

Embedding Success in Your Business

- Part 3: Amplify Your Success and Reach
Further, Together



If you manufacture Embedded devices, learn how Avnet Integrated can help you Align, Accelerate and Amplify your success.

In this document and the final one of our series looking at how to Embed Success in your Business, we're looking at how you can Amplify your embedded success with distribution.

For over 100 years now, Avnet has helped hundreds of the biggest names in electronics innovate, get to market faster and manage supply chains and logistics. Distribution is the history and heart of our business and we can be your trusted partner in creating distribution solutions that get your products out to market and across the globe in the more efficient way possible.



Distribution. It's what we do.

Supply Chain Management

An efficient supply chain takes cost, time and stress out of your product production and manufacture. With timely access to the range of components and products you need, you can be sure you're meeting the demands of your customers on schedule, improving customer satisfaction, efficiency and building in profitability.

We can build a supply chain solution that covers every stage and helps to:

1.

Access global reach and scale by forecasting and positioning materials

2.

Give you visibility across your product lifecycle to increase efficiency

3.

Use infrastructure and expertise to turn direct costs into indirect costs.

Our Supply Chain Services include:

Assessment and planning

Every product innovation needs an effective supply chain to reach its full potential. Partnering with Avnet helps you achieve your most ambitious goals. Our assessment and planning teams follow the Supply-Chain Operations Reference (SCOR) methodology to create a bespoke solution to suit your needs using our validated, proven services.

By understanding your vision, your financial objectives and any roadblocks, whether you're a global OEM or starting out with your first product launch, we'll examine your end-to-end supply and build process. Then our logistical analysis process and modelling tool RaBET™ (Avnet's Rapid Benefits Estimation Tool) will show you graphically your current financial and efficiency position and how to make tangible improvements with a tailored solution.

We can then draw from a toolkit of established inventory and warehousing services and adapt them to your specific requirement, documenting every detail in our Safe Passage® project management system.

Understanding your software requirement is a key part of our assessment and planning process. Our team of experts can help you to identify the correct Windows licence you need for your embedded or IOT products and solutions. We can also work with you if you're a software vendor to integrate your own software into a fully-fledged solution for manufacture and offer a range of options to get your products out to your customers on your behalf.

Mitigation of supply risk is a key consideration, and a critical element of our supply chain management includes analysis of your bill of materials (BOM), approved vendor list (AVL) and approved parts list (APL) to help you manage and alleviate any potential risks.

Inventory Management and Warehousing

Our supply chain experts will perform a deep dive diagnosis and financial assessment of your current operations then collaborate with you to build an efficient tailored solution using our services which have been tried and tested on hundreds of global deployments. Once the plan is defined using our Safe Passage® project management system, you'll have complete and open visibility of tasks, milestones and status of every step in the implementation plan.

Once your solution is in place, we'll work on creating the correct flow of materials to match your build requirements and keep your operation running smoothly and effectively. Some of the inventory solutions we can pull from include:

- Electronic Data Interchange (EDI)
- Field Replacements
- In-plant Stores
- Out-plant Stores
- Inventory and Order Visibility
- Inventory Replenishment
- Obsolescence Services
- Vendor Managed Inventory / Consignment
- Just-In-Time Inventory
- Safety Stock

Routes to Market

Once your products are built and ready for distribution, Avnet can help you with the physical movement of products and well as building routes to market which speed your time to cash and suit your business model.

Traditional OEM – When your solutions are built on a dedicated hardware platform running your intellectual property (IP) and you want to present a single product to market, then the traditional OEM route is for you. Avnet can assist with everything from product development, software advice, supply chain and other services to provide a complete solution for you and your customer or channel. In the fast-moving world of IoT, cloud computing and artificial intelligence, customer desires are changing apidly and there is a need to ensure your solutions are user-friendly throughout a network, at the edge or out in the field. Our software experts will work with you to ensure your products will work wherever you and your customers are across the globe and ensure that by choosing an embedded Windows 10 licence, you're prepared to meet those needs now and in the future. Useability, security and flexibility will help you future-proof your software investments, giving you the ability to maintain, update and report on your devices as required.

Virtual OEM – If you're staying focused on your application and don't want to manage hardware, our virtual OEM allows two different ways to engage. You direct your customer to Avnet for hardware and we'll handle the transaction and supply heavy lifting, leaving the configuration to you. Or we can bundle your application with hardware and send the complete system to your customer or channel partner and manage the whole process on your behalf.

Public/Private cloud – Avnet can also support you if your application is designed to run on a public or private cloud, making it easy for you to access and manage with consolidated billings and saving considerable administrative effort on your part.

Customized Distribution Services

Avnet is focused on finding ways of saving you time and money and customized distribution solutions do both. Along with our network of third-party logistics providers (3PL), we can save you time in receiving and handling, getting products to your production lines quickly and accurately.

In addition to getting devices to you more efficiently, we also streamline the document flow for quality certifications, test reports and other required documentation.

Avnet is able to provide these services as a result of our investment in creating a state-of-the-art warehouse management system (WMS) and integrating our 3PL network. We manage the seamless materials flow from our global, automated high-volume distribution centers to our regional centers and 3PL who perform the customization services for you locally.

These include:

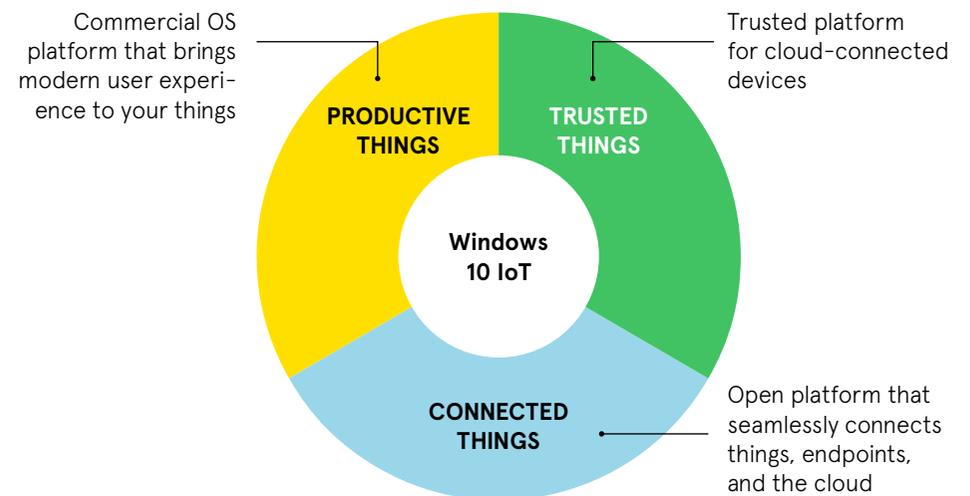
- Customized labeling
- Date Code/Lot Code capture and receiving
- Enhanced inspection process on-demand
- Freight consolidation programs
- Third-party value-add processing
- Same-day service

Software Services for Global Embedded Solutions

When you're developing embedded products and solutions for global distribution, software is a core element. We've always partnered with Microsoft to provide best in class embedded software and coupled with advice from our expert teams, you can be sure you'll get the software support you need.

Our software team includes Microsoft software specialists and architects, who can advise on the optimal setup from a data/sensor level, to IoT gateways, to OEM devices, to on-premise server solutions all the way to the Cloud. Avnet can also support customers in better utilizing their data – which could for example help with predictive maintenance or in building new services and offerings. To support cloud technologies Avnet has built a unique "IoTConnect" Platform-as-a-Service solution on top of Microsoft Azure, which is recommended by Microsoft. Windows 10 Enterprise and Windows 10 IoT Enterprise offer a host of new features that help with security and the management of multiple devices. The ability to extend intelligent computing to devices on the edge of networks via the cloud has helped to connect and protect networks and devices as never before.

Through our recent acquisition of Witekio, we have now extended our capabilities in the software area to add system design and software development to our embedded software services. We can also help with security, migration, connectivity, optimization and cloud, so we can help and support with every aspect of your embedded solution in terms of software.



Global Facilities

- Opening up the World to You

At Avnet, we've got the infrastructure in place to take your product all over the world. We operate 14 distribution centers, 13 integration centers and 8 programming centers across the world.

This investment means you can rely on consistent, high quality service and support no matter where in the world you are, or what you're looking for.

Our centers operate on common systems allowing you to quickly penetrate new markets. Each center carries the relevant ISO certification and are also certified for a variety of government and regulatory standards for material handling, sustainability and more. So, you and your customers are always in safe hands.

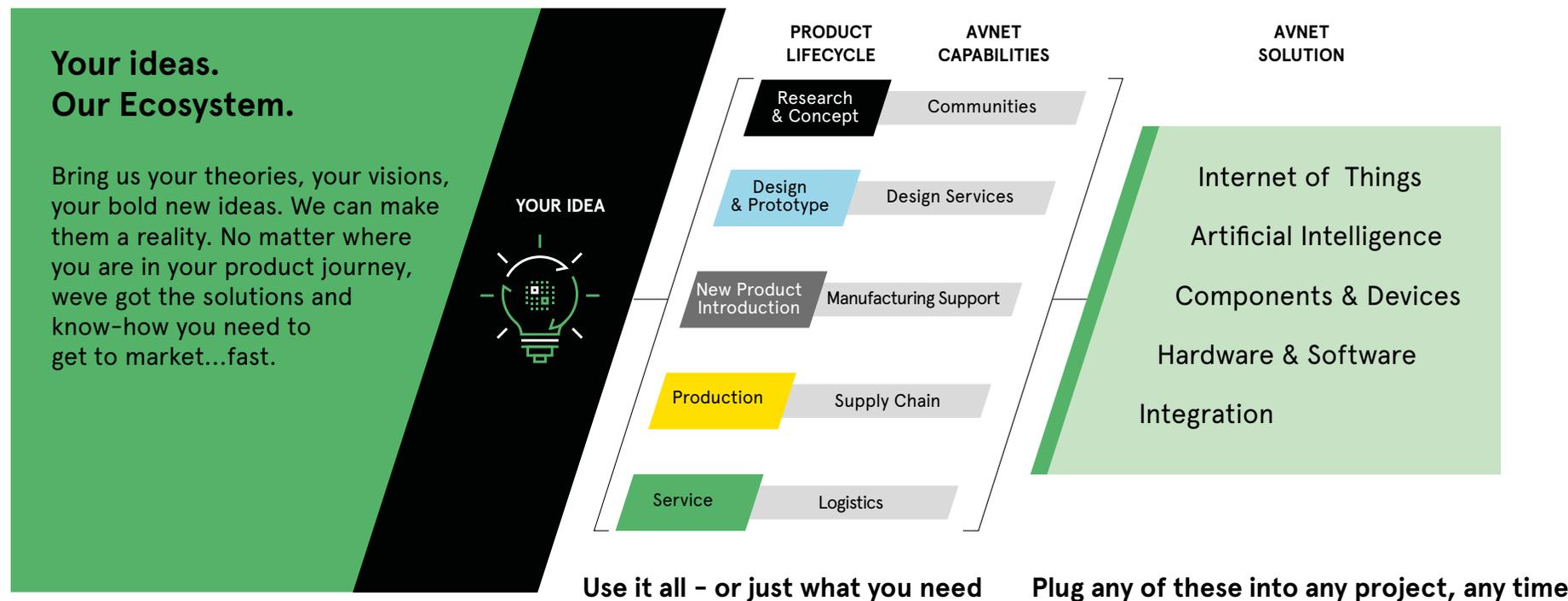


Avnet Ecosystem

- From Idea to Market,
We're With You at Every Step

As part of this Align, Accelerate and Amplify series, we've tried to show you, that throughout your product development, build and distribution journey, Avnet can be the partner at your side.

If you create products and services that are using embedded technology, software, devices and systems, we can help at each stage of the product lifecycle with a suite of services to meet your every need - no matter how complex, or which stages you need support with.



Transformative Technology for 100 Years – and Into the Future



Avnet was formed in 1921 when the US government lifted its ban on private radio, prompting Charles Avnet, a 33 year-old immigrant from Russia, to begin buying and selling radio parts in Manhattan. It kicked off a century of firsts for Avnet and started a history that we've maintained ever since. The first distributor to place an order for Intel's microprocessor in 1971, Avnet soon was operating microprocessor demonstration centers and then in the 1980s started distributing board level development systems along with complementary software, printers and PCs.

In 1984 we built our first mega-warehouse in Peabody, Massachusetts, centralizing and automating distribution for the first time and facilitating faster quotes better processing, inventory management and being able to add more economical services, changing the distribution of technology for ever.

Phil Gallagher, Avnet's CEO noted 'In 100 years, Avnet has gone from a small component shop to a global distributor firmly set at the centre of the technology value chain.'

And as Avnet enters its second century in business, part of just 1% of US companies to do so, we see that 'change is the only constant'. 2020 has seen supply chain disruption and surges in design activity as organisations rush to adapt and push through changes to enable them to meet ever changing requirements.

Avnet's foresight has helped us be named as one of Fortune's world's most admired companies no less than 14 times and in 2020 we were named as one of Ethisphere's World's Most Ethical Companies for the 7th consecutive year.

Our roots, built through perseverance and driven by transformation can help our customers lead and thrive in the future too. We've made it our motto to 'reach further together' and by building in resilience and adaptation into our business, we can help do the same for our customers.



Charles Avnet

Want to Find Out How to Get Your IoT Embedded Project to Market Faster?

Our team has years of experience in all aspects of embedded hardware, software, integration, product design, development and deployment and we can put all this experience to use on your project.

You can see a selection of customer case studies, here:

www.avnet.com/wps/portal/integrated/resources/customer-case-studies/

If you want to know more about how Avnet Integrated can help you align, accelerate and amplify the success of your dedicated devices, then let's talk!

Let's talk!

Contact our team on integrated@avnet.com to find out more and discuss how we can help you align, accelerate and amplify your embedded products with your business ambitions.

