



Business
Intelligence

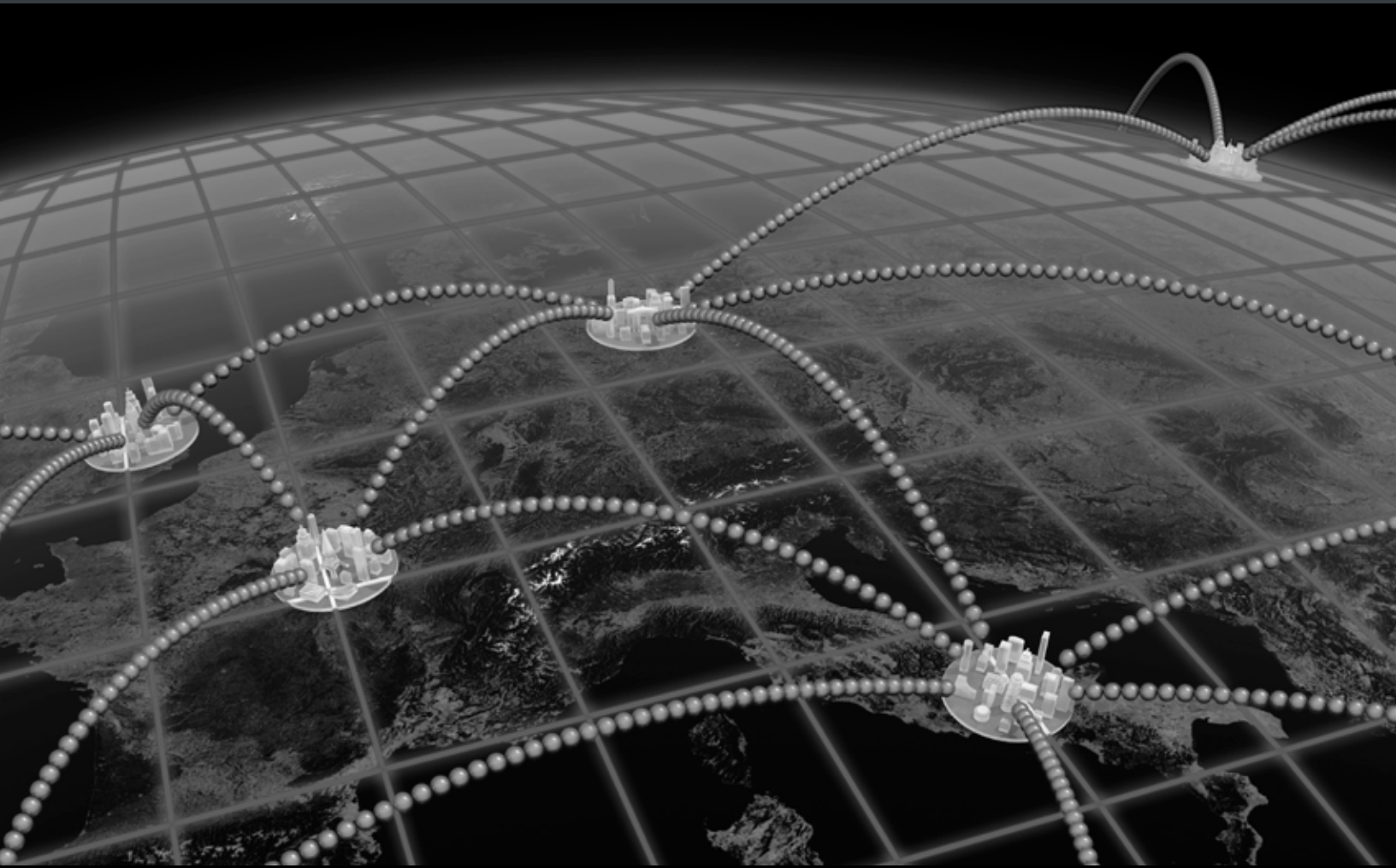
Data
Center

Cloud

Mobility

Enterprise Computing Solutions

Global Logistics
International Shipping



V | Five Years Out

arrow.com



Global Logistics Expertise

Our Arrow ECS Global team are international logistics experts that can help guide you through a myriad of international business processes. We utilize our vast network of global legal, tax, trade compliance and transportation resources to quickly help you get the answers you need.

Getting started

Simply provide us the requirements for the international request, and we can properly scope the opportunity based on each country's laws, regulations, and our vendor contractual obligations.

We offer:

- Personal relationships. We have an absolute willingness to speak with you and/or your customer directly about the opportunity
- A one stop shop. Let us investigate all the possibilities and provide a solution based upon your customer's needs and related international regulations
- The ability to export from the US directly into nearly every country in the world
- The capacity to deliver products from vendor manufacturing locations to all but the most remote customer doorsteps
- Maximized strength of our numerous foreign legal entities to help facilitate very specific customer requirements

ECS Global Options

Global Export Method*

Stakeholder Engagement Activity: Low

- Partner places order to Arrow-North America
- Product is sent abroad using Arrow's designated carrier
- End user's broker facilitates customs clearance
- End user pays applicable taxes, duties and tariffs at the time of clearance
- Arrow's carrier can make the final delivery in most foreign locations
- End user can properly claim against their local tax obligation

Global Agency Method*

Stakeholder Engagement Activity: High

- Arrow-Global / Reseller sign a contract that specifies:
 - Referral fee structure
 - Authorizations
 - Partner reimbursement instructions
- End user places PO to Arrow-Global**
- Arrow-Global places PO to Vendor
- Product drop ships to end user

* Dependent on Arrow-Global and vendor authorizations

** Arrow Electronics, Inc. must have a legal entity in that country / region

Arrow Global Locations

North America (3)

Canada, Mexico, United States

Europe (31)

Austria, Belgium, Croatia, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Latvia, Lithuania, Luxembourg, Norway, Poland, Portugal, Romania, Serbia, Slovakia, Slovenia, Spain, Sweden, Switzerland, Netherlands, Turkey, Ukraine, United Kingdom

Middle East/Africa (3)

Israel, Morocco, United Arab Emirates

Asia/Pacific (15)

Australia, China, Hong Kong, India, Indonesia, Japan, South Korea, Malaysia, New Zealand, Philippines, Singapore, Taiwan, Thailand, The Russian Federation, Vietnam

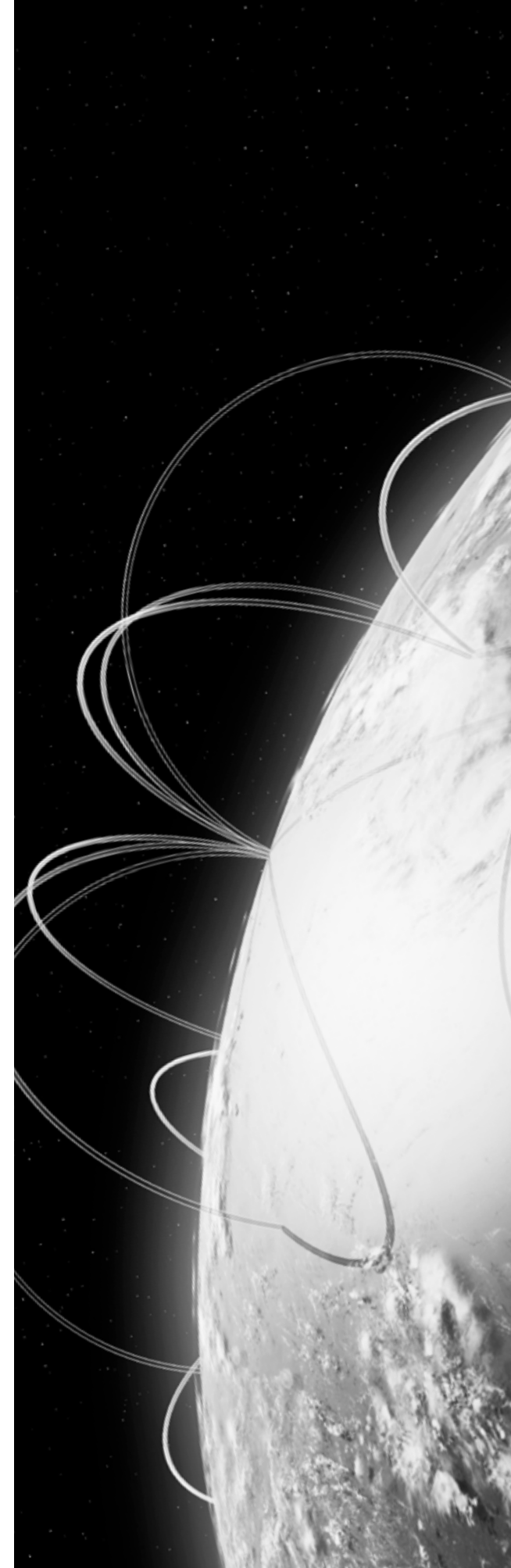
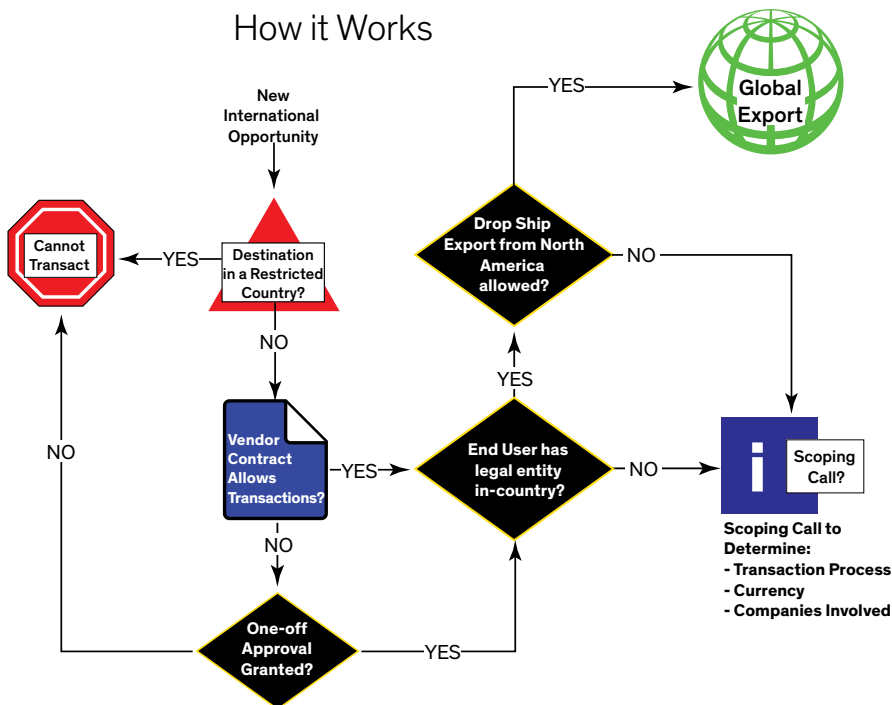
South America (2)

Argentina, Brazil

Common Requirements

- End customer contact information
- End customer broker information
- End customer final cost
- End customer VAT ID
- Ensure that the end customer has a legal entity in the destination country

How it Works



Are You Five Years Out?

Most people live in the present. The world of now. But a handful of us work in a unique world that doesn't quite exist yet—the world of Five Years Out.

Five Years Out is the tangible future. And the people who live and work there know that new technologies, new materials, new ideas and new electronics will make life not only different, but better. Not just cheaper, but smarter. Not just easier, but more inspired.

Five Years Out is an exciting place to be. So exciting that, once you've been there, it's hard to get excited about the present. Because we know what's coming is going to be so much better.

Five Years Out is a community of builders, designers, engineers and imaginers who navigate the path between possibility and practicality. Creating the future of everything from cars to coffeemakers.

Are you one of them? Then you're probably working with us.

To get started

Contact your local Arrow Logistics representative at **844-ECS-INTL (327-4685)**

Or visit us at ecsglobal@arrow.com



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