April 11, 2016

Ingram Micro Announces Global Distribution Agreement With Dropbox

Strategic Alliance Expands Availability of Dropbox to Channel Partners Across Europe and the Pacific, and Adds Extended Reach to Three Cloud Marketplaces

IRVINE, CA -- (Marketwired) -- 04/11/16 -- With cloud-based file sharing emerging as one of the fastest growing markets in the technology sector, Ingram Micro (NYSE: IM) today announced it has expanded its distribution agreement with Dropbox, a leading provider of file sharing and collaboration services.

Initially offered in the U.S. and Canada, the new agreement extends the availability of Dropbox Business to Ingram Micro channel partners across Europe, Australia, and New Zealand, with plans to extend the offering into additional markets soon. Through this expanded agreement, Ingram Micro now serves as the premier distributor of Dropbox in several European nations, as well as Australia and New Zealand.

In addition, to further serve the expanding business needs of this growing partner presence, Ingram Micro has extended the reach and availability of Dropbox to the Ingram Micro Cloud Marketplace in the U.S., Canada, and Netherlands, with Australia and New Zealand coming this month. Channel partners in these regions can now seamlessly purchase, provision, configure, and manage Dropbox through a single automated portal.

"We believe Dropbox is one of the most widely adopted collaboration platforms on the market, with unique business-focused capabilities that we expect will deliver significant value to our cloud portfolio and global partner community," said Renee Bergeron, Vice President, Global Cloud, Ingram Micro. "Dropbox and Ingram Micro's strengthened relationship reaffirms our joint commitment to meet the growing demands of channel partners and their customers for secure and controlled file sharing and collaboration environments. Through this expanded agreement, we will leverage our combined technical capabilities and expertise to build a value-added solution for strategic customer segments and vertical markets."

With today's workplace no longer confined to on-premise boundaries, many companies have transitioned to cloud technologies to effectively and securely collaborate in real time. Built on a highly-scalable and secure infrastructure, Dropbox Business offers file sharing and collaboration across multiple devices, as well as integration into hundreds of existing third-party solutions with ease. Channel partners will soon have the ability to experience greater cross-sell opportunities by seamlessly attaching Dropbox to Microsoft Office 365 via Ingram Micro's productivity suite, and deliver an affordable and complete offering that boosts productivity and communication across key vertical markets. The ability to bundle and sell unique Dropbox Business offerings will also allow customers to leverage untapped SMB opportunities and increase business transformation in the cloud.

"Ingram Micro's impressive commitment to the channel has set the pace for a great partnership and we look forward to driving new business opportunities for our mutual channel partners," said Hank Humphreys, Channel Chief at Dropbox. "We're excited at the ease with which all channel segments, such as MSPs, SIs, VARs, resellers, telcos, and hosters can now access our services through Ingram Micro. By working together, we can help channel partners deliver an affordable offering that allows companies to speed up collaboration and increase productivity."

"Ingram Micro has the technology, expertise, and professional services that enable efficient integration with vendors and all channel partners on the Odin Service Automation platform," said Tarik Faouzi, VP, Global Cloud Partners and Solutions, Ingram Micro Cloud. "Channel partners can now experience the same streamlined operations via the Odin platform through procurement, fulfillment, deployment, and ongoing support for Dropbox as they have with other vendors available on the Ingram Micro Cloud Marketplace."

The Ingram Micro Cloud Marketplace is an ecosystem of buyers, sellers, and solutions that enables channel partners to transform and grow their business by offering instant, online access to a wide array of innovative cloud solutions from a single online portal. Through its automated platform, the Cloud Marketplace delivers seamless and efficient management of the complete end-customer cloud subscription lifecycle.

"We are excited to add Dropbox's proven technology to our portfolio and offer customers a complete solution that delivers file sharing and collaboration across multiple devices," said Cale Pantke, Practice Director, Cloud Services at Pomeroy IT Solutions Sales Co. Inc. "Through Ingram Micro, we look forward to integrating Dropbox with other vendor services available in their portfolio and create a value-added bundle that increases cross-selling opportunities and customer stickiness."

View a live demonstration of the Cloud Marketplace here.

To find out more about Ingram Micro Cloud, go to:www.ingrammicrocloud.com.

About Ingram Micro Inc.
Ingram Micro helps businesses *Realize the Promise of Technology*™. It delivers a full spectrum of global technology and supply chain services to businesses around the world. Deep expertise in technology solutions, mobility, cloud, and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve. Unrivaled agility, deep market insights and the trust and dependability that come from decades of proven relationships, set Ingram Micro apart and ahead. More at www.ingrammicro.com.

Press Contact:
Danielle Gaut
Ingram Micro Cloud
Danielle.Gaut@ingrammicro.com

Source: Ingram Micro Inc.