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Ingram Micro Empowers VAR and System Builder Channel With New High Performance Computing Services

Distributor's Advanced Computing Division, Components Business Unit and Services Division Team With PSSC Labs to Offer Enterprise-Level Solutions and Integration Services to Channel Partners in the U.S.

SANTA ANA, CA -- (Marketwire) -- 07/02/12 -- Leveraging its alliance with System ArchiTECHS member PSSC Labs and synergies across multiple divisions, Ingram Micro Inc. (NYSE: IM) today announced a new portfolio of customizable, enterprise-grade high performance computing solutions and services.

Available now to channel partners in the U.S., the distributor's new and exclusive line of Artizen High Performance Computing (HPC) offerings include turnkey high performance servers, ultimate workstations, and customizable supercomputing clusters, as well as computing integration and software installation services.

Designed exclusively for Ingram Micro by PSSC Labs, the new HPC solutions and complementary services will help channel partners more effectively identify, compete and win additional business when it comes to big data, datacenter and private cloud opportunities.

"Ingram Micro's new Artizen HPC offerings enable our channel partners to meet the advanced computing needs of the marketplace without having to invest in the added infrastructure, certifications and personnel to support these higher-end technology solutions services," says Paul Bay, executive vice president, Ingram Micro North America. "The investments we've made and continue to make in advanced computing, cloud and enterprise services, combined with our new alliance with PSSC Labs, are simplifying success for our channel partners competing in this space, and will ultimately open up additional higher-margin opportunities for Ingram Micro, our vendors and solution providers throughout the U.S."

"As technology advances and the need for greater usage capacity grows, demand for high performance computing is rising -- presenting a multimillion dollar opportunity for system builders and VARs, but also a new set of business challenges around organizational scale and working capital," says Alex Lesser, vice president, sales and marketing, PSSC Labs, a well-established and highly regarded national service provider of HPC solutions located in Lake Forest, Calif. "Having the support of Ingram Micro and PSSC Labs will give channel partners the backing and go-to-market strength they need to compete head-to-head in this market and provide clients greater business value and more personalized service."

For more information about Ingram Micro's new portfolio of Artizen High Performance

Computing offerings, solution providers and manufacturers should contact their Ingram Micro sales representative or email HPC@ingrammicro.com.

Additional insight on the Ingram Micro System ArchiTECHS community is available online at www.facebook.com/IMSystemArchiTECHS.

More information about Ingram Micro is available at www.ingrammicro.com and http://ingrammicroinc.wordpress.com.

To learn, see and hear more about Ingram Micro online, follow the distributor on Facebook page at www.facebook.com/IngramMicro; Twitter at www.twitter.com/IngramMicroInc; and YouTube at http://www.youtube.com/user/ingrammicroinc.

About Ingram Micro Inc.
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, technical and financial support, managed and cloud-based services, and product aggregation and distribution. The company is the only global broad-based IT distributor, serving more than 145 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit www.ingrammicro.com.

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