



Media Contacts:

onebite
Georgina Baker
georgina.baker@onebite.co.uk
onebite.co.uk
01635 887696

Arrow
Thorsten Hecking
EMEA Communications
thecking@arroweurope.com
arroweurope.com
+49610250308638

Arrow and GTT sign distribution agreement

London, UK. – August 15th, 2017 – Arrow Electronics has entered into a distribution agreement in EMEA with GTT, a leading global cloud networking provider to multinational clients. GTT offers corporations, service providers, system integrators and value-added resellers a comprehensive portfolio of global cloud networking services including internet and EtherCloud wide area networking services.

Using GTT's cloud networking services, Arrow is able to offer its reseller customers WAN connectivity as part of its cloud solutions under a single end-customer service contract. In the past, this business was usually based on contracts with several local telecom providers. GTT's cloud networking services can be tailored to public, private and hybrid cloud environments. The company's EtherCloud services allow customers to access numerous cloud service providers globally, including last-mile connectivity. GTT has more than 100 Points of Presence in public data centres in Europe and more than 300 globally, allowing companies at various locations or data centres to interact with numerous cloud service providers.

"We regard the global value-added distributor, Arrow, as particularly well positioned in providing networking and security solutions," says Andy Johnson, managing director EMEA, GTT. "Arrow's channel partners are now in a position to integrate our global network and our Tier 1 IP backbone as components of their cloud solutions for their end customers, thereby offering added value."

"Direct links to cloud service providers via secure, private backbone infrastructures based on agreed SLAs are an increasingly important option for



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global corporate network connections,” says Patrice Roussel, vice president, strategic alliances, Arrow ECS EMEA. “GTT’s solutions are secure, high-performance and scalable, and address the rapidly growing utilisation of cloud solutions needed by companies with multinational locations.”

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About Arrow Electronics

Arrow Electronics (www.arrow.com) is a global provider of products, services and solutions to industrial and commercial users of electronic components and enterprise computing solutions. Arrow serves as a supply channel partner for more than 125,000 original equipment manufacturers, contract manufacturers and commercial customers through a global network of more than 465 locations serving over 90 countries.