

ABOUT THE ISR PROGRAM

In 2007 IBM created the Industry Solution Reseller program to address the growing multi-billion dollar embedded.

A candidate for the IBM Industry Solution Reseller (ISR) Program is a manufacturer of dedicated-function computing solutions that seeks to leverage the world class technology, quality, brand equity, and warranty service offered by IBM's products and delivered by a world class company like Avnet.

TARGET MARKETS & INDUSTRIES

- » Healthcare
- » Telecommunications
- » Media & Entertainment
- » Network Monitoring & Security

ELIGIBLE PRODUCTS

- » System-x
- » BladeCenter
- » Storage
- » System-p
- » System-i

AVNET EMBEDDED SOLUTIONS

Avnet has partnered with IBM to offer developers, Independent Software Vendors, manufacturers and OEMs the ability to leverage IBM's leading edge technology and warranty service, with Avnet's expertise in logistics, integration and implementation services.

Industry Solution Resellers require complex support to bring their solutions to market. Avnet Embedded helps accelerate this effort by providing expertise in services.

- » Hardware Design
- » First Article Build & Test
- » Supply Chain Management
- » Global Logistics
- » Implementation Services
- » Custom Logo & Solution Branding

Avnet Embedded has an extensive sales team that works closely with a variety of suppliers and resources.

- » Dedicated Account Manager
- » Sales Support Team
- » System Engineers
- » First Article Engineers
- » Project Managers
- » Logistics Lead

BENEFITS FOR ISRs

- » Simple enrollment process
- » Two-page Avnet agreement
- » No IBM contract
- » Access to IBM Eval Programs
- » Continue to work with the existing IBM Team
- » Partner with an experienced Avnet Embedded team
- » Managed supply chain
- » International shipping enabled



CONTACT YOUR REGIONAL AVNET BDM

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