

# Matthew Rochford

Vice President, Technology and Alliances

## ARROW ENTERPRISE COMPUTING SOLUTIONS

Matt Rochford serves as Vice President of Technology and Alliances for the North American Enterprise Computing Solutions segment of Arrow Electronics, Inc (NYSE: ARW). In this capacity, Matt is responsible for our solutions-based go-to-market strategy. This includes the business management functions responsible for our supplier alliances, along with the technical organization that architects, demonstrates and supports end-to-end solutions. Additionally, Matt has cross-business responsibility for value-added services, financial solutions, professional services and global practice alignment.

With more than 20 years at Arrow, Matt has a reputation of delivering growth by leveraging his experiences, such as operational excellence required from inside sales, customer alignment required from field sales and the disciplined cadence required from sales leadership functions across Arrow's ECS and Components divisions. Most recently, Matt was responsible for the cybersecurity business in North America, including channel management, inside sales and the technical and marketing functions.

Prior to joining Arrow, Matt ran a start-up delivery services business, managed a retail sporting goods store and served in the U.S. Marine Corps during the Gulf War. Matt splits his time between Denver and Minneapolis where he and his wife, Amy, live with their son, Bennet. Their daughter, McKenna, is nearby attending college at Iowa State University.

