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Ingram Micro and Google Enterprise Ink International IT Distribution Agreement

Google to sell its enterprise search appliance products through world's largest technology distributor

SANTA ANA, Calif., June 27 /PRNewswire-FirstCall/ -- The world's largest distributor of technology is joining forces with the most recognized name on the Web to provide unique search solutions to small-and-medium businesses around the globe.

In an agreement announced today Google said that it has selected Ingram Micro Inc. (NYSE: IM), the world's largest technology distributor, to distribute the Google Mini(TM) and Google Search Appliance(TM) (GSA) -- innovative search solutions that bring the power of the world's leading search engine inside companies and government organizations, helping them easily find information behind the firewall.

This international distribution agreement offers Google a proven and cost-effective reach into the growing small-to-medium business (SMB) and small and medium enterprise (SME) markets as well as the Government and Education (Gov/Ed) channel. In addition, this agreement will enable Ingram Micro to further increase the breadth and value of its offerings to its international customers. Both Google appliances are available immediately to qualified Ingram Micro solution providers in the United States with plans for a phased rollout in other regions at a later date.

"This emerging relationship between Google and Ingram Micro marks the beginning of greater opportunities and benefits, especially for small and mid-sized business owners around the world," said Kevin Murai, president and COO, Ingram Micro Inc. "As Google makes a much anticipated entrance into the channel we look forward to contributing to Google's mission by making its products universally accessible."

As part of the new alliance, Ingram Micro will provide Google with key competencies of sales, reseller credit, marketing, technical support and logistics to reach target markets in a cost-effective manner. Ingram Micro is also creating a comprehensive reseller recruitment plan in select regions to identify, recruit and train suitable reseller partners to sell both products, and provide technical support after the sale. Ingram Micro will extend this service to other regions as needed based on demand.

"This relationship with Ingram Micro marks an important milestone in the evolution of Google's enterprise search business, giving customers around the world better access to our products and support," said Dave Girouard, vice president and general manager of Google Enterprise. "Today, more than 9,000 companies of all sizes use the Google Mini or the Google Search Appliance to help employees and customers find information in their business as easily as they find information on the web using Google.com. With the global reach and efficient distribution of Ingram Micro, many more customers will be able to gain

the benefits of Google search to their business."

Both products are highly customizable and designed to allow searches for company-specific information on a company's intranet or Web site. The Google Mini and Google Search Appliance discover and retrieve information stored on a corporate Internet, Web server, file server, content management system and other locations in an accessible and useful manner. Information can be discovered in more than 220 different file formats and in more than 100 languages.

The Google Mini is designed for Web site search and for small to medium-sized businesses. The Google Search Appliance is ideal for meeting the needs of the mid-market and other data and e-file intense organizations (e.g. legal firms, finance companies and medical offices).

The Google "OneBox for Enterprise" feature is available on both products and retrieves real-time information securely from any business application, including employee directories and calendars, CRM, ERP and BI systems, all from the familiar Google interface.

To help ensure success, Ingram Micro has assigned a dedicated licensing desk to manage all orders for both physical products and licenses, and is working with Google to train the Ingram Micro Technical Support Department on the distinct capabilities of these two products. All orders will be placed locally by resellers in their respective regions and routed through the Ingram Micro Google Licensing Desk, which will make sure products are exported accurately and license keys are generated as required.

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 services, technical support, financial services, and product aggregation and distribution. The company serves more than 150 countries and is the only global broadline IT distributor with operations in Asia. Visit http://www.ingrammicro.com.

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