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# Ingram Micro Canada Expands Physical Security Solutions Division

## Distributor Adds More Resources to Become Canada's Preferred One-Stop-Shop for Physical Security Solutions

MISSISSAUGA, ON -- (MARKET WIRE) -- 09/20/11 -- Helping value-added resellers (VARs) and managed service providers (MSPs) specialize and expand their IT service offerings, Ingram Micro Inc. (NYSE: IM) today announced it is investing in more resources to expand and accelerate the growth of its Physical Security Division in Canada. These resources include dedicated personnel, greater sales support and more technical training and business enablement resources that are proven to make it easier for channel partners to market and sell physical security solutions to existing customers and prospects.

Led by General Manager Tom Burns in the U.S. and Senior Sales Manager Jennifer Harmon in Canada, the Ingram Micro Physical Security Division brings together an extensive and growing portfolio of solutions and services that align with the landscape of the physical security market in North America. In Canada, the team's efforts are focused on products and solutions that include surveillance, access control and monitoring services.

"The convergence of IT security and physical security is spreading rapidly in Canada and introducing greater business opportunities for our channel partners to enhance and extend their expertise into new technologies and adjacent markets such as retail, hospitality and commercial," says Mark Snider, general manager, Ingram Micro Canada. "The continued investments we're making in our Physical Security Division are a great example of the ongoing value and focus Ingram Micro brings to channel partners targeting these new and adjacent markets."

Ingram Micro's Physical Security Division offers channel partners in Canada and the U.S. access to a wide variety of physical security products. Solution providers and MSPs also benefit from targeted product and solutions training, world class technical support and specialized vendor channel programs.

The Division also offers IT manufacturers who specialize in physical security solutions access to additional resources and support designed to generate more business within the Canadian VAR and MSP partner community.

"The Ingram Micro Physical Security Division offers our channel partners everything they need to establish and grow a profitable physical security solutions practice in Canada," says Dave Mason, vice president, sales, Ingram Micro Canada. "Physical security remains an emerging market for the Canadian channel community and the dedicated resources we offer certainly give us a competitive advantage and unique value proposition that our channel partners can easily extend to their customers."

For more information about Ingram Micro's Physical Security Division, channel partners and IT manufacturers in Canada should contact Jerry Neil, vendor business manager at 1.800-668-3450 extension 55784 or visit www.ingrammicro.com/securityinfo.

For more information on Ingram Micro Canada visit www.ingrammicro.ca.

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As a vital link in the technology value chain, Ingram Micro creates sales and profitability opportunities for vendors and resellers through unique marketing programs, outsourced logistics services, technical support, financial services, and product aggregation and distribution. The company serves approximately 150 countries and is the only global broad-based IT distributor with operations in Asia. Visit www.ingrammicro.com.

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