



# Top Channel Suppliers

By CRN Staff  
 3:00 PM EDT Fri. Sep. 15, 2006  
 From the September 18, 2006 issue of CRN



## SPECIALTY DISTRIBUTORS

<b>Company</b>	<b>Arrow Electronics</b> (NYSE: <a href="#">ARW</a> ), Melville, N.Y.
<b>Rank</b>	1
<b>% Doing Business With</b>	10.3%
<b>Top Three Single, Main Reasons Solution Providers Purchase From Supplier</b>	Unique products Breadth of products Price & availability
<b>Strategic Source</b>	26.9%
<b>Major Source</b>	20.5%
<b>Minor Source</b>	52.6%

<b>Company</b>	<b>Avnet (NYSE:<a href="#">AVT</a>)</b> , Phoenix
<b>Rank</b>	2
<b>% Doing Business With</b>	9.8%
<b>Top Three Single, Main Reasons Solution Providers Purchase From Supplier</b>	Unique products Breadth of products Price & availability
<b>Strategic Source</b>	27%
<b>Major Source</b>	31.1%
<b>Minor Source</b>	41.9%

<b>Company</b>	<b>ScanSource</b> , Greenville, S.C..
<b>Rank</b>	3
<b>% Doing Business With</b>	6.2%
<b>Top Three Single, Main Reasons Solution Providers Purchase From Supplier</b>	Unique products Price & availability Breadth of products
<b>Strategic Source</b>	17%
<b>Major Source</b>	31.9%
<b>Minor Source</b>	51.1%

<b>Company</b>	<b>Bell Microproducts</b> (NSDQ: <a href="#">BELM</a> ) San Jose, Calif.
<b>Rank</b>	4
<b>% Doing Business With</b>	5.4%
<b>Top Three Single, Main Reasons Solution Providers Purchase From Supplier</b>	Price & availability Unique products Breadth of products
<b>Strategic Source</b>	14.6%
<b>Major Source</b>	17.1%
<b>Minor Source</b>	68.3%

<b>Company</b>	<b>Westcon</b> Tarrytown, N.Y.
<b>Rank</b>	5
<b>% Doing Business With</b>	5.3%
<b>Top Three Single, Main Reasons Solution Providers Purchase From Supplier</b>	Price & availability Unique products Relationships
<b>Strategic Source</b>	17.5%
<b>Major Source</b>	22.5%
<b>Minor Source</b>	60%

<b>Company</b>	<b>Access Distribution</b> Westminster, Colo.
<b>Rank</b>	6
<b>% Doing Business With</b>	4.4%
<b>Top Three Single, Main Reasons Solution Providers Purchase From Supplier</b>	Unique products Relationships Breadth of products
<b>Strategic Source</b>	18.2%
<b>Major Source</b>	39.4%
<b>Minor Source</b>	42.4%

<b>Company</b>	<b>Agilysis</b> Boca Raton, Fla.
<b>Rank</b>	7
<b>% Doing Business With</b>	3.4%
<b>Top Three Single, Main Reasons Solution Providers Purchase From Supplier</b>	Unique products Relationships Breadth/Expertise/ Integration
<b>Strategic Source</b>	34.6%
<b>Major Source</b>	15.4%
<b>Minor Source</b>	50%

<b>Company</b>	<b>SED International</b> Tucker, Ga.
<b>Rank</b>	8
<b>% Doing Business With</b>	2.9%
<b>Top Three Single, Main Reasons Solution Providers Purchase From Supplier</b>	Price & availability Breadth of products Unique products
<b>Strategic Source</b>	18.2%
<b>Major Source</b>	18.2%
<b>Minor Source</b>	63.6%

<b>Company</b>	<b>WDL Systems</b> Pittsboro, N.C. (EMJ).
<b>Rank</b>	9
<b>% Doing Business With</b>	1.5%
<b>Top Three Single, Main Reasons Solution Providers Purchase From Supplier</b>	Unique products Breadth of products Relationships
<b>Strategic Source</b>	18.2%
<b>Major Source</b>	27.3%
<b>Minor Source</b>	54.5%



**Delivering Value**  
 Ease of doing business and relationships often trump price and availability as the key reasons solution providers remain loyal to a supplier.

**Channel Shopping**  
 Solution providers are increasingly sourcing product from other solution providers and less frequently from vendors, the 2006 Sourcing Study shows.

**Top Channel Suppliers**  
 List: The most frequently shopped suppliers and key reasons why solution providers do business with them.