

# Windows IoT Distributor Information

Last Updated 9<sup>th</sup> September 2022

Distributors can leverage their Windows IoT development experiences, and knowledge, to help you build secure and connected Windows IoT solutions.

If you would like to work with one of our distributors, please select a distributor in your region and contact the distributor directly for more details.

Regions:

- [Americas](#)
- [APAC](#)
- [EMEA](#)
- [Japan](#)



## AMERICAS

Distributor Location	Distributor Name	Contact Name/Email	Contact Phone
Brazil	Softline International BRASIL COMER	<a href="mailto:info.brasil@softlinegroup.com">info.brasil@softlinegroup.com</a>	+55 11 5188 8100
United States	Advantech Corporation	<a href="mailto:iot.software@advantech.com">iot.software@advantech.com</a>	+1 425-922-0721
United States	Arrow Electronics INC.	Ken Marlin <a href="mailto:Ken.Marlin@Arrow.com">Ken.Marlin@Arrow.com</a> Scott Chmiel <a href="mailto:mseembedded@arrow.com">mseembedded@arrow.com</a>	+1 602 416 2292 +1 832 975 1195
United States	Avnet INC	<a href="mailto:Software@Avnet.com">Software@Avnet.com</a>	+1 480 643 7055
United States	Bsquare Corporation	Lisa Abbot <a href="mailto:lisaa@bsquare.com">lisaa@bsquare.com</a> Alex Gerosa <a href="mailto:alexg@bsquare.com">alexg@bsquare.com</a>	+ 1 425-519-5265 + 1 425-519-5992
United States	Dell, INC.	Jordan Wright <a href="mailto:embeddedsoftwaresales@dell.com">embeddedsoftwaresales@dell.com</a>	+737 227 1602

## APAC

Distributor Location	Distributor Name	Contact Name/Email	Contact Phone
Australia	Advantech Australia PTY Limited	Susie Chen <a href="mailto:Susie.Chen@advantech.net.au">Susie.Chen@advantech.net.au</a>	+61 3 97970101
Australia / New Zealand	Avnet Electronics Marketing Australia Pty Ltd	Wayne Leong <a href="mailto:Wayne.Leong@AVNET.COM">Wayne.Leong@AVNET.COM</a>	+612 9585 5520
Australia / New Zealand	MDS Pacific PTY Ltd.	Haeli An <a href="mailto:haeli@mdspacific.com">haeli@mdspacific.com</a>	+61 2-9888-7715
China	AVNET(Shanghai) Limited	Jack Xu <a href="mailto:jackwuhan.xu@avnet.com">jackwuhan.xu@avnet.com</a>	+86(0)2787322688
China	Beijing Advantech XING YE Electronics	Zicheng Yan <a href="mailto:zicheng.yan@advantech.com.cn">zicheng.yan@advantech.com.cn</a>	+86 15818585213
China	Comtech Industrial Technology	Selina Gong <a href="mailto:selinagong@comtech.com.cn">selinagong@comtech.com.cn</a>	+86 15986642886
China	Dell (China) CO. Ltd.	Gao Defeng <a href="mailto:dell.emb.os@dell.com">dell.emb.os@dell.com</a>	+86-592-8182210
China	Hancom MDS (Shenzen) Technology Co., Ltd.	Adam Yi <a href="mailto:adamyi@mdspacific.com">adamyi@mdspacific.com</a>	+86 755 8255 2491
China	Lanxiang Technology (Shenzhen)	Becky Wang <a href="mailto:beckywang@synnex.com.tw">beckywang@synnex.com.tw</a>	+86 13760251863
China	WT Microelectronics (Shanghai) CO.,	Sun Liang <a href="mailto:liang.sun@wtmec.com">liang.sun@wtmec.com</a>	+86 18600933866
Hong Kong SAR	Advantech Automation Corp.	Wanting Wei <a href="mailto:wanting.wei@advantech.com.cn">wanting.wei@advantech.com.cn</a> ; Zicheng Yan <a href="mailto:zicheng.yan@advantech.com.cn">zicheng.yan@advantech.com.cn</a>	+86 13670299622 +86 15818585213
Hong Kong SAR	Avnet Technology Hong Kong Limited	Kevin Wong <a href="mailto:Kevin.wong@avnet.com">Kevin.wong@avnet.com</a>	+852 21765388
Hong Kong SAR	Comtech International (Hong Kong)	Selina Gong <a href="mailto:selinagong@comtech.com.cn">selinagong@comtech.com.cn</a>	+86 15986642886
Hong Kong SAR	MDS Tech China Holding Co Limited	Adam Yi <a href="mailto:adamyi@mdspacific.com">adamyi@mdspacific.com</a>	+86 755 8255 2491
Hong Kong SAR	China Lanxiang Technology (Shenzhen)	Becky Wang <a href="mailto:beckywang@synnex.com.tw">beckywang@synnex.com.tw</a>	+86 13760251863
Hong Kong SAR	WT Microelectronics Ltd.	Sun Liang <a href="mailto:liang.sun@wtmec.com">liang.sun@wtmec.com</a>	+86 18600933866
India	Advantech Industrial Computing	Praveen B <a href="mailto:Praveen.B@advantech.com">Praveen.B@advantech.com</a>	+91 9845071709

Distributor Location	Distributor Name	Contact Name/Email	Contact Phone
India	MDS Pacific India Pvt Ltd	Sreejith Krishnan <a href="mailto:sreejith.krishnan@mdspacific.com">sreejith.krishnan@mdspacific.com</a> Prajwal Shetty <a href="mailto:prajwal.shetty@mdspacific.com">prajwal.shetty@mdspacific.com</a>	+91 78 4784 8412 +91 80 4123 9727
Korea	Advantech KR Co., Ltd.	Zesty Lee <a href="mailto:Zesty.Lee@advantech.co.kr">Zesty.Lee@advantech.co.kr</a>	+82 2 3660 9220
Korea	Hancom MDS Inc.	Sungwoo Park <a href="mailto:sungwoo@hancommnds.com">sungwoo@hancommnds.com</a>	+82 31 602 2026
Korea	SGA Embedded Co., Ltd.	Young Seung .ko <a href="mailto:ysko@sgacorp.kr">ysko@sgacorp.kr</a>	+82 10 3333 4187
Malaysia, Philippines, Singapore, Thailand, Vietnam	Avnet Asia Pte Ltd	Catherine Wong <a href="mailto:Catherine.wong@avnet.com">Catherine.wong@avnet.com</a>	+65 9681 9211
Singapore, Malaysia, Thailand, Indonesia, Philippine	Advantech Co. Singapore PTE Ltd.	Kenneth Ong <a href="mailto:Kenneth.Ong@advantech.com">Kenneth.Ong@advantech.com</a>	Mobile: +65-9764 3716 DID: 65-6413 8723
Singapore	Dell Global B.V. (Singapore Branch)	Shree Vidhya <a href="mailto:Shree.Vidhya.Aj@dell.com">Shree.Vidhya.Aj@dell.com</a>	+91 9739096714
Singapore Malaysia Thailand Indonesia Philippines Vietnam	MDS Pacific PTE Ltd.	Edmund Foo <a href="mailto:edmund.foo@mdspacific.com">edmund.foo@mdspacific.com</a> Stacey Leaw <a href="mailto:Stacey.leaw@mdspacific.com">Stacey.leaw@mdspacific.com</a>	+65 6297 2800
Taiwan	Advantech CO., LTD.	Grace Chen <a href="mailto:Grace88.Chen@advantech.com.tw">Grace88.Chen@advantech.com.tw</a>	+886 2 27927818 ext. 9292
Taiwan	Chander Electronics Corp.	Fransky Liu <a href="mailto:fransky_liu@chander.com.tw">fransky_liu@chander.com.tw</a>	+886 2 2218-6500 EXT 861
Taiwan	Synnex Technology Internationals COR	Nicole Wu <a href="mailto:peiynwu@synnex.com.tw">peiynwu@synnex.com.tw</a>	+886 912830162

# EMEA

Distributor Location	Distributor Name	Contact Name /Email	Contact Phone
Netherlands	Advantech Europe B.V.	Alexander Fritsch <a href="mailto:alexander.fritsch@advantech.de">alexander.fritsch@advantech.de</a>	+49 89 411191 807
South Africa	Arrow Altech Distribution (Pty) Ltd	Riaan van Kooten <a href="mailto:RvanKooten@arrow.altech.co.za">RvanKooten@arrow.altech.co.za</a>	+27 0 31 279 1660
EMEA	Arrow Europe	Tze Chiew <a href="mailto:Tze.Chiew@arrow.com">Tze.Chiew@arrow.com</a>	+31 (0) 6 1240 3476
Netherlands, Belgium, Luxembourg	Arrow Europe	Microsoft Support Team Benelux <a href="mailto:sales.gs.benelux@arrow.com">sales.gs.benelux@arrow.com</a>	+49 6102 5030 411
Germany, Austria, Switzerland	Arrow Europe	Microsoft Support Team <a href="mailto:Sales.gs.central@arrow.com">Sales.gs.central@arrow.com</a>	+49 6102 5030 411
Spain, Portugal	Arrow Europe	Jose Cuesta Bermejo <a href="mailto:jcuesta@arrow.com">jcuesta@arrow.com</a>	+ 34 917 61 70 81
Norway, Sweden, Finland, Denmark	Arrow Europe	Microsoft Support NORDIC <a href="mailto:sales.ais.nordic@arrow.com">sales.ais.nordic@arrow.com</a>	+ 46 73 901 76 38
UK, Ireland	Arrow Europe	Chas Kalsi <a href="mailto:chas.kalsi@arroweurope.com">chas.kalsi@arroweurope.com</a>	+44 118 963 3783
France	Arrow Europe	Isabelle Pillois <a href="mailto:Isabelle.Pillois@arrow.com">Isabelle.Pillois@arrow.com</a>	+33 1 49 97 13 38
Italy	Arrow Europe	Alberto Alzati <a href="mailto:aalzati@arroweurope.com">aalzati@arroweurope.com</a>	+39 02 6612 5535
Israel	Arrow Rapac Ltd.	Danny Morim <a href="mailto:dmorim@arroweurope.com">dmorim@arroweurope.com</a>	+97 23 920 3479
Eastern Europe, Iberia	Avnet Silica: Eastern Europe and Iberia	Claudia Remane <a href="mailto:microsoft@avnet.eu">microsoft@avnet.eu</a>	+49 8121 777 299
Austria	Avnet Silica : Austria	Thomas Schuller <a href="mailto:microsoft@avnet.eu">microsoft@avnet.eu</a>	+43 1 86642 308
Belgium, Netherlands, Luxembourg	Avnet Silica: Belgium, Netherlands, Luxembourg	Patrick Maas <a href="mailto:microsoft@avnet.eu">microsoft@avnet.eu</a>	+31 76 5722 738
Switzerland	Avnet Silica, Switzerland	Martin Gossen <a href="mailto:microsoft@avnet.eu">microsoft@avnet.eu</a>	+41 62 919 55 57
Germany	Avnet Silica : Germany	Christine Falke <a href="mailto:microsoft@avnet.eu">microsoft@avnet.eu</a>	+49 151 1420 6230
Northern Europe, Denmark, Finland, Sweden & Norway	Avnet Silica: Northern Europe. Denmark, Finland, Sweden & Norway	Mark Winther <a href="mailto:Mark.Winther@avnet.eu">Mark.Winther@avnet.eu</a>	+45 36 34 28 06
Baltic States, Latvia, Lithuania & Estonia	Avnet Silica: Baltic States: Latvia, Lithuania & Estonia	Mark Winther <a href="mailto:Mark.Winther@avnet.eu">Mark.Winther@avnet.eu</a>	+45 36 34 28 06

Distributor Location	Distributor Name	Contact Name /Email	Contact Phone
UK, Ireland, Egypt	Avnet Silica: United Kingdom, Ireland & Egypt	Mark Winther <a href="mailto:Mark.Winther@avnet.eu">Mark.Winther@avnet.eu</a>	+45 36 34 28 06
France	Avnet Silica, France	Benedicte Chagot <a href="mailto:Benedicte.Chagot@avnet.eu">Benedicte.Chagot@avnet.eu</a>	+33 (1) 64 47 99 96
Italy	Avnet Silica, Italy	Cesare De Siena <a href="mailto:Cesare.DeSiena@avnet.eu">Cesare.DeSiena@avnet.eu</a>	+39 (02) 66092 459
South, West & Central Africa Benin, Botswana, Burkina Faso, Cameroon, Central Africa Republic, Chad, Congo, Cote D'Ivoire, Ethiopia, Gabon, Gambia, Ghana, Guinea-Bissau, Kenya, Liberia, Madagascar, Malawi, Mali, Mauritania, Mauritius, Morocco, Mozambique, Namibia, Niger, Nigeria, Senegal, Sierra Leone, Tanzania, Togo, Tunisia, Uganda, Zambia, Zimbabwe	Avnet Silica	Carl Van der Merwe <a href="mailto:Carl.VanderMerwe@avnet.eu">Carl.VanderMerwe@avnet.eu</a>	+27 21 68941 47
Israel	Avnet Silica, Israel	Sharon Grafi <a href="mailto:Sharon.Grafi@avnet.eu">Sharon.Grafi@avnet.eu</a>	+972 9 7780333
EMEA	Dell EMEA	Sukihvinder Aulak <a href="mailto:Sukhvinder_Aulak@Dell.com">Sukhvinder_Aulak@Dell.com</a>	+44 141 202 5493
Israel	Eastronics Limited	Edith Goldraij <a href="mailto:edith.goldraij@easx.co.il">edith.goldraij@easx.co.il</a>	+972 36458777
Hungary	Elbacom GmbH	Zsolt Szanya <a href="mailto:z.szanya@elbacom.com">z.szanya@elbacom.com</a>	+36 (30) 7480458
Romania	Elbacom GmbH	Zsolt Szanya <a href="mailto:z.szanya@elbacom.com">z.szanya@elbacom.com</a>	+36 (30) 7480458
Bulgaria	Elbacom GmbH	Zsolt Szanya <a href="mailto:z.szanya@elbacom.com">z.szanya@elbacom.com</a>	+36 (30) 7480458
Estonia, Latvia, Lithuania	Elbacom GmbH	Zsolt Szanya <a href="mailto:z.szanya@elbacom.com">z.szanya@elbacom.com</a>	+36 (30) 7480458
Poland	Elbacom GmbH	Tomasz Legat <a href="mailto:t.legat@elbacom.com">t.legat@elbacom.com</a>	+48 (71) 3399247
Czech Republic, Slovakia	Elbacom GmbH	Michal Šaštinský <a href="mailto:m.sastinsky@elbacom.com">m.sastinsky@elbacom.com</a>	+421 (911) 464 089

Distributor Location	Distributor Name	Contact Name /Email	Contact Phone
Bosnia and Herzegovina, Croatia, Kosovo, Macedonia, Montenegro, Serbia, Slovenia	Elbacom GmbH	Uros Ribic <a href="mailto:u.ribic@elbacom.com">u.ribic@elbacom.com</a>	+386 (70) 431288
France	Elbacom GmbH	Pascal Angee <a href="mailto:p.angee@elbacom.com">p.angee@elbacom.com</a>	+33 (6) 64404536
Germany	Elbacom GmbH	Andreas Ahamer <a href="mailto:a.ahamer@elbacom.com">a.ahamer@elbacom.com</a>	+49 (160) 6712039
Austria	Elbacom GmbH	David Kotzenmacher <a href="mailto:d.kotzenmacher@elbacom.com">d.kotzenmacher@elbacom.com</a>	+43 (664) 2163502
Switzerland	Elbacom GmbH	David Kotzenmacher <a href="mailto:d.kotzenmacher@elbacom.com">d.kotzenmacher@elbacom.com</a>	+43 (664) 2163503
Rest of EMEA	Elbacom GmbH	David Kotzenmacher <a href="mailto:d.kotzenmacher@elbacom.com">d.kotzenmacher@elbacom.com</a>	+43 (664) 2163504
	Koning & Hartman B.V.	Rowenda Ladeur <a href="mailto:info@koningenhartman.com">info@koningenhartman.com</a>	+31 205877600 +32 22570200
Ukraine, Kazakhstan, Uzbekistan, Moldova, Azerbaijan, Georgia, Armenia, Kyrgyzstan, Turkmenistan, Tajikistan	Quarta IoT LLC	Ruben Molunts <a href="mailto:sales@quarta-iot.com">sales@quarta-iot.com</a>	+374 91 553673
Russia, Ukraine, Belarus, Kazakhstan, Uzbekistan, Moldova, Azerbaijan, Georgia, Armenia, Kyrgyzstan, Turkmenistan, Tajikistan	Quarta Technologies	<a href="mailto:mse@quarta.ru">mse@quarta.ru</a>	+7 495 123 4518

## JAPAN

Distributor Location	Distributor Name	Contact Name/Email	Contact Phone
Japan	Avnet K.K.	Toshitaka Saito <a href="mailto:Toshitaka.Saito@AVNET.COM">Toshitaka.Saito@AVNET.COM</a> MS Support <a href="mailto:akk-ms-support@avnet.com">akk-ms-support@avnet.com</a>	+81 3 5792 9820
Japan	Okaya Electronics Corp.	Hideaki Nagai <a href="mailto:nagai@oec.okaya.co.jp">nagai@oec.okaya.co.jp</a> Embedded Team <a href="mailto:embedded_sales@oec.okaya.co.jp">embedded_sales@oec.okaya.co.jp</a>	+81 45 475 1502
Japan	Ryoyo Electro Corporation	Toshihiko Kanazawa <a href="mailto:Toshihiko_kanazawa@ryoyo.co.jp">Toshihiko_kanazawa@ryoyo.co.jp</a> IS MSIS Division <a href="mailto:msoem@ryoyo.co.jp">msoem@ryoyo.co.jp</a>	+81 3 3546 6211
Japan	Tokyo Electron Device Limited	Toshinori Suzuno <a href="mailto:suzuno.t@teldevice.co.jp">suzuno.t@teldevice.co.jp</a> IoT Company Embedded Divisionn <a href="mailto:esg@teldevice.co.jp">esg@teldevice.co.jp</a>	+81 45 443 4422