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Ingram Micro Canada Expands Strategic Alliance with Acronis®

Acronis' on-premise cloud backup and recovery services, plus new cloud sales incentives now available to Ingram Micro's Canadian channel partners

MISSISSAUGA, Ontario--(BUSINESS WIRE)-- Ingram Micro Inc. has extended its successful relationship with Acronis, a global leader in hybrid cloud data protection and storage, offering complete data protection solutions for physical, virtual and cloud environments, in Canada.

Effective immediately, Acronis' entire portfolio of on-premises products and solutions are readily available to Ingram Micro's Canadian channel partners and will be marketed, sold and supported through Ingram Micro's growing Advanced Solutions organization. To continue its sales momentum around Acronis' hybrid cloud products and solutions, channel partners in Canada can also take advantage of three specific Acronis incentives offered through the Ingram Micro Cloud Marketplace, a leading automated cloud services platform. These include a 30-day trial of Microsoft Office 365 backup functionality, white-label branding at no additional cost, and discounted tiered pricing based on backup volumes.

"With cybersecurity threats on the rise, businesses are adopting a combination of on-prem and cloud-based data protections solutions to ensure they are properly protected 24/7/365," said Bill Brandel, vice president and country chief executive, Ingram Micro Canada. "We're pleased to build on the success of our Acronis business and provide our channel partners with a greater selection of on-premise and cloud-based data protection services that are easily integrated and managed as part of their existing IT service offering."

Ingram Micro has served as a premier distributor for Acronis since 2015, and offers the industry leader's new generation data protection solutions in several countries. "Our Advanced Solutions organization and Cloud Marketplace have directly contributed to Acronis' channel success, driving greater awareness and adoption of Acronis' products and services in the U.S. and around the globe," said Dave Mason, executive director, Advanced Solutions, Ingram Micro Canada. "Canada is excited to add Acronis' on-premise solutions to the mix and look forward to building on the sales success and engagement we've seen with Acronis here in Canada and in other countries."

"Ingram Micro plays a critical role in Acronis' global go-to-market strategy and channel partner engagement," said John Zanni, chief marketing officer and senior vice president, Channel and Cloud Strategy, Acronis. "We are pleased to expand our Ingram Micro relationship with the Canadian team and further enable and incent channel partners to choose Acronis and leverage Ingram Micro's Advanced Solutions team and Cloud Marketplace to speed the sales cycle and grow their business profitably."

Channel partners interested in selling Acronis are encouraged to engage their Ingram Micro sales representative for more information.

More information about Ingram Micro Canada visit www.ingrammicro.ca.

About Ingram Micro

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.

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