutions

Tony Madden - SVP, Global Supplier  
Business Executive

Gavin Miller - VP, Marketing,  
Solutions and Sales Acceleration

Kaylene Moss - VP, Human Resources

Denny O'Connell - SVP, Operations

Ger Purcell - SVP, Global Information  
Systems

Cookie Serrano - VP, Group Finance  
Officer

Chris Swahn - VP and GM, Oracle  
Solutions

Anthony Vottima - SVP and GM, HP  
Solutions

## Industry Focus

- Energy
- Government and Education
- Retail
- Financial
- Healthcare

## Technology Focus

- Mobility Solutions
- OEM Embedded Solutions
- Storage Solutions
- Networking Solutions
- Security Solutions
- Virtualization Solutions

## Services

- Avnet Data Center Lifecycle Services for all IT lifecycle stages (Plan, Acquire, Integrate, Deploy, Manage, Dispose)
- Pre-Sales Technical Support
- Marketing and Demand Generation Services
- Solution Financing
- Logistics Services

## Integration and Logistics Services

- Advanced 228,000 square-foot integration and logistics facility
- World-class value-add integration and engineering teams
- Capacity to build and ship over 700,000 systems annually
- ISO 9001:2008 Certification
- ISO 13485:2003 Medical Device Certification
- ISO 14001:2004 Environmental Management Certification

## Customers

- Value-added resellers (VARs)
- Independent software vendors (ISVs)
- System builders and integrators
- Original equipment manufacturers (OEMs)

## Headquarters

8700 South Price Road  
Tempe, Arizona, USA 85284  
1-800-409-1483

## Contact

1-800-409-1483 in the United States  
1-800-668-7982 in Canada  
1-305-925-8200 in Latin America and Caribbean  
011 +52 (81) 8174-0400 in Mexico

## Website

[www.ats.avnet.com](http://www.ats.avnet.com)

*Accelerating Your Success™*

### Avnet Technology Solutions

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8700 South Price Road, Tempe, AZ 85284

As a global IT solutions distributor, Avnet Technology Solutions collaborates with its customers and suppliers to create and deliver services, software and hardware solutions that address the business needs of their end-user customers locally and around the world. For fiscal year 2011, the group served customers and suppliers in more than 70 countries and generated US \$11.5 billion in annual revenue. Avnet Technology Solutions ([www.ats.avnet.com](http://www.ats.avnet.com)) is an operating group of Avnet, Inc.