Windows 10 Large
Enterprise Campaign
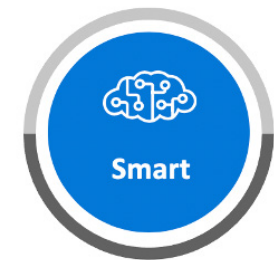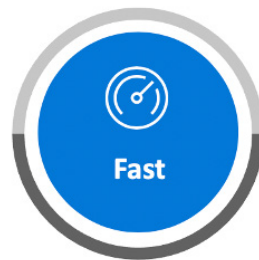
AVNET®
Reach Further™

Windows 10 – A Complete Solution to Embedded Devices for Large Enterprises

If you're a large enterprise or a company with sites in more than one location, manufacturing fixed function, embedded devices, Avnet Integrated can offer you an efficient, flexible, outsourced solution for your software and hardware, backed by specialist expertise and tailored exactly to your needs.

If you're building multiple units, using desktop and server solutions and bulk buying licences, we can help you get to market faster, save time and cost and reduce your risk.

Fast

Safe

Smart

Why Choose Avnet Integrated for your Embedded Products and Solutions?

We are a world leader in technology design and manufacture. We know all about the development and manufacture of embedded products and can help you accelerate product development, reduce risk and save time, budget and resources. Through our acquisition of MSC in Germany, we are an original equipment manufacturer (OEM) ourselves. We have the in-house technical expertise to assist you at all stages of your product development and manufacture.

As one of the largest distributors in EMEA, we can also use our extensive distribution network to support you with direct delivery of your finished products.

There are a number of key stages we can help with the development, manufacture, configuration, installation and delivery of your embedded products.

Why Choose Avnet Integrated for your Embedded Products and Solutions?

01. Product Design

You can leverage the skills of our product development team to help you to get your products out of development and into production quicker. Many years of product development expertise means we have probably developed similar solutions or products to yours and can advise you on build efficiencies as well as custom build solutions. You can trust us with any project – from straightforward built-in displays to full custom-built data centre solutions.

02. Microsoft Embedded / IoT Licensing support

Avnet is an authorized Microsoft Embedded license partner and distributor with a team of in-house technical and licence specialists that can assist you with licence management. We can answer in depth technical queries to help ensure you are getting the optimal license setup for your business and ensuring compliance with Microsoft rules. We can provide Embedded licensing, saving you time and money and licensing for Windows 10 IoT and Server, as well as other Microsoft solutions and embedded channel programs. Through our Extended Security Update (ESU) scheme, we can also support older versions of Microsoft licence as well – or you can benefit from the special CAL-less Server program. If you don't know the exact part number you need for your Microsoft licence, we can help you understand the benefits of different licence options and ensure you select the right one.

03. Manufacturing solutions

As an OEM ourselves, we can provide partly, or completely manufactured solutions. This can be through provision of a range of standard products, or we can work with you to build custom products and solutions. We can supply whatever you need, including new products built completely from scratch.

04. Complete build solutions

If you're buying lots of workstations and servers together, Avnet can also help. Working with our software and hardware partners, we can build, preconfigure and test your products on your behalf. This can include hardware such as boards and displays and finished units from our partners like HP, Dell, Lenovo and software from Microsoft, Intel and VM Ware. We can pre-load the software at our facility at Freiberg so that your products are built to order, tested and ready to ship. Whatever your requirement, we can assist you to get the correct technical specification for hardware and licensing and build on your behalf.

05. Distribution

As one of the biggest distributors in Europe, once your embedded products are built and tested, we can complete the final stage for you with delivery through our huge network. We can source, print and pack your products in packaging designed with your own branding, and to your precise specifications. We can handle customs through export and import on your behalf. Finally, we can even manage the billing for you. We can cover every stage necessary to complete your order and deliver your products direct to your customers, on your behalf.

You can trust Avnet Integrated can provide a complete solution for the development, construction, configuration and delivery of your embedded solutions.

Things to consider when choosing an Operating System (OS) for your embedded devices

Long-term support

· Your device will be in service for many years. How will you get support in the future?

· Windows 10 IoT Enterprise is supported for 10 years.

OS updated

· Your device will need to be updated with security patches and bug fixes.

· Microsoft provides many options for both cloud and on-premise OS updating.

Security

· Windows 10 IoT Enterprise includes the latest security advances in Windows 10 to protect your IoT solutions from device to cloud.

Long product lifetime

· Continue to produce and sell your devices for 10 years.

· Extend your product lifecycle with Embedded licenses.

· Licenses are available for 10 years, from Microsoft release date.

· No need to buy the latest release and perform additional costly downgrade actions.

Management

· Device management is key to keeping a device operating smoothly.

· Microsoft has been providing enterprise-grade management for decades and most of the existing tools used to manage Windows work with Windows 10 IoT Enterprise.

Full featured

· Windows 10 IoT Enterprise has built-in features for machine learning, speech, cognitive services, container support, ROS and video & audio processing. No third party libraries are required.

Which is the right channel to buy your Windows 10 and Windows IoT Server licence?

- **The OEM IoT / Embedded channel** was created for those businesses making dedicated devices. It is optimised for features, pricing and licensing rights and is available through Avnet Integrated.

- **The general purpose OEM channel** only licences Windows 10 Pro and Home editions.

- **The volume licensing channel** provides businesses with enterprise offerings for their internal devices.

So if you're looking for Windows 10 IoT Enterprise, Windows Server IoT 2019 or SQL IoT 2019, the OEM Embedded channel is the right one for you.

Channel	Usage	Desktop operating systems offered	Licensed to	Cost	Support lifecycle	Resellable
OEM Embedded	Dedicated device	Windows 10 IoT Enterprise Windows 10 IoT Core	Physical device	$	10 Year updates Includes Microsoft Extended support	Yes
OEM MNA & SB	General purpose device	Windows 10 Pro Windows 10 Home	Physical device	$$	18 Months	Yes
Volume Licensing	General purpose device	Windows 10 Enterprise	End user company	$$$	10 years updates. No Ext. Support.	No

How Windows 10 IoT, SQL and Windows Server IoT Licensing can support your IoT or Embedded product development

The Internet of Things (IoT) is a huge opportunity that is opening up the need for many more fixed function devices and driving innovation. IDC say that the worldwide spend on IoT in 2019 was over $745 billion and they are expecting 80 billion connected 'things' by 2025*

$745 billion
worldwide spend on IoT for 2019[2] - IDC

80 billion
connected "things" by 2025[3] - IDC

$250 billion
going to IoT hardware in 2019[2] - IDC

Microsoft

How Windows 10 IoT, SQL and Windows Server IoT Licensing can support your IoT or Embedded product development

Embedded projects can be complex

Long lasting and secure products, especially those connected to the internet, can be complex to develop and build. Security is often approached at each level individually – device security is treated separately to data security, for example Linux solutions often rely on security from different 3rd party vendors, which can be harder to implement and build in complexity which you are trying to avoid.

Avnet Integrated can help

Difficult to construct

To help throughout the construction of your project

With our design, manufacturing and distribution services, we can help you get your embedded devices to market quicker, with less risk and less outlay. Working in partnership with Microsoft, utilizing their IoT licenses and CSP services specifically made available for OEMs, we can help you build integrated solutions that work together seamlessly.

Slow to build

To increase development and build speed to market

Microsoft provides enterprise grade dev tools and documentation including extensive sample code, through the embedded IoT license channel. Windows has an ecosystem of hardware provides from systems to peripherals and natively supports Natural User Interface (NUI) support for Touch, Ink, Cortana, Speech & Vision. Microsoft provides commercialization guidance and tools around testing and manufacturing and is building out a library of repeatable IoT solutions across industries to 'jump start' solution creation.

Hard to scale

To help you scale faster

Avnet Integrated's team of experts can assist you with any technical or licensing question. Microsoft provides tools which enable 'zero-touch' provisioning for installing devices in the field and has management tools which can be used to monitor and update the operating systems and apps. Plus, supported by Azure IoT there are powerful tools to store, manage, analyse and report on even large datasets, quickly.

Disparate systems & hardware

Connecting systems with IoT

Avnet Integrated work with many hardware, software and IoT partners, and so are well placed to advise you on the best solution, depending on your specific embedded product needs. The Windows hardware ecosystem provides connectivity to most legacy systems to allow them to be integrated into a modern IoT solution. Importantly, Microsoft IoT also provides integrated security from device to cloud, extensively tested for interoperability. Windows Embedded has been working with dedicated systems for 15 years and Avnet Integrated, supported by Microsoft also has allowed us to extend support and security updates on older versions of Microsoft Embedded software.

For more information on this and our ESU (Extended Security Updates) program, visit our website at:
https://www.avnet.com/wps/portal/integrated/solutions/software/windows-7-end-of-support/

Let's talk!

Got any questions about building, configuring, manufacturing or distributing your embedded products and solutions?

Contact our team on integrated@avnet.com to find out more and discuss how we could help.

*https://www.idc.com/getdoc.jsp?containerId=IDC_P29475, Worldwide Semiannual Internet of Things Spending Guide