

IBM (NYSE:IBM - News) announced today that the company recently shipped its 1,000th POWER6(TM) processor-based System p(TM) 570 server, with Arrow Electronics, Inc. (NYSE:ARW - News) being the recipient.

Essextec is proud to have played a key role in this recent competitive win against Hewlett-Packard.

Seeking superior expertise, service, and local presence, Arrow Electronics requested to work with an IBM Business Partner. Essextec entered this highly competitive situation and was successful against HP. Essextec was able to demonstrate to the customer, Arrow Electronics, the superior quality of the IBM System p servers by providing

- Local AIX expertise with best practices and performance analysis
- Additional solution design assistance with Oracle
- Real-world competitive information between HP and IBM Unix servers
- An IBM versus HP comparison using IBM Competeline Group
- A multitude of design options, Visio diagrams, cost analyses

Press Release

Source: IBM

IBM Ships 1,000th POWER6-Based System p UNIX Server
Wednesday October 24, 9:44 am ET

Arrow Electronics to Use System p 570s With POWER Virtualization to Run ERP Applications

ARMONK, NY and MELVILLE, NY--(MARKET WIRE)--Oct 24, 2007 -- IBM (NYSE:IBM - News) announced today that the company recently shipped its 1,000th POWER6(TM) processor-based System p(TM) 570 server, with Arrow Electronics, Inc. (NYSE:ARW - News) being the recipient.

Arrow, whose Enterprise Computing Solutions (ECS) division is the largest distributor of System p servers in the world, recently received eight System p 570s. The new servers will be used in the automation and integration of Arrow ECS' order management, financial, procurement and planning operations as the company scales its enterprise resource planning initiative globally. Supported by the System p 570 servers with Advanced POWER(TM) Virtualization, the configuration will provide 24/7 availability for more than 3,000 concurrent users.

"Arrow was impressed with the capabilities of POWER6 in terms of its performance, ability to scale, and continuous availability features," said Vin Melvin, chief information officer of Arrow Electronics. "Arrow has had an excellent, long-standing relationship with IBM as both a vendor and a partner, and System p and AIX® have formed a prominent core backbone of our architecture for a number of years. Selecting the POWER6 processor was a logical decision for us."

IBM introduced the System p 570 in May and began shipping the midrange server in June. The system is powered by IBM's highly acclaimed POWER6 processor, the world's fastest chip at 4.7 GHz. The dual-core processor doubles the speed of the previous generation POWER5(TM) while using nearly the same amount of electricity to run and cool it, meaning that customers can use the new processor to either increase their performance by 100 percent or cut their power consumption virtually in half.

The System p 570, the world's most powerful midrange consolidation machine, contains hardware and software that allows it to create many "virtual" servers in a single box. For instance, the POWER6-based p 570 system is the only UNIX® server in the industry to feature Live Partition Mobility. This breakthrough technique allows customers to move live virtual machines -- including all running applications in that virtual machine -- from one physical UNIX or Linux® POWER6-based server to another while maintaining continuous availability of the applications to end users.

"We're thrilled that Arrow -- a company that thrives on expertise in UNIX systems -- has chosen the p570 and our leadership virtualization technology to increase resource utilization and simplify operations by reducing planned downtime," said Scott Handy, vice president of marketing and strategy, IBM Power Systems. "Customers around the world continue to cast their vote for POWER6 and IBM UNIX servers. We are winning new customers by delivering more than just performance -- extending our leadership to virtualization solutions, energy-saving technology and capabilities and overall balanced system design across the System p family of hardware and systems software."

About Arrow Electronics

Arrow Electronics is a global provider of products, services and solutions to industrial and commercial users of electronic components and computer products. Headquartered in Melville, N.Y., Arrow serves as a supply channel partner for more than 600 suppliers and 140,000 original equipment manufacturers, contract manufacturers and commercial customers through a global network of 260 locations in 55 countries and territories.

For more information on IBM System p servers and offerings, please visit <http://www.ibm.com/systems/p/>

About Essextec

Headquartered in Rochelle Park, NJ, Essex Technology Group, Inc. (Essextec), a privately held company, is focused on helping business leaders and technology decision makers in the northeast region of the U.S. improve their business performance with technology. The company is an infrastructure consulting firm providing a variety of services which include requirements definition, continuous operations consulting, and implementation of IBM servers, storage, software, managed services, education and training. Our success with customized total solutions for optimizing IBM technology for business advantage, has earned Essextec several prestigious IBM Business Partner Awards, including the "IBM Americas Business Partner Leadership Award" and the "IGS Services Sales Leadership Award" For more information, visit www.essextec.com.

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