

AVNET INTEGRATED SOLUTIONS SPOTLIGHT ON MICROSOFT FOR OEMs



License, Build, and Scale Embedded Solutions with Confidence



GET TO MARKET FASTER AND MORE COST EFFECTIVELY WITH MICROSOFT LICENSING FROM AVNET

Avnet Integrated Solutions helps OEMs design, build, and scale complete solutions using Microsoft Embedded and IoT licensing—backed by deep expertise, global reach, and long-term lifecycle support.

BUILT FOR OEMs

If you're an original equipment manufacturer (OEM) building purpose-built solutions that combine hardware and software—from edge devices to back-end systems—Microsoft Embedded and IoT software from Avnet Integrated Solutions is designed for you.

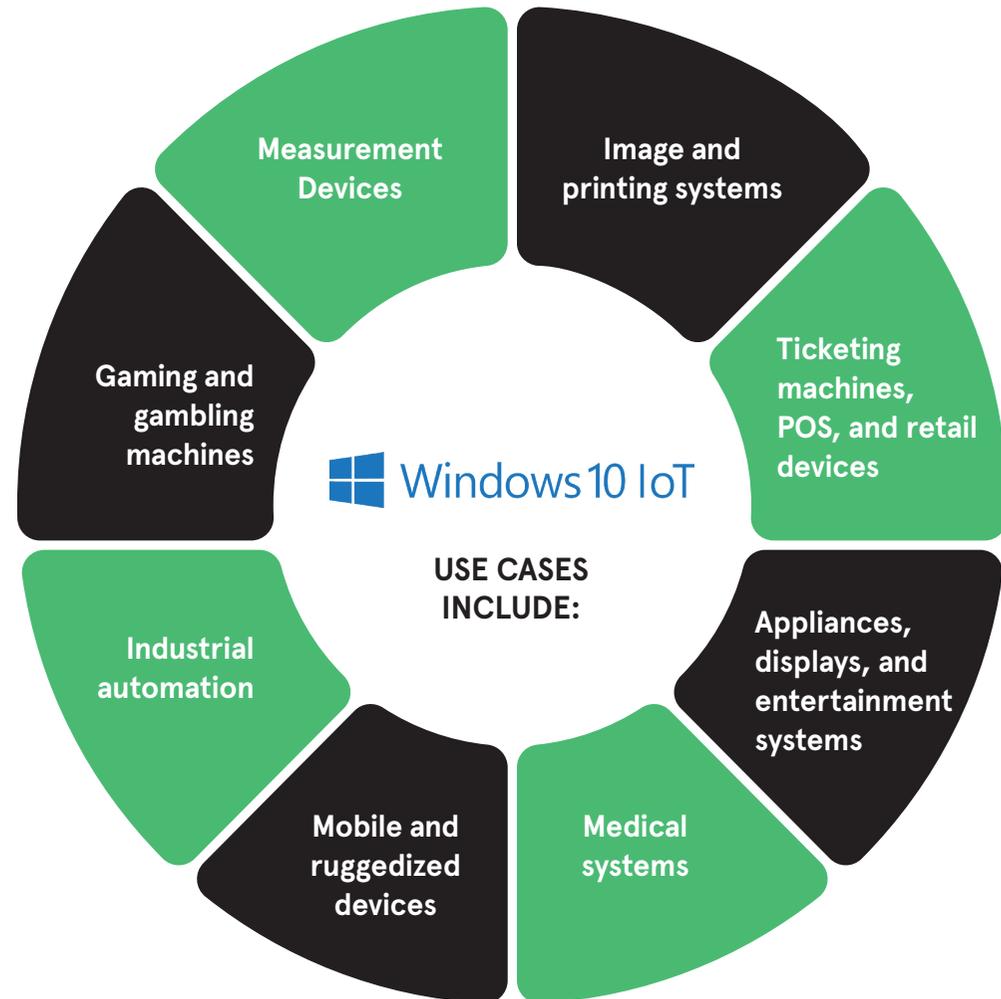
These solutions are typically:

- Purpose-built for a specific function or application set
- Locked down to ensure reliability, stability, and security
- Deployed for long lifecycles with minimal disruption

Because they perform dedicated tasks, they require fewer updates than general-purpose systems—while still needing long-term support and security.



Built for OEMs: fewer updates, long-term support, security



/ DESIGNED FOR PURPOSE-BUILT DEVICES

Microsoft Embedded and IoT licensing is specifically designed for manufacturers building complete, integrated solutions.

WHY EMBEDDED AND IoT LICENSING IS DIFFERENT FOR OEMs

Microsoft offers Embedded and IoT licenses tailored to OEM requirements. To access these licenses, OEMs must have a **Customer License Agreement (CLA)** through a Microsoft OEM contract. This agreement enables you to purchase licenses through an approved distributor such as Avnet Integrated Solutions.

With the right licensing in place, you benefit from:

- **Long-term stability** with up to 10 years of support, helping products stay in market longer and improving ROI
- **Extended servicing** and support compared to standard commercial licensing
- **Cost-effective pricing** models that improve with volume, without minimum purchase commitments
- Licensing models **aligned to OEM production** and deployment needs

MICROSOFT LICENSING FOR OEMs HELPS YOU TO:



reduce cost



minimize risk



extend product lifecycles

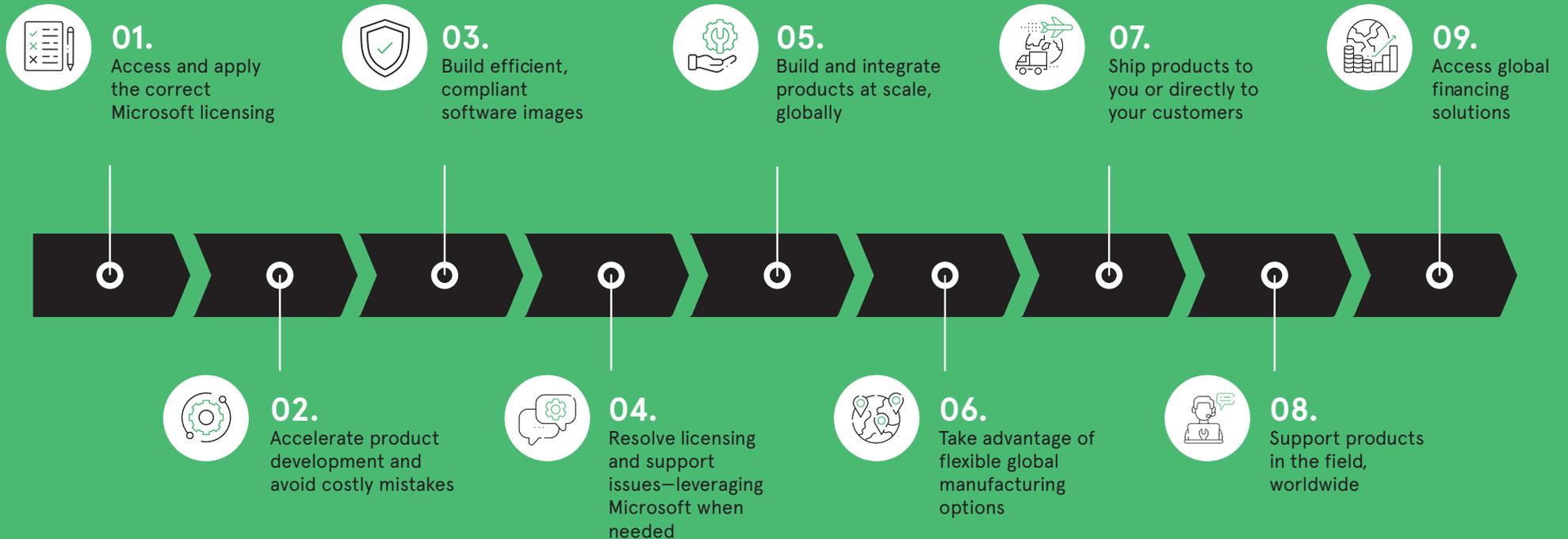
THE CLA: YOUR GATEWAY TO OEM LICENSING

In order to access these licenses you need to have a Customer License Agreement (CLA) via a Microsoft OEM contract, giving you access to embedded and IoT licenses through an approved distributor, like Avnet Integrated Solutions. The CLA gives you access to buy and benefit from these licenses, provides enhanced pricing models, software and licensing support.



AVNET INTEGRATED SOLUTIONS BRINGS TOGETHER LICENSING EXPERTISE, ENGINEERING SUPPORT, AND GLOBAL OPERATIONS TO HELP OEMs SUCCEED

WE HELP YOU THROUGH THE SERVICE PROVIDER PROCESS AT EVERY STAGE



OUR FOCUS: ENSURING YOUR SUCCESS—FROM CONCEPT TO LIFECYCLE SUPPORT.

CUSTOMER SPOTLIGHT: MOTOROLA SOLUTIONS

Motorola Solutions serves enterprise and public safety customers worldwide, delivering mission-critical communications for government agencies, public safety organizations, critical infrastructure, and industrial customers.

WHAT THEY NEEDED

Motorola Solutions products are often deployed for 10–15 years, far exceeding the support timelines of most operating system channels. They required:

- High reliability, security, and uptime
- Communications that function in the most demanding conditions
- Long product lifecycles aligned to regulated environments

WHAT THEY BUILD

Mission-critical solutions for police, fire, EMS, utilities, transportation, and large enterprises, including:

- 911 and emergency response platforms
- Two-way radios (APX, MOTOTRBO)
- Land Mobile Radio (LMR) systems
- Body-worn cameras
- Video surveillance
- Command center software

HOW AVNET HELPED

Avnet supports Motorola Solutions through the Microsoft IoT channel, providing access to operating systems with **long-term, 10-year support** aligned to their product lifecycles.

For legacy platforms, Avnet also enables continued protection through **Extended Security Updates (ESU)**—helping maintain security and compliance beyond standard support timelines.

Through regular working sessions, Avnet ensures:

- The correct Microsoft licensing model is applied.
- Products remain compliant and secure.
- Technical and support challenges are resolved quickly—either directly or through Avnet’s ESWO contract, connecting Motorola Solutions with Microsoft engineering resources when needed.

“Avnet Integrated Solutions has been a trusted partner in supporting our Microsoft IoT strategy—ensuring long-term OS support aligned to our product lifecycles while maintaining licensing compliance. Their proactive collaboration and direct access to Microsoft engineering resources help us resolve challenges quickly and keep our solutions secure and market-ready.”

Motorola Solutions relies on Avnet.



AVNET INTEGRATED SOLUTIONS IS HERE TO HELP YOU LICENSE, BUILD AND SCALE.

Our team of Microsoft and licensing specialists supports OEMs as they design, manufacture, and deliver integrated solutions—anywhere in the world. With deep expertise and global scale, we help you deploy Microsoft-based solutions efficiently, compliantly, and at scale.

Email: software@avnet.com

Phone: [800-434-6155](tel:800-434-6155)

