



# INDUSTRIAL AUTOMATION AND PROCESS CONTROL INDUSTRIES

Industrial Panel PC and HMI Solutions: Promote IT and OT  
Convergence, Alignment, and Integration



# Industrial HMI, IT and OT Convergence

## IT and OT Convergence Improving Operational Excellence

### Benefits of IT/OT Convergence

- Network efficiency improvements
- Reliability of the network
- Improve performance and production
- Enable better decision making company wide
- Reduce costs from efficiency gains and optimization of operational processes, asset maintenance, and workforce management

Asset-intensive organizations can no longer afford to keep information technology (IT) and operational technology (OT) separate because of the convergence of several critical factors. There are growing demands for increased operational efficiencies, optimization of Industrial plants, as well as modernization of automation and business processes. The market demands intelligent information for better decisions, reduced costs, and shortened project timelines.

Industrial automation and process control industries have been going through an enormous amount of change; and the restructuring, unbundling and introduction of competition had radically changed the way the industry used to work a couple of decades ago. There is tremendous pressure to drive maximum operational efficiency, increased reliability, and at the same time reduce cost. Moving from just automation to real-time optimization of business processes, demands real-time access to all information related to a process by people engaged in that process. Integration of OT and IT decisions result in less costly technology deployments across an enterprise which effectively meets the operational goals of a business.

AIS industrial Panel PCs and Human Machine Interface (HMI) systems easily integrate into existing Ethernet and TCP/IP installations which engineers use to monitor and control mission-critical processes; thereby allowing operators to see desktop quality graphics and real-time updates of your processes in a web browser from anywhere in the world. By gaining timely access to key performance indicators (KPIs), decision makers can make business decisions from real time information. Information convergence between manufacturing and business systems within an enterprise allows greater business agility and opportunities for innovation.



# Industrial HMI, IT and OT Convergence

## Convergence of Windows Embedded Operating System Technology

AIS industrial panel PCs powered by Microsoft Windows embedded standard operating systems promote economic deployment of Human-Machine Interface solutions in manufacturing environments. Human Machine Interface (HMI) terminals feature visual computing interfaces with the performance and reliability for industrial automation and control systems. The dynamic visualization of AIS HMI panel PC's also provide stable real-time operating system support, increased processing performance and a wide range of network and communication interfaces, along with a rugged compact size and energy-efficient design.

## Plant Floor and Enterprise Networks

AIS HMI systems use industrial Ethernet technology and support industrial Ethernet protocols to connect your plant assets, manufacturing and business systems; integrating manufacturing data from the plant floor to the front office. As a result, manufacturers are out-pacing the market with regard to improved network and corporate operational performance.

## Industrial Security

AIS has created one platform to build sustainable converted industrial solutions powered by Windows Embedded architecture featuring state-of-the-art HMI technology. These new solutions supplement the changing demands of the industry by providing intuitive design driven by consumer devices in daily use, and promoting transparent connectivity company wide. Windows Embedded operating systems, combined with AIS industrial HMI systems, deliver important business benefits to global manufacturers including: enterprise connectivity, endless possibilities for innovation, platform familiarity, reliability and support.

## Enterprise Connectivity

- HMI system provides real-time access to factory floor data from enterprise applications, allowing for continuous production process optimization and increases in overall factory productivity
- HMI systems use Windows Communication Foundation (WCF) that provides a unified programming model for rapidly building service-oriented applications that communicate across the web and the enterprise.

## Endless Possibilities

- HMI system with a realistic-looking interface design optimizes the training time for factory workers, increases the accuracy of user interaction with machines, and reduces downtime due to human error.



# Industrial HMI, IT and OT Convergence

## Industrial HMI Systems and the Connected Factory

- Low power and thermally efficient application performance in small form factor embedded HMI system
- HMI system with industry-standard IP networking and open source operating systems are ready to meet the rigorous performance, security and availability requirements of factory automation
- HMI system with exceptional flexibility to incorporate a wide range of standard and user-configurable I/O interfaces
- HMI system enables industrial Ethernet, fieldbus protocol standards, and PLC run-time
- HMI system with flexible, reconfigurable platform supports multiple solutions

## Convergence of Embedded Intel® Technology

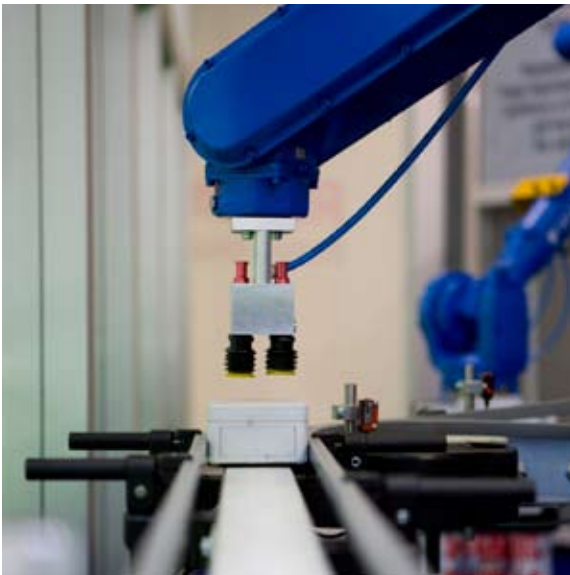
AIS offers Intel embedded processor-based panel PC systems as an open platform to develop HMI and visualization solutions. AIS industrial embedded panel PCs are designed to increase performance, provide real-time connectivity and interactive touch screen functionality for industrial automation and process control industries. The AIS rugged touch screen panel PCs feature an easy-to-use user interface, color TFT display and HMI interactivity which improves operator productivity by enabling effective visualization of plant operations and efficient controls.

## Integrated Safety HMI and 3D Machine Vision System

To minimize human machine interface development efforts, designers want to develop scalable systems that can be easily upgraded as performance expectations increase. The plant managers and control engineers are looking for architecture that can enable low cost, small form factor configurations with a minimum number of components. Responding to these escalating requirements, AIS' next generation dual-core Intel® Atom™ processor-based platforms offer improved performance and lower power consumption along with improved graphics utilizing a dedicated media engine and enhanced 3D performance machine vision.

## Energy Management

AIS' HMI system integrates a standard computer network architecture connectivity solution with high network bandwidth that enables energy data over Ethernet/IP solution. This allows a significantly easier way for manufacturers to deliver vital energy data from the plant floor to business systems. It enables operators to gain greater visibility into energy consumption at the equipment and facility level, and moreover, improves their ability to optimize energy utilization and production processes.



# Industrial HMI, IT and OT Convergence

## Convergence of Ecosystem Partner

AIS relies on industrial ecosystem partner to provide the expertise and experience for successful implementation of industrial automation, process control, machine, instrumentation and manufacturing solutions for our customers. With the HMI and SCADA software builder, you might face the challenges of combining complex operator interface hardware technologies in a rapidly changing business environment. To bridge the gap between complex integration demands, AIS has constantly developed new ways to serve its software partners. AIS partner ecosystem enables you to achieve measurable benefits while sharpening your competitive edge by using AIS Windows embedded-based human machine interface and operator interface terminals. As a result, you can serve your customers better, quicker and more efficiently.

The AIS Ecosystem Partner Program (EPP) provides system integrators extended, economical access to the AIS HMI automation products, services, and tools needed to develop integration solutions for your customers. The AIS EPP is primarily designed to support and ensure skilled Ecosystem partners in delivering highly productive solutions to end-users, as well as utilizing our wide range of rugged HMI operator interface terminal (OIT) solutions. Membership in the AIS EPP can open doors for your organization, from increasing your sales to expanding your markets. The marketing, sales and technical support that you gain through the AIS EPP will help navigate your business into new channels.

AIS will support and ensure that our skilled Ecosystem partners are delivering highly productive solutions to end-users, and utilizing our wide range of industrial rugged HMI operator interface terminal (OIT) solutions.

AIS' highly qualified engineers can ensure your HMI product is packaged to withstand rugged, harsh industrial environments, while considering all user interfaces (M2M and HMI). AIS has strong hardware integration experience with HMI and SCADA hardware systems, including high performance and reliable I/O connectivity for the Industrial Automation and Control industry.

Complete project management, from analysis, execution, and documentation are closely managed by a focused development team from AIS. Up to date documentation, excellent communication, and continuous engineering/capability improvements are practiced to provide the best support to AIS Ecosystem partners.



# Industrial HMI, IT and OT Convergence

## Convergence of Open HMI Platforms

### High Reliability

Integrated with embedded Intel architecture processors and chipsets, including the ultra-low, high speed, maximum uptime, long lifetime support and availability, and high MTBF industrial grade components

### High Flexibility

Customized panel pc configuration, selection of display, memory, storage and Windows embedded operating system

### High Ruggedness

Ruggedized design to operate in environments with temperature extremes and high levels of dust, dirt, grease, moisture, humidity, shock, vibration, and EMI/RFI

Supervisory Control and Data Acquisition (SCADA) systems, Industrial Control Systems (ICS), Distributed Control System (DCS) components, and visualization and configuration software are becoming increasingly PC compatible and standard protocols. Consequently, a trend towards PC-based operator control and monitoring system for visualizing and operating processes, production flows, machines and plants in all sectors – from the simple single-user station through to distributed multi-user systems and cross-location solutions with web clients, reduce overall system cost and improve business efficiency and flexibility.

The factory floor is becoming an increasingly Internet-connected and networked environment. This includes the adoption of systems for remote monitoring, long-distance support, diagnostic services and the integration of in-plant systems with the enterprise. AIS offers top-to-bottom, pc-based HMI solutions for the industrial control and automation market segment that can help manufacturers develop and deliver products for the connected enterprise.

AIS' commercial off the shelf (COTS) predesigned 8.4" to 21.5" pc-based operator terminals provide a cost effective control interface which can be easily integrated into new and existing installations reducing the time to market; meeting the demands of modern users where service, availability, reliability, and technology are paramount.



# Industrial Applications



- **Building Automation**

- Facilities management
  - HVAC
  - Lighting
  - Security
  - Safety systems
- Energy management

- **Chemical & Pharmaceutical**

- Operation management
- Manufacturing execution systems
- Purified water systems
- Packaging

- **Food & Beverage**

- OEE, downtime and production performance tracking
- Preparation, make/batch and package modules
- Monitor asset utilization

- **Mining & Metals**

- Historian and trending
- Operations MES
- Production/asset performance
- Condition-based monitoring of assets

- **Oil and Gas**

- Platform
- Pipeline
- Compressor
- Tank farm
- Distribution
- Safety environmental
- Fleet management

- **Packaging**

- Labeling
- Cartoning
- Top loading
- Material handling
- Feeding, form/fill/seal, inspecting
- Pack, shrink-wrapping, palletizing

- **Solar Wind Power**

- Remote monitoring
- Shaft vibration
- Battery status
- Wind speed
- Power output
- Charging status
- Sun angles
- Automatic maintenance

- **Water & Wastewater**

- Collection
- Distribution
- Chemicals
- Overflow lift, remote monitoring, valves, pumps

# Industrial Panel PC Solutions

## Industrial Panel PCs for Every Level HMI and SCADA Applications

AIS' Industrial Touch Panel line is available in 8.4", 10.1", 10.4", 12.1", 15", 17", 19", 20.1 and 21.5" rugged touch screen terminals. All operator terminals feature windows-based & pc-based high performance system processors, memory, and storage, USB, RS232, RS422/485, and Ethernet ports.

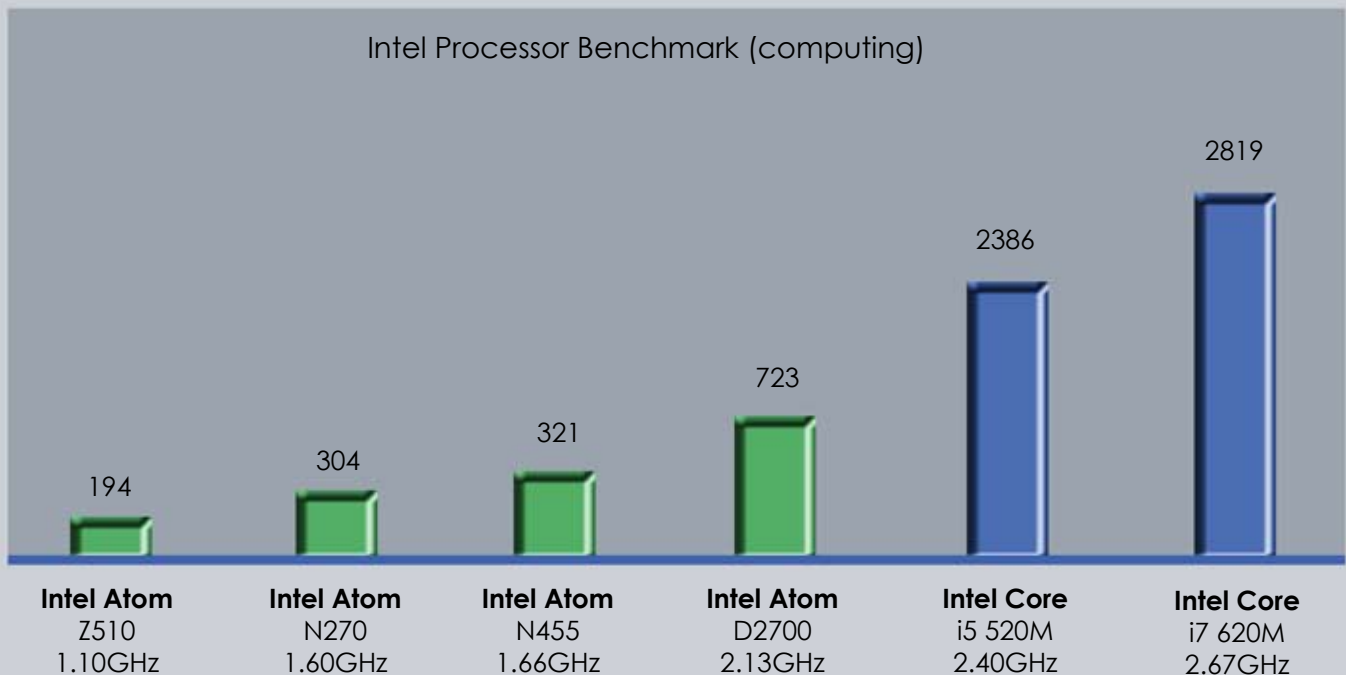
### Intel® Core™ processors-based panel PCs

- Intel® Core™ i7-620M Processor (4M Cache, 2.66 GHz)
- Intel® Core™ i5-520M Processor (3M Cache, 2.40 GHz)
- Ideal for supervisory control and data acquisition (SCADA) or manufacturing execution system (MES) applications

### Intel® Atom™ processors-based panel PCs

- Intel® Atom™ Processor D2700 (1M Cache, 2.13 GHz)
- Intel® Atom™ processor N455 (512K Cache, 1.66 GHz)
- Intel® Atom™ Processor N270 (512K Cache, 1.60 GHz)
- Intel® Atom™ Processor Z510 (512K Cache, 1.10 GHz)
- Ideal for machine-level, site-level or mid-level HMI applications

Intel Processor Benchmark (computing)



# Industrial Panel PC Solutions

Intel Core Processor Powered  
Industrial Embedded Panel PC

Windows Embedded Powered  
Industrial Embedded Panel PC



Models	IP15IC7T-C3	IP15IC7T-A1	IP17IC7T-M1
<b>Descriptions</b>			
<b>Processors</b>	Intel Core i7-620M 2.66 Ghz Intel Core i5-520M 2.40 Ghz	Intel Core i7-620M 2.66 Ghz Intel Core i5-520M 2.40 Ghz	Intel Core i7-620M 2.66 Ghz Intel Core i5-520M 2.40 Ghz
<b>Display Size &amp; Type</b>	15" color TFT	15" color TFT	17" color TFT
<b>Resolution</b>	1024 x 768	1024 x 768	1280 x 1024
<b>Brightness</b>	250 nits	550 nits	350 nits
<b>Interfaces</b>	2 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 4 x USB	2 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 4 x USB"	2 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 4 x USB
<b>IP/NEMA Ratings</b>	IP65/NEMA 4	IP65/NEMA 4	IP65/NEMA 4

	IP19IC7T-M1	IP20IC7T-A2	IPW22IC7T-A1
<b>Processors</b>	Intel Core i7-620M 2.66 Ghz Intel Core i5-520M 2.40 Ghz	Intel Core i7-620M 2.66 Ghz Intel Core i5-520M 2.40 Ghz	Intel Core i7-620M 2.66 Ghz Intel Core i5-520M 2.40 Ghz
<b>Display Size &amp; Type</b>	19" color TFT	20.1" color TFT	22" color TFT
<b>Resolution</b>	1280 x 1024	1600 x1200	1920 x 1080
<b>Brightness</b>	400 nits	300 nits	300 nits
<b>Interfaces</b>	2 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 4 x USB	2 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 4 x USB"	2 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 4 x USB
<b>IP/NEMA Ratings</b>	IP65/NEMA 4	IP65/NEMA 4	IP65/NEMA 4

# Fanless Embedded Panel PC Solutions

Intel Atom Processor Powered  
Industrial Embedded Panel PC

Windows Embedded Powered  
Industrial Embedded Panel PC



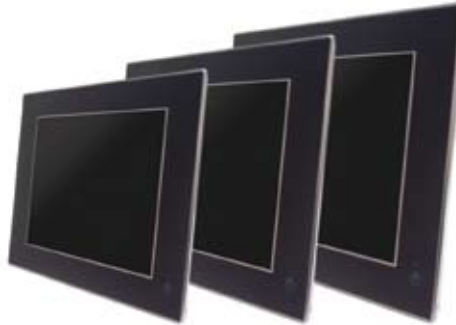
Models	IP08ID3S-T1	IPW10ID3S-H1	IP10ID7T-P1	IP12ID7T-L1
<b>Descriptions</b>				
<b>Processors</b>	Intel Atom D2700 2.13 GHz	Intel Atom D2700 2.13 GHz	Intel Atom D2700 2.13 GHz	Intel Atom D2700 2.13 GHz
<b>Display Size &amp; Type</b>	8.4" color TFT	10.1" color TFT	10.4" color TFT	12.1" color TFT
<b>Resolution</b>	800 x 600	1024 x 600	800 x 600	800 x 600
<b>Brightness</b>	450 nits	250 nits	400 nits	400 nits
<b>Interfaces</b>	1 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 2 x USB	1 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 2 x USB	2 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 4 x USB	2 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 4 x USB
<b>IP/NEMA Ratings</b>	IP65/NEMA 4	IP65/NEMA 4	IP65/NEMA 4	IP65/NEMA 4

	IP15ID7T-C3	IP17ID7T-M1	IP19ID7T-M1	IPW22ID7T-A1
<b>Processors</b>	Intel Atom D2700 2.13 GHz	Intel Atom D2700 2.13 GHz	Intel Atom D2700 2.13 GHz	Intel Atom D2700 2.13 GHz
<b>Display Size &amp; Type</b>	15" color TFT	17" color TFT	19" color TFT	21.5" color TFT
<b>Resolution</b>	1024 x 768	1280 x 1024	1280 x 1024	1920 x 1080
<b>Brightness</b>	250 nits	350 nits	400 nits	300 nits
<b>Interfaces</b>	2 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 4 x USB	2 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 4 x USB	2 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 4 x USB	2 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 4 x USB
<b>IP/NEMA Ratings</b>	IP65/NEMA 4	IP65/NEMA 4	IP65/NEMA 4	IP65/NEMA 4

# Stainless Steel Front Panel PC Solutions

Intel Atom Processor Powered  
Industrial Embedded Panel PC

Windows Embedded Powered  
Industrial Embedded Panel PC



Models Descriptions	IP10PEB99-A1	IP15PEB99-A1	IP17PEB99-A1
<b>Processors</b>	Intel Atom N455 1.66 GHz	Intel Atom N455 1.66 GHz	Intel Atom N455 1.66 GHz
<b>Display Size &amp; Type</b>	10.4" color TFT	15" color TFT	17" color TFT
<b>Resolution</b>	800 x 600	1024 x 768	1280 x 1024
<b>Brightness</b>	400 nits	400 nits	350 nits
<b>Interfaces</b>	1 x serial RS232 1 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 2 x USB	1 x serial RS232 2 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 2 x USB	1 x serial RS232 2 x serial RS232/422/485 2 x 10/100/1000 Mbit/s RJ 45 2 x USB
<b>IP/NEMA Ratings</b>	IP66K/NEMA 6	IP66K/NEMA 6	IP66K/NEMA 6

# Fully Enclosed Stainless Panel PC Solutions

Intel Atom Processor Powered  
Industrial Embedded Panel PC

Windows Embedded Powered  
Industrial Embedded Panel PC



Models	FIP15ID3T-C3	FIP17ID3T-M1	FIP19ID3T-M1	FIPW22ID3T-A1
<b>Descriptions</b>				
<b>Processors</b>	Intel Atom D2700 2.13 GHz	Intel Atom D2700 2.13 GHz	Intel Atom D2700 2.13 GHz	Intel Atom D2700 2.13 GHz
<b>Display Size &amp; Type</b>	15" color TFT	17" color TFT	19" color TFT	21.5" color TFT
<b>Resolution</b>	1024 x 768	1024 x 768	1280 x 1024	1920 x 1080
<b>Brightness</b>	250 nits	350 nits	400 nits	250 nits
<b>Interfaces</b>	2 x serial RS232 1 x 10/100/1000 Mbit/s RJ 45 2 x USB	2 x serial RS232 1 x 10/100/1000 Mbit/s RJ 45 2 x USB	2 x serial RS232 1 x 10/100/1000 Mbit/s RJ 45 2 x USB	2 x serial RS232 1 x 10/100/1000 Mbit/s RJ 45 2 x USB
<b>IP/NEMA Ratings</b>	IP65/NEMA 4 360 Degree Protection	IP65/NEMA 4 360 Degree Protection	IP65/NEMA 4 360 Degree Protection	IP65/NEMA 4 360 Degree Protection

	FIP15IA7T-C3	FIP17IA7T-M1	FIP19IA7T-M1	FIPW22IA7T-A1
<b>Processors</b>	Intel Atom N270 1.60 GHz	Intel Atom N270 1.60 GHz	Intel Atom N270 1.60 GHz	Intel Atom N270 1.60 GHz
<b>Display Size &amp; Type</b>	15" color TFT	17" color TFT	19" color TFT	21.5" color TFT
<b>Resolution</b>	1024 x 768	1028 x 1024	1280 x 1024	1920 x 1080
<b>Brightness</b>	250 nits	350 nits	400 nits	250 nits
<b>Interfaces</b>	1 x serial RS232 1 x 10/100/1000 Mbit/s RJ 45 2 x USB	1 x serial RS232 1 x 10/100/1000 Mbit/s RJ 45 2 x USB	1 x serial RS232 1 x 10/100/1000 Mbit/s RJ 45 2 x USB	1 x serial RS232 1 x 10/100/1000 Mbit/s RJ 45 2 x USB
<b>IP/NEMA Ratings</b>	IP65/NEMA 4 360 Degree Protection	IP65/NEMA 4 360 Degree Protection	IP65/NEMA 4 360 Degree Protection	IP65/NEMA 4 360 Degree Protection

# POE Touch Screen Panel PC Solutions

Intel Atom Processor Powered  
Industrial Embedded Panel PC

Windows Embedded Powered  
Industrial Embedded Panel PC



Models	IPW07I93S-A2-POE	IPW10I93S-H1-POE
<b>Descriptions</b>		
<b>Processors</b>	Intel Atom Z510 1.1 GHz	Intel Atom Z510 1.1 GHz
<b>Display Size &amp; Type</b>	7" color TFT	10.1" color TFT
<b>Resolution</b>	800 x 480	1024 x 600
<b>Brightness</b>	300 nits	250 nits
<b>Interfaces</b>	1 x serial RS232 1 x serial RS232/422/485 2 POEx 10/100/1000 Mbit/s 2 x USB	1 x serial RS232 1 x serial RS232/422/485 2 POEx 10/100/1000 Mbit/s 2 x USB
<b>IP/NEMA Ratings</b>	IP65/NEMA 4	IP65/NEMA 4

# Industrial LCD Monitor Solutions



<b>Models</b>	<b>IP08T230-T1</b>	<b>IPW10L110-H1</b>	<b>IP10L630-P1</b>	<b>IP12T630-L1</b>
<b>Descriptions</b>				
<b>Display Size &amp; Type</b>	8.4" color TFT	10.1" color TFT	10.4" color TFT	12.1" color TFT
<b>Resolution</b>	800 x 600	1024 x 600	800 x 600	800 x 600
<b>Brightness</b>	450 nits	250 nits	400 nits	400 nits
<b>Interfaces</b>	1 x VGA/Video/Audio	1 x VGA/Video/Audio	1 x VGA/Video/Audio	1 x VGA/Video/Audio
<b>IP/NEMA Ratings</b>	IP65/NEMA 4	IP65/NEMA 4	IP65/NEMA 4	IP65/NEMA 4

	<b>IP15L630-C3</b>	<b>IP17L540-M1</b>	<b>IP19L340-M1</b>	<b>IPW22L110-A1</b>
<b>Display Size &amp; Type</b>	15" color TFT	17" color TFT	19" color TFT	21.5" color TFT
<b>Resolution</b>	1024 x 768	1280x1024	1280 x 1024	1920 x 1080
<b>Brightness</b>	250 nits	350 nits	400 nits	300 nits
<b>Interfaces</b>	1 x VGA/Video/Audio	1 x VGA/Video/Audio	1 x VGA/Video/Audio	1 x VGA/Video/Audio
<b>IP/NEMA Ratings</b>	IP65/NEMA 4	IP65/NEMA 4	IP65/NEMA 4	IP65/NEMA 4

# Fully Enclosed Stainless Display Solutions



<b>Models</b> <b>Descriptions</b>	<b>FIP15L630-C3</b>	<b>FIP17L540-M1</b>	<b>FIP19L340-M1</b>	<b>FIP20L110-A2</b>
<b>Display Size &amp; Type</b>	15" color TFT	17" color TFT	19" color TFT	20.1" color TFT
<b>Resolution</b>	1024 x 768	1280 x 1024	1280 x 1024	1600 x 1200
<b>Brightness</b>	250 nits	350 nits	400 nits	300 nits
<b>Interfaces</b>	1 x VGA/Video/Audio	1 x VGA/Video/Audio	1 x VGA/Video/Audio	1 x VGA/Video/Audio
<b>IP/NEMA Ratings</b>	IP65/NEMA 4 360 Degree Protection	IP65/NEMA 4 360 Degree Protection	IP65/NEMA 4 360 Degree Protection	IP65/NEMA 4 360 Degree Protection

<b>Models</b> <b>Descriptions</b>	<b>ST15L630-C3</b>	<b>ST17L540-M1</b>	<b>ST19L340-M1</b>	<b>ST20L110-A2</b>
<b>Display Size &amp; Type</b>	15" color TFT	17" color TFT	19" color TFT	20.1" color TFT
<b>Resolution</b>	1024 x 768	1280 x 1024	1280 x 1024	1600 x 1200
<b>Brightness</b>	250 nits	350 nits	400 nits	300 nits
<b>Interfaces</b>	1 x VGA/Video/Audio	1 x VGA/Video/Audio	1 x VGA/Video/Audio	1 x VGA/Video/Audio
<b>IP/NEMA Ratings</b>	IP65/NEMA 4 360 Degree Protection	IP65/NEMA 4 360 Degree Protection	IP65/NEMA 4 360 Degree Protection	IP65/NEMA 4 360 Degree Protection

# Our Valued Partners for Success

Avnet Electronics Marketing (AEM), a division of Avnet, Inc.



## Corporate Facts

Exchange : NYSE  
Ticker Symbol: AVT  
Sector: Technology  
Founded: 1921 by Charles Avnet  
Incorporated: 1955  
CEO: Rick Hamada  
Global HQ: Phoenix, AZ  
Employees: 17,000+ worldwide  
Fortune 500 (2011 rank # 132)  
Forbes 2000 largest public companies (rank #904)  
Reach: Sales in 70+ countries  
No. of locations: 300+ worldwide

As part of the Avnet Electronics Marketing, a division of Avnet, Inc., Avnet Embedded focuses on providing a full suite of embedded solutions from storage, computing, software and networking products, to disk drives, flat panels and embedded boards tied together with world class supply-chain, logistics and integration services. Avnet Embedded is the undisputed leader in embedded solutions for the Americas. With a revenue stream in the billions of dollars, a broad partner line card which includes AIS, a wealth of technical resources and a highly skilled team, Avnet Embedded delivers outstanding support for OEM, embedded and commercial customers.

The Avnet Embedded team are market experts in OEM computing technologies, employing the largest dedicated sales and services organization in the embedded business. The current organization consists of well over 100 technically certified field sales representatives across North America supported by over 50 technical personnel including embedded territory managers, technology dedicated business development managers and factory trained embedded system engineers.



Accelerating Your Success™

# Our Valued Partners for Success

## Gain a Competitive Advantage with Avnet Services

Avnet's comprehensive suite of services can help you access new markets, new customers, new partners, new technologies and new programs to grow your business. Avnet supports you through the solutions sales cycles with the tools, training, resources and guidance necessary to close more deals faster and accelerate your success.

Avnet's services help grow your revenue by expanding your offerings and enhancing customer service. With Avnet services, you can invest in those strengths that set your business apart in the market place and turn to Avnet for the rest. Put simply, Avnet can help you gain a competitive advantage by accelerating your time to market, lowering your total cost of ownership and augmenting your core competencies to deliver end-to-end information technology and operation technology solutions.



### Avnet's Value Added Propositions

- **Time to market:** Avnet is your quickest and most efficient source for AIS products in the channel. AIS will work closely with Avnet in ensuring that you have the best possible price and service.
- **Local service level:** Avnet employs an extensive field sales force composed of territory managers, BDMs, sales representatives, and applications/service engineers.
- **Lower total cost of ownership:** Avnet will ensure your total cost of ownership is at its lowest possible by offering the best options in product purchase, product availability, and post sales support.
- **Ease of doing business:** Avnet is your preferred distributor offering the best service inside and out. Avnet's extensive organization is available to help meet your project demands and requirements.
- **Engineering solutions:** parts compatibility, life cycles, chassis designs, agency certifications, quality yields (MTBF), thermals, and part qualifications.
- **Supply chain management:** consignments, global programs, integration support, EOL buys, and project management
- **Global reach and logistics:** direct fulfillment, export compliance, global programs
- **Post sales support:** extended warranty, refurbishment, advanced replace, on-site warranty, and on-site installs.

## Avnet Embedded Mission

The Avnet Embedded mission is "To create value for our business partners and grow our business profitably by providing Embedded products, integrated solutions, and supply chain services through a team of market experts."



Accelerating Your Success™



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Irvine, CA 92614

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[www.aispro.com](http://www.aispro.com)

**Avnet:** AIS Distribution Partner

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<http://em.avnet.com/ais>

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