

# Arrow Electronics

## COMPANY / CAPABILITY OVERVIEW

Arrow Electronics is an American Fortune 500 company headquartered in Centennial, Colorado. Arrow specializes in the distribution and value-added services relating to high-reliability Mil-Spec electronic components, sensors, semiconductor, PEMCO, specialized cabling, and connectors from the world's most recognized global electronic component manufacturers.

**Arrow Electronics services 295 Sales Office with 41 Distribution Centers in 90 Countries** with hundreds of Aerospace, Defence, Maritime & Space Clients, Prime Contractors / SMEs and Design Engineers globally and is ranked No. 109 in the 2019 Fortune 500 list of the largest United States corporations by total revenue,

Arrow Electronics Pty Ltd Australia / NZ provides industry-leading local technical expertise and knowledge from Presales Technical Engineers/Solution Specialist with access to Global Mfg. Engineers and strategic defence grade resources, addressing the critical functions and requirements in demanding electronic component applications to the Australian and New Zealand markets, taking your business to the next level. From sensor to sunset.

## ARROW GLOBAL CERTIFICATIONS / ACCREDITATIONS

Certified Experts - Our team is qualified and certified to help you with your ADM&S Aerospace, Defence, Maritime and Space projects and product designs. Arrow Electronics maintains a variety of regional certifications such as:

- ISO 9001-2015 & AS9120B certified warehouse Melbourne Std. for QMS - Quality Management Systems
- JESD- 31/31D-compliant stock distributor for Defence, Space and commercial, industrial Hi-Rel Electronic Components
- QSLD-certified through DLA Land and Maritime (DSCC)
- JEDEC 13 - standardizing quality and reliability for solid state products for ADM&S
- SAE/G19 Aerospace Standards - Counterfeit Electronic - Counterfeit Electronic Parts (Certified - AS5553 / AS6496 / AS6171)

### ANZ - Industry Lead

**Roberto Santucci**

ANZ - Senior Strategic Industry Manager  
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[www.fiveyearsout.com/v/aerospace-and-Defence](http://www.fiveyearsout.com/v/aerospace-and-Defence)



## CAPABILITIES

- Specialized Electronics Distribution & Services
- Authorized APAC Distributor to >3.5k suppliers
- Mil-Spec Hi Perf - Cabling, Specialized Connectors and Cable Assembly – Incl. Lloyds, DNV-GL Mil-Spec Marine Cert.
- PEMCO- Mil-Spec Passive Electromechanical, Electrical Fiber Optic Mil-PRF Circular Connectors
- Aerospace Certified Solutions - Rad-Tolerant AVR® and ARM® Microcontrollers / FPGA's, Radar, Sonar, RF & Microwave
- MC Flight and Precision Target Components
- Advanced Systems & Components
- Board Level Components & Embedded Solutions

## VAS - VALUE ADDED SERVICES

- **Engineering Support – Components / Application / Services**
- ECCN (Export Control Classification Number) – Management
- ASA - Arrow Supply Assurance SM
- VMI – Vendor Managed Inventory Component Modification Services
- Customized Programming - Embedded
- Tape n Reel and Re-Reeling
- RoHS -BGA Re-balling conversion (SnPb)
- Arrow Customized Cable Assembly
- PCB Supported Mfg. & Die Storage Services

## COMPETITIVE SERVICE DISCRIMINATORS

- Local Applications & Service Engineering support (11 Presales Engineer resources with approx. 128 years of total experience with Avg Arrow tenure is 11.7 years).
- ECCN (Export Control Classification Number) – Management
- ECIA - Electronic Components Industry Association
- AIA – American / Australian Institute of Architects
- ISO 9001 certified warehouse in Melbourne to service ANZ customers
- AS9120B certified distributor procure parts, materials and assemblies' sale to the aviation, space and defence industry customers
- Local stocking (Melb.), supply programs such as:
  - VMI – Vendor Managed Inventory
  - IPS and Buffer Inventory

### ANZ - Industry VAS Lead

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