

Top Channel Suppliers

By CRN Staff

3:00 PM EDT Fri. Sep. 15, 2006

From the September 18, 2006 issue of CRN



SPECIALTY DISTRIBUTORS

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

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

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

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

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

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

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

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

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