



## Arrow ECS Signs Distribution Agreement with Trapeze Networks

**LINZ, Austria (August 12<sup>th</sup>. 2010) – Arrow Enterprise Computing Solutions, a business segment of Arrow Electronics Inc. [NYSE: ARW], today announced a distribution agreement with Trapeze Networks, marking the enterprise Wi-Fi systems manufacturer's first entry into the Southeastern European market.**

Arrow ECS will introduce resellers in Austria, Switzerland and select Southeastern Europe countries to the full range of Trapeze's award-winning Smart Mobile® wireless local area network (WLAN) products, which deliver highly scalable solutions that support voice-over-Wi-Fi, enterprise mobility, location-based services and outdoor connectivity.

Unlike other solutions that require costly infrastructure upgrades to support high-bandwidth, low-latency applications, Trapeze's Smart Mobile architecture protects customers' existing investments. Trapeze has delivered WLAN solutions to more than 3,000 enterprise customers across a multitude of industries, with a particular focus in health care, education, government and manufacturing. Trapeze appointed Arrow ECS based on its highly successful channel-service model and advanced engineering skills and technical facilities.

Arrow ECS Internet Security AG distributes a comprehensive portfolio of product security, server, storage and virtualization solutions. It supports resellers in the realization of customized solutions through presales project design and planning, as well as installation and support services. In addition, it supports the business needs of resellers through finance, marketing and training services. More information is available at [www.arrowecs.at](http://www.arrowecs.at).

### **ABOUT ARROW ENTERPRISE COMPUTING SOLUTIONS**

Arrow ECS, a business segment of Arrow Electronics Inc. [NYSE: ARW], provides enterprise and midrange computing products, services and solutions to value-added resellers, system integrators, and independent software vendors. Based in Englewood, Colo., and with offices in 26 countries, Arrow ECS connects its customers to the world's foremost technology suppliers. Arrow ECS reported \$4.9 billion in global enterprise computing solution sales in 2009. Visit [ecs.arrow.com](http://ecs.arrow.com) for more information.

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