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PRESS RELEASE

Arrow Electronics and SECO expand strategic collaboration to accelerate industrial edge AI adoption

Neu-Isenburg (Germany)/Arezzo (Italy), November 23, 2026 – Arrow Electronics and SECO S.p.A. ("**SECO**"), have signed a memorandum of understanding (MoU) to strengthen their collaboration in industrial edge artificial intelligence (AI). The agreement will focus on accelerating the development and deployment of AI-enabled applications across Europe, the Middle East and Africa (EMEA) and North America.

Building on a longstanding commercial relationship, the MoU will combine SECO's integrated edge AI and physical AI solutions, software, systems expertise and application knowledge with Arrow's engineering resources, technology ecosystem, supply-chain capabilities and extensive customer reach. The collaboration will also leverage Arrow's go-to-market capabilities to jointly identify and develop new business opportunities and accelerate the adoption of edge AI solutions. As part of the collaboration, Arrow is set to become a licensed reseller of SECO's Clea software platform.

Clea is SECO's proprietary edge AI software framework, designed to simplify the deployment, management and orchestration of AI models, applications and connected devices at scale. Its latest evolution, Clea 2.0 Agentic Framework, enables one-click deployment of AI models and applications across heterogeneous edge hardware, combining hardware-agnostic capabilities with agentic fleet orchestration. The framework also includes Clea OS, a Yocto-based embedded operating system providing a secure and reliable software foundation for industrial edge devices.

By combining SECO's software capabilities with edge AI computing platforms, including systems-on-modules (SoMs) based on Qualcomm Dragonwing™ processors from Qualcomm Technologies, Inc., the collaboration aims to help customers reduce development complexity and bring AI-enabled products to market faster, without requiring extensive in-house expertise.

"Industrial customers are increasingly looking for practical ways to integrate AI into their products without adding unnecessary complexity to the development process," **said Adam Osmancevic, Vice President Supplier Development, Global components, at Arrow**: *"By combining SECO's software capabilities with Arrow's engineering expertise and technology portfolio, we can help customers accelerate the development and deployment of AI-enabled applications".*

Initial areas of focus include robotics and physical AI, industrial automation, medical AI and machine vision. The companies will also work together to identify customer opportunities and support the transition from proof of concept to industrial deployment.

"Our expanded collaboration with Arrow represents an important step in SECO's strategy to accelerate

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the adoption of Edge AI and Physical AI solutions," **said Massimo Mauri, Chief Executive Officer of SECO**: *"As AI moves increasingly from experimentation to real-world industrial applications, we see significant opportunities to bring intelligent technologies closer to customers and enable their adoption at scale. Together with Arrow, we aim to turn this potential into tangible value for customers across industries and markets".*

Arrow and SECO are also planning a joint customer roadshow involving products from Qualcomm Technologies across key European technology hubs, aimed at showcasing Qualcomm Dragonwing innovation, engaging with technical decision-makers and exploring new customer and design-in opportunities.

For more information, visit arrow.com and seco.com.

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Arrow Electronics

Arrow Electronics (NYSE) sources and engineers technology solutions for thousands of leading manufacturers and service providers. With 2025 sales of $31 billion, Arrow's portfolio enables technology across major industries and markets. Learn more at arrow.com.

SECO

SECO (IOT.MI) is a high-tech company delivering integrated edge AI infrastructure and physical AI systems that bring intelligence directly into industrial devices. By combining advanced, modular hardware with Clea, its proprietary agentic Edge AI framework, SECO enables companies to deploy AI at the edge, turning field data into actionable insights and unlocking new services at the point of operation. SECO's complete infrastructure helps customers accelerate AI adoption at industrial scale, enabling them to launch smarter products and capture innovative revenue streams and business models, while providing industrial-grade manufacturing and long-term support. With a global customer base spanning across industrial automation, robotics, medical, defense, transportation, energy, and vending, SECO is a trusted enabler of next-generation intelligent systems.

For more information: https://www.seco.com/

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Fine Comunicato n.2358-72-2026	Numero di Pagine: 5