



Business Intelligence

Data Center

Internet of Things

Cloud

Mobility

Security

Enterprised Computing Solutions – North America

Arrow Solutions Lab



Explore the world of technology-driven outcomes at the Arrow Solutions Lab — from the intelligent edge to the core to the cloud.

Get to Know the Arrow Solutions Labs

For over 80 years, Arrow's mission has been to support our valued partners in delivering more effective results for you and your customers. We strive to always connect you with the experts and cutting-edge solutions that enable informed decisions and deliver long-term value.

As part of our mission, we are proud to offer our partners complimentary access to our state-of-the-art Arrow Solutions Lab. Here you can collaborate one-on-one with our professional technical team and delve into a wide range of technology topics — from IoT to cloud, security, DevOps, big data and beyond.

When you engage with the Arrow Solutions Lab, you will work either in person or virtually with our expert engineers and best-of-breed equipment to find answers for reducing IT complexity and increasing efficiency through end-to-end solutions. You'll also discover how to augment your own knowledge base in order to better guide your customers through the intricacies of design and implementation.

We invite you to get to know the Arrow Solutions Lab where you can explore the world of technology-driven outcomes and find out how to help your customers solve business challenges from the intelligent edge to the cloud and ultimately transform their businesses.



Arrow Solutions Lab Features and Benefits

Features

- Explore private and hybrid cloud solutions
- Demonstrate a variety of converged infrastructures
- Show customers the value of storage operations within virtualized environments
- Demonstrate the impact of data protection
- Explore big data applications and management
- Drive value with demos and POCs that solve business challenges

Benefits

- Live remote access to a real-time, interactive, visual environment with integrated data and audio web conferencing
- Twelve-month technology refresh cycle
- Best-of-breed solutions from Arrow's extensive line cards

Discover how you can leverage Arrow's technical talent to augment your own knowledge base and help guide your customers through the complexities of solutions design and implementation.



Arrow Solutions Lab Services

SOLUTIONS CONSULTING

Architectural Design Guidance and Planning

Work with Arrow to respond to customer requirements with the most applicable architectures. Design guidance and planning sessions may incorporate sizing discussions, white-boarding and/or product demonstrations.

Product Demonstrations

When the Arrow solutions architect delivers demonstrations, it is our goal to showcase product ease of use and build customer confidence in the proposed solution.

PRACTICE DEVELOPMENT

Technical Training Sessions

While attending training at the Arrow Solutions Lab, partners will gain an in-depth technical understanding of the solution of your choice. We are happy to collaborate with you to build and deliver a customized technology training that best aligns to your business needs.

AWARENESS AND DEMAND

Customer Demonstration

Arrow's Solution Labs offer state-of-the-art environments to showcase dozens of solutions and complimentary end-to-end vendor technologies. Whether your customer wants to learn more about a specific product or you're solving a business challenge, our solutions architects have the knowledge and experience to help.

OPPORTUNITY SUPPORT

Proof-of-Concept

Proof-of-concept engagements can prove that the chosen solution will resolve your customer's business challenges. Arrow will work with you and your customer to detail requirements, prototype the architecture and deliver proof points.

PRE-SALES CONSULTING AND SUPPORT

Product Position and Industry Alignment

The Arrow Solutions Architect team will work with you to guide you towards the correct solutions portfolio using Arrow best practices, workload analysis and industry insight.

Arrow Technical Offerings and Line Card*

APPLICATION

MS Exchange 2016 – MS SQL 2016 – Oracle 12c – Sharepoint 2016 – VMware Horizon – Citrix XenDesktop



VIRTUALIZATION

Server Provisioning – Application Isolation – Disaster Recovery



DEV-OPS

Automation – Orchestration – Management



COMPUTE

x86 – Flash Memory – Solid State Drives



NETWORKING

Telecommunications – Network Management – Operating Systems – Network Video – Secure Wireless



STORAGE

All Flash – Scale Out – Converged – Hyper-Converged



BACKUP AND RECOVERY

Data Protection – Backup to Disk – Purpose Built – Data Protection Software



SECURITY

Cybersecurity – Threat Intelligence – Integrated Technologies



CLOUD

Hybrid – Public Cloud – Drive Innovation



* NOTE: This is not a complete representation of the Arrow ECS line card, and the technologies are subject to change.

Arrow Solutions Lab Resources

Ten Reasons to Leverage the Arrow Solutions Labs

1. Position technology refresh opportunities. Arrow can help you evaluate your customers' current environments and identify potential technical refresh opportunities.
2. Increase your skills by using Arrow's sandbox training environment.
3. Test new technologies and solutions.
4. Prove business outcomes.
5. Access anytime via VPN.
6. Test different infrastructures without any upfront costs.
7. Leverage Arrow's combined 60 years of technical experience across portfolios.
8. Prepare for your own custom deployment.
9. Stay current with industry offerings and solutions.
10. Access to the labs is complimentary.

Solutions Labs Locations

- 9201 E. Dry Creek Road, Centennial, CO 80112
- 11545 Wills Road, Ste. 102, Alpharetta, GA 30009
- 171 Superior Blvd., Mississauga, ON L5T 2L6

Next Steps

For questions or to schedule a demo, email AskEngineering@arrow.com or talk to your local Arrow representative.



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.



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Via Email

AskEngineering@arrow.com

Email us for answers to questions
or to start a conversation.

Online

ecs.arrow.com

Visit our website for everything from the
latest news to line card information.