

Avnet Expands Distribution Agreement with VMware to Include Romania

New distribution agreement enables Avnet Technology Solutions' partners to provide customers with complete virtualization solutions

Bucharest, 11th of March, 2010: Avnet Technology Solutions, the solutions distribution leader and an operating group of [Avnet, Inc.](http://www.avnet.com) (NYSE:AVT), today announced an expanded distribution agreement with VMware, Inc. (NYSE:VMW), the global leader in virtualization solutions from the desktop through the data center and to the cloud, to include support for value-added reseller partners in Romania. Avnet is an existing distributor of VMware in Poland, Hungary and the Czech Republic. By working with Avnet and VMware, channel partners can develop and deliver complete virtualization solutions that significantly improve the efficiency and cost-effectiveness of their end customers' IT operations.

Avnet began its distribution partnership with VMware in the United States in 2007 and will now support channel partners in Eastern Europe by providing an array of flexible, market-ready VMware solutions based on industry-leading server and storage platforms. Benefits for Avnet's resellers in Romania include:

- the flexibility to provide comprehensive solutions, including OEM bundles based on IBM servers and VMware solutions
- support to help accelerate sales in the virtualization market for VMware solutions, including tools, training, resources and guidance
- access to complementary products and services to create complete data center solutions for their customers
- timely and cost-effective solutions configuration and integration support from certified Avnet engineers

"Avnet's strategy is to enable our channel partners to easily deliver the key components for virtualization solutions," said Dick Borsboom, President, Avnet Technology Solutions EMEA. "By expanding our relationship with VMware to include Romania, Avnet is connecting resellers to new markets, new customers and new solutions to help them grow their businesses."

Octavian Oancea, Country Manager, Avnet Technology Solutions Romania, adds, "Avnet will continue to enhance our portfolio and add value to the local technology supply chain by becoming a one-stop shop for complete solutions, along with providing high-quality customer service."

"Avnet has proven expertise in building channels around the world and has a strong presence in Romania, which we believe will add considerable value to VMware in Eastern Europe," said Marek Swierad, Regional Sales Manager at VMware for Eastern Europe, Russia and CIS Region. "The services and support Avnet provides will help accelerate the sale of VMware virtualization solutions critical to the effective management of today's data centers and IT infrastructures."

To learn more about Avnet and VMware, please visit http://www.ts.avnet.com/emea/vendors/it_vendors_more/374/vmware.html

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About VMware

VMware delivers solutions for business infrastructure virtualization that enable IT organizations to energize businesses of all sizes. With the industry leading virtualization platform - VMware vSphere(TM) - customers rely on VMware to reduce capital and operating expenses, improve agility, ensure business continuity, strengthen security and go green. With 2009 revenues of \$2 billion, more than 170,000 customers and 25,000 partners, VMware is the leader in virtualization which consistently ranks as a top priority among CIOs. VMware is headquartered in Silicon Valley with offices throughout the world and can be found online at www.vmware.com.

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: www.ts.avnet.com/emea/

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 www.avnet.com.