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Avnet Named an Authorized Global Distributor for Lenovo Enterprise Products

Avnet is helping channel partners profitably grow their server businesses and deliver innovative, end-to-end solutions in more than 40 countries

PHOENIX--(BUSINESS WIRE)-- [Avnet Technology Solutions](#), the global IT solutions distribution leader and an operating group of [Avnet, Inc.](#) (NYSE: [AVT](#)), has been authorized globally as a Lenovo distributor. With this authorization, Avnet is now distributing Lenovo's System x (x86) servers and related solutions, following the transition of IBM's System x server business to Lenovo effective Oct. 1. Building on its heritage as IBM's largest x86 distributor worldwide, Avnet will help its channel partners in more than 40 countries throughout Asia Pacific; Europe, the Middle East and Africa; Latin America and the Caribbean; and North America continue to develop and expand their enterprise businesses.

"Lenovo has demonstrated great momentum in its enterprise server business, and its acquisition of IBM's System x business is the start of an exciting new era for the x86 market," said Tony Madden, senior vice president and supplier business executive for Avnet Technology Solutions, Global. "Avnet is working closely with Lenovo to ensure a seamless transition for existing System x channel partners and their customers. Additionally, our worldwide sales team is actively engaging with channel partners to capture new opportunities and help them transform Lenovo's innovative technology into business solutions for their customers around the world."

Working with Lenovo, Avnet will distribute the company's System x, BladeCenter and Flex System blade servers and switches, x86-based Flex integrated systems, NeXtScale and iDataPlex servers and associated software, blade networking, and maintenance operations. To help channel partners offer complete end-to-end solutions, Avnet will continue to provide a variety of traditional service offerings, such as logistics, sales, marketing, finance, and technical services, strategically paired with [business, IT, lifecycle and education services](#).

"Avnet has a long-standing and proven track record in successfully building channel ecosystems and alliances globally for Lenovo's recently acquired System x product line," said Wilfredo Sotolongo, vice president, worldwide sales, enterprise systems, Lenovo Group. "They have the expertise worldwide to help us implement a clear, scalable channel strategy that will align with Lenovo's commitment to quality, innovation and value with one of the most comprehensive server portfolios available. Together, Lenovo and Avnet will ensure our channel partners have the global resources and innovative technology needed to create mutual profitable growth opportunities."

Channel partners interested in learning more about how Avnet can help them capitalize on opportunities with Lenovo should contact their local Avnet business development team.

In addition to its new relationship with Lenovo, Avnet will build on its nearly 30-year history in working with IBM. Avnet will continue to support IBM and the solutions, services and programs that were not part of the Lenovo System x acquisition. This includes IBM's Power Systems, Storage Systems, Power-based Flex servers, and PureApplication and PureData appliances, as well as IBM training services offered through [Avnet Academy](#). Additionally, Avnet will continue to provide partners with a wide range of IBM software, services and storage technologies to enable them to offer complete solutions.

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About Avnet Technology Solutions

As a global IT solutions distributor, [Avnet Technology Solutions](#) transforms technology into business solutions for customers around the world. It collaborates with customers and suppliers to create and deliver services, software and hardware solutions that address the changing needs of end-user customers. The group serves customers and suppliers in [North America](#), [Latin America and Caribbean](#), [Asia Pacific](#), and [Europe, Middle East and Africa](#). It generated US \$11.0 billion in annual revenue for fiscal year 2014. Avnet Technology Solutions is an operating group of Avnet, Inc. For more information, visit <http://www.ats.avnet.com>.

About Avnet, Inc.

Avnet, Inc. (NYSE: [AVT](#)), a Fortune 500 company, is one of the largest distributors of electronic components, computer products and embedded technology serving customers globally. Avnet accelerates its partners' success by connecting the world's leading technology suppliers with a broad base of customers by providing cost-effective, value-added services and solutions. For the fiscal year ended June 28, 2014, Avnet generated revenue of \$27.5 billion. For more information, visit www.avnet.com. (AVT_IR)

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