



# Security

We're sitting at a unique moment in human history, not unlike the time of Gutenberg and the printing press. His seemingly simple innovation put information within reach of entire populations, giving them the unprecedented ability to make their own interpretations. And thus, he profoundly impacted science, religion and knowledge itself.

In those days, protecting property and possessions was as simple as adding another stone to the wall. But as we're moving from stone walls to firewalls, our intention behind security has shifted as well. No longer are we just trying to keep people out, we're protecting progress.

Reliably securing today's wealth of wisdom demands new ways of thinking. No longer are we just keeping an eye on things, we're providing intelligence that drives better decisions. Not simply connecting people and technology, we're also simultaneously protecting privacy.

That's why we are here. We enable security measures that are physical, digital and everywhere in between. These tangible solutions of today protect the innovations of tomorrow. Embrace the potential of this new era of information and effectively secure it by joining us in the world of Five Years Out.



**Five Years Out**

# Safeguarding Interests and Possibilities

Arrow brings a holistic approach to security, protecting both physical and intellectual property—from before the assets are created all the way to their end of life. And although our approach is all-encompassing, it's never restrictive. We ensure an enterprise's interests are secure without inhibiting their employees, customers or innovations.

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## Protecting Data and Enterprises

Through our Enterprise Computing Solutions, we help your customers realize the benefits of the latest technologies without limiting their potential. Our agility directly addresses the needs of this distinct industry, even without having any distinct boundaries. And as those distinctions between enterprise and personal, connected and mobile continue to blur, we will continue to adjust our posture and our approach.

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## Cloud and Data Center

We secure the shapeless realm of today's evolving storage solutions, helping you bring customers integrated thinking, regardless of their balance between physical and virtual storage. Without compromising enterprise security, we enable users unfettered access to both data and applications. And to further ensure productivity and business continuity, we guard your customers against threats and disasters by providing backup, just in case.

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## Social

Social doesn't have to be synonymous with security threats. Our approach enables enterprises to reap the rewards of community-led communication without making them vulnerable. Our content monitoring and control technologies enable your customers to set custom standards grounded in local relevance, restrictions and laws. Beyond managing the conversations within your customers' virtual walls, we protect what's outside through resilient hacktivism safeguards.

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## Mobile

We continually look ahead to solutions that embrace the potential of devices that seldom stand still and keep enterprises' environments secure. Our technology-agnostic frameworks and policies enable us to quickly adapt measures and set infrastructure controls that keep you and your customers compliant.

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## Threat Intelligence

We ensure enterprises are fully protected against the viable threats of today and what's lurking Five Years Out. Through our environment-specific approaches, we help your customers distill raw data from multiple sources to uncover legitimate threats to their enterprise. Not just helping them plan for action, but also ensuring a more painless data recovery.



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As organizations are pushed to curb costs while needs and expectations rise, IoT holds the promise of helping you do more with less on an extremely large scale, tying together cities, campuses and buildings.

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## End-to-end Security and Surveillance Solutions

- > High-definition and IP network video cameras and monitors
- > Integrated surveillance networking systems
- > Computers with the latest operating systems and video management software
- > Right-sized storage solutions, including private or public cloud and Video Surveillance as a Service
- > Backup systems and redundant storage



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By constantly reviewing global regulations, we help enterprises weigh privacy concerns associated with video content analytics.

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### Securing Properties and Creating Insights

As enterprises from every industry move further away from stand-alone cameras to integrated surveillance, our OEM Computing Solutions keep you on the cutting edge of security. With each passing month, surveillance is less about monitoring property and possessions, and more about setting the foundation for future possibilities. That's why we are helping lead this evolving physical security stance.

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### Technology Resilient Opportunities

While security technologies constantly advance, we realize legacy equipment and systems remain a reality for many of your customers. Not only are we one of the few providers who ensures that you can service and support legacy technologies year after year, our thoughtful approach helps enterprises transition forward.

Our focus on technology Five Years Out begins by keeping you informed of evolving trends and priorities for enterprises throughout the world and, just as importantly, ensuring our line card both reflects and anticipates all those factors. This posture will constantly keep you ahead of changing technologies and in touch with both emerging markets and long-lasting suppliers.

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### Comprehensive Sales Support

Long before you step in front of a customer, we ensure you are fully prepared for success. Through a consultative selling approach, we equip you with the assessment resources you need to determine the optimal size of security solutions (number of cameras, size of servers, etc.) based on each of your customer's current and future needs. We also ensure neither you nor your customers face incompatibility issues by pre-testing every possible camera/ server combination that we offer. This pre-emptive approach extends to the all the necessary system validation requirements and certifications.

Beyond helping you make the sale, our supportive stance continues long after the contract is signed. Our experts help you ensure smooth installations, ongoing maintenance and software and system upgrades. We're even available the moment your customers decide to move onto the next security advancement.

# Trend Watch

## **SECURING THE INTERNET OF THINGS**

The Internet of Things (IoT) is changing our lives. We're building tiny sensors and tracking chips into our infrastructure, our homes, our cars, our clothing, our appliances, and even our bodies. We can do marvelous things with the huge amount of data generated and distributed by the IoT. But we also must secure it.

## **EVERYTHING, EVERYWHERE**

As we put Internet-connected circuitry into more everyday things, we're able to link up disparate parts of our world to make them more responsive and efficient. The Internet of Things is well on its way to becoming the Internet of Everything.

## **WHO'S WATCHING THE WATCHERS?**

The explosion of data-generating nodes in an increasingly cloud-driven, networked world means many more points of entry for malicious actors to exploit. So far, most IoT manufacturers are only giving lip service to security and that needs to change.

## **PLATFORM TO SUCCESS**

Smart IoT developers are taking a platform approach to security. Secure platforms like ArrowConnect offer a foundation for IoT hardware and software developers to build upon while maintaining standards of data integrity, privacy, and network security.



## Securing Data on Retired Devices

The amount of digital information it takes to propel businesses forward, along with the burden to safeguard it all, is expanding by the second. And an enterprise's security challenges don't end when the devices containing all this sensitive data are ready to be decommissioned. This is why we step in with our Value Recovery solutions to ensure that data is completely eliminated.

### **STRINGENT IT ASSET DISPOSITION SERVICES**

Our secure chain of custody practices ensure the security of data at every phase of the IT Asset Disposition (ITAD) process. These safeguards span secure logistics, asset tracking, extensive physical protection and the latest in data cleansing techniques. We adhere to a single, global quality policy for ITAD services and apply it across all geographies. This policy, inclusive of all environmental and data security standards, represents the best-in-class for ITAD processing. This provides enterprises with a consistent and transparent process everywhere they operate.

# The Growing Importance and Consequences of Data.

Regardless of its source, data opens enterprises to countless risks.

- > Employee data Government documentation, wages, health information, facial recognition
- > Customer data Financial and contact details, purchase history, consumer behavior, facial recognition
- > Business data Intellectual property, designs and formulas, business operations, investor details needs and the industry's demands.

## **HOLISTIC VISION**

See what's around the corner for technology and how to secure it. We know how the future is evolving and we're ready to help you adapt your offering. Rely on us as you transition to a more relevant, profitable and sustainable business model. Our industry expertise in areas like cloud and intelligent video applications has the potential to inform a more complete solution for your customers.

## **TECHNICAL SUPPORT AND INDUSTRY INSIGHT**

Access the latest industry trends to evaluate opportunities and make informed decisions. Our security experts are ready to help you offer a complete solution or get an existing one to the next level of performance. We also pre-test a multitude of technical combinations to ensure they work together.

## **GO-TO-MARKET SOLUTIONS**

Get more than just a suite of products. We offer business development, marketing services, professional services, market intelligence and education enablement. We understand your prospect base and have the tools to build and fill your pipeline with new and renewing customer opportunities.

## **PARTNER FINANCING**

Grow your business. Whether you're looking to invest in new initiatives, boost competitiveness, improve cash flow, shorten your sales cycle or simplify budgeting, we have financing and leasing plans that are right for you. It's our role to find the right solution for even the most complex financing problem and help you close the deal.

# Why Arrow

Arrow works with partners, suppliers and manufacturers to bridge the gap between the possible and the practical. We can think Five Years Out because of our commitment to lasting relationships with the most forward-thinking companies in the world.

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## **SOLUTION ARCHITECTURE AND DESIGN**

Change is constant. New standards, new ideas, new breakthroughs. Faster, better, cheaper are always around the corner. What doesn't change is Arrow's persistence in thinking Five Years Out. Partner with Arrow to help you design a new device, component or finished product, or to take an existing solution to the next level. Our engineers leverage the world's best resources to help you minimize design cycles to speed your time to market. We can help you find the shortest distance between inspiration and profits.

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## **PROTOTYPE TO SCALE**

At Arrow, we know everything great and monumental begins behind the scenes. Part selection. Engineering. Design. Put your custom-designed board, component or device to the test with our prototyping and testing services. And get it certified by UL, EnergyStar or DLC. When you're ready for market, use Arrow's custom manufacturing solutions to scale production to your needs quickly.

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## **ROUTES TO MARKET**

Creating a marketable solution is only half the battle. Getting your solution to market is the other half. Boost revenues and maximize business opportunities by working with Arrow to create lead-generation programs and new routes to market. Put your designs into production quickly with Arrow's turnkey manufacturing solutions. Meet the demand for short lead times with Arrow's renowned global supply chain and logistics support. With Arrow by your side, you can keep your products on the route to profits.

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## **HARDWARE AND SOFTWARE INTEGRATION**

So many platforms. So many protocols. And so many potential problems. Arrow's integration expertise complements yours to help you bridge the practical and the possible in networks, enterprise computing, IoT and wireless communications. Whether you need device-level integration or large-scale systems integration, Arrow can handle your needs, no matter how demanding.

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## **CLOUD SECURITY AND ANALYTICS**

The cloud is vast and ever changing. Arrow cloud consulting, infrastructure, software and security services help you navigate the shortest distance between innovation and reality. With Arrow, the cloud is clearer so you can create solutions unique to your company, your industry, your customers. Arrow data analytic tools and expertise help you turn data into insight. And insight into action. Because what you do with your data tomorrow depends on what you put in place today.

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## **SUSTAINABILITY**

Devices become obsolete. Basic materials don't. Turn to Arrow to unlock the value hiding in yesterday's innovation. Reduce, reuse and turn inefficiency into opportunity. From point of use to point of origin, Arrow's sustainable technology solutions group turns challenges into solutions, waste into profits. Arrow guides innovation forward through the reverse supply chain—spares management, returns management, inventory control, remarketing and electronic asset disposition. Arrow has you covered from sensor to sunset.

# 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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## Online

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Visit our website for additional information and a sales office closest to you.

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