May 13, 2014

Ingram Micro Announces Annual SMB 500 Ranking and Research

Distributor's 2014 SMB 500 Shines Spotlight on Top-Performing Channel Partners in U.S.; Research Analysis Identifies and Shares Key Success Drivers

SANTA ANA, CA -- (Marketwired) -- 05/13/14 -- Ingram Micro Inc. (NYSE: IM), the world's largest technology distributor and a global leader in IT supply-chain and mobile device lifecycle services, today announced its third annual Ingram Micro SMB 500. Developed in collaboration with The 2112 Group, Ingram Micro's annual list recognizes the top 500 fastest-growing Ingram Micro U.S. channel partners serving the small and midsize business (SMB) market and reports shared business best practices. Preliminary analysis from the 2014 Ingram Micro SMB 500, including key success drivers, was previewed last week at the distributor's inaugural IMOne event in New Orleans (#IMOne2014).

The 2014 Ingram Micro SMB 500 list was derived through the evaluation of the sales and business performance of more than 20,000 SMB-focused, U.S.-based Ingram Micro channel partners. The highest ranking channel partner on this year's list posted a three-year annual growth rate of nearly 625 percent and the aggregate sales of the SMB 500 nearly tripled in comparison to 2011. Among the top performing SMBs, those who maintain a high-touch, high-volume relationship with Ingram Micro are growing faster, reporting higher margins and achieving stronger operational performance.

"The channel partners who earned a spot on the 2014 Ingram Micro SMB 500 are growing at rates that are three to four times the channel industry average and well above the channel average for SMB-focused resellers," says Lawrence M. Walsh, CEO and chief analyst of The 2112 Group. "The SMB 500 shows how collaboration with a technology distributor with broad resources and support mechanisms, such as Ingram Micro, results in accelerated growth performance."

The consistent, double-digit year-over-year growth of the SMB 500 reflects the tremendous opportunity for solution providers in the U.S. SMB marketplace. According to analysis conducted by The 2112 Group, the Ingram Micro SMB 500's current growth trajectory indicates its annual top-line revenues will increase approximately 495 percent by 2018.

"The IT sales and service opportunity within the SMB market is growing as more businesses use technology to add scale, enhance services and improve productivity," says Jamie Ferullo, director of SMB sales, Ingram Micro U.S. "The 2014 Ingram Micro SMB 500 is testimony to the market opportunity and growth potential for channel partners who are willing to partner smart and continually strive for business excellence. We congratulate this year's SMB 500 and applaud their success."

Additional research and commentary highlighting the key performance drivers and other

findings from this year's Ingram Micro SMB 500 can be found online at www.im-smb.com/smb500.

For more information about the Ingram Micro SMB 500 visitwww.im-smb.com/smb500.

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About Ingram Micro Inc.
Ingram Micro is the world's largest wholesale technology distributor and a global leader in IT supply-chain and mobile device lifecycle services. 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 and mobile solutions, technical support, financial services and product aggregation and distribution. The company is the only global broad-based IT distributor, serving approximately 170 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit IngramMicro.com.

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Source: Ingram Micro Inc.