# Hitachi Data Systems and Avnet Technology Solutions Partner To Deliver Enterprise-Class Storage

#### Avnet to provide EMEA channel partners with Hitachi's innovative storage solutions

**Bracknell, UK - May 04, 2010 -** Hitachi Data Systems Corporation, a wholly owned subsidiary of Hitachi, Ltd. (NYSE: HIT), and <u>Avnet Technology Solutions</u>, the solutions distribution leader and an operating group of <u>Avnet, Inc.</u> (NYSE:AVT), today announced a pan-EMEA distribution partnership. This extension of a successful ten year relationship between Hitachi Data Systems and Avnet in the US marks a focus for both companies on empowering the channel to deliver enterprise-class storage solutions to customers across EMEA. The agreement allows Avnet's partners to provide their small to mid-sized business and commercial customers with cost-effective storage environments.

Avnet's strong EMEA presence and value-add services will enable Hitachi Data Systems to grow its business through the channel and will provide the company with additional routes to market for its range of mid-market solutions. As a key strategic EMEA distribution partner of Hitachi Data Systems, Avnet will benefit from a strengthened storage offering and the opportunity to offer additional professional services to its channel partners.

"Businesses of all sizes are struggling to deal with ever-growing amounts of mission-critical data and demanding compliance and regulatory requirements related to content storage," said Dick Borsboom, president of Avnet Technology Solutions EMEA. "Customers are looking for storage solutions that allow them to quickly access the right data at the right time. With the addition of Hitachi Data Systems to our portfolio, Avnet will be able to help our partners develop and implement innovative storage solutions for effective data management strategies to meet their customers' long-term needs."

"Extending our relationship with Avnet reinforces our commitment to the channel and our investment in growing our mid-market business," said Philippe Fosse, Vice President Channels EMEA, Hitachi Data Systems. "We are now in a position to offer our EMEA customers improved access to our product portfolio, as well as giving them the opportunity to benefit from the resources and expertise available through a strong partnership between established data storage leaders."

The collaboration begins with engagement in Germany, France and Hungary from 1<sup>st</sup> April 2010, with additional countries being added throughout the year.

# **About Hitachi Data Systems**

Hitachi Data Systems helps organizations transform raw data into valuable information by making it more accessible and simpler to manage. With a vision that IT must be virtualized, automated, cloud-ready and sustainable, Hitachi Data Systems offers best-in-class information technologies that improve IT costs and agility. With more than 4,100 employees worldwide, Hitachi Data Systems does business in more than 100 countries and regions. Hitachi Data Systems products, services and solutions are trusted by the world's leading enterprises, including more than 70 percent of the Fortune 100 and more than 80 percent of the Fortune Global 100. Hitachi Data Systems believes that data drives our world - and information is its currency. To learn more, visit: www.hds.com

### About Hitachi, Ltd.

Hitachi, Ltd., (NYSE: HIT/TSE: 6501), headquartered in Tokyo, Japan, is a leading global electronics company with approximately 400,000 employees worldwide. Fiscal 2008 (ended March 31, 2009) consolidated revenues totaled 10,000 billion yen (\$102.0 billion). The company offers a wide range of systems, products and services in market sectors including information systems, electronic devices, power and industrial systems, consumer products, materials, logistics and financial services. For more information on Hitachi, please visit the company's website at <a href="http://www.hitachi.com">http://www.hitachi.com</a>.

## **About Avnet Technology Solutions**

As a global solutions distributor, Avnet Technology Solutions collaborates with its customers and suppliers to create and deliver effective solutions that address the business challenges of their end-user customers locally and around the world. For fiscal year 2009, the group served customers in more than 30 countries and generated US \$7.04 billion in annual revenue. Avnet Technology Solutions is an operating group of Avnet, Inc. Visit: <a href="http://www.ts.avnet.com/emea/">www.ts.avnet.com/emea/</a>

#### About Avnet

Avnet Inc. (NYSE:AVT), a Fortune 500 company, is one of the largest distributors of electronic components, computer products and embedded technology in the world. Avnet accelerates its partners' success by connecting the world's leading technology suppliers with a broad base of more than 100,000 customers and providing cost-effective, value-added services and solutions. For the fiscal year ended June 27, 2009, Avnet generated revenue of \$16.23 billion. For more information, visit <u>www.avnet.com</u>.