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Ingram Micro Launches New Diversity Partner Network, Expands Resources and Financing Options for GovEd Alliance Community

Innovative Distributor Introduces New Online Networking Tools, GSA Product Database and Preferred Leasing Partner to Growing GovEd Partner Community

AUSTIN, Texas, Nov. 5 /PRNewswire/ -- GOVED ALLIANCE INVITATIONAL -- Making it easier for solution providers to succeed in the public sector, Ingram Micro Inc. (NYSE: IM) today announced the GovEd Alliance Diversity Partner Network and two new business-building resources designed exclusively for members of the GovEd Alliance partner community.

The new Diversity Partner Network provides targeted resources and benefits for GovEd Alliance members who hold small or diverse business certifications such as 8(a), HUBZone, Woman-Owned, or Service-Disabled Veteran-Owned status. "This is a huge advantage for 'disadvantaged' business owners who are trying to get the attention of prime contractors or government entities," says Bob Laclede, vice president and general manager, government and education sales, Ingram Micro. "A small solution provider could easily spend all day pushing paperwork and flushing out opportunities. With the Diversity Partner Network, we're bringing these business opportunities to our partners and dramatically streamlining the discovery process."

In addition to dedicated sales support and a Government Policy Advocate to keep the network informed of legislative and policy initiatives, members of Ingram Micro's GovEd Alliance Diversity Partner Network gain immediate access to face-to-face workshops, online informational seminars, custom marketing services and exclusive business resource partners including Seidman and Associates, Set-Aside Alert and Federal and Commercial Contacts, Inc. (FCCi). Qualifying Diversity Partner Network members with strong services practices will be encouraged to list their government certifications, security clearances and technical capabilities on IMOnsite, the database portal for the industry-renowned Ingram Micro Services Network.

GovEd Alliance members can join the Diversity Partner Network through The Zone, GovEd Alliance's business networking portal. "The GovEd Alliance Zone and Diversity Partner Network work together to drive more opportunity and enable our GovEd Alliance members to share best practices, partner and grow their public-sector business faster than they can do on their own," says Kirk Robinson, vice president, channel marketing, Ingram Micro North America. "With the Diversity Partner Network we've made it easy to identify potential partners and get immediate access to the specialized resources these solution providers

need to be successful in the public sector."

Adding more value to the growing GovEd Alliance community, Ingram Micro also introduced Spex GSA, a new custom database of images and product details specific to its GSA Pass-through Program. Powered by etilize, this time-saving database enables GovEd Alliance members to quickly identify the right products and supporting images for use online or in other marketing and sales collateral. With more than 19,000 SKU, the new GSA database can be uploaded to http://www.gsaadvantage.gov or used in other e-commerce applications for a fixed fee of $200 per month.

Ingram Micro also announced a new alliance with best-in-class public-sector financing provider De Lage Landen Public Finance (DLL). In an exclusive arrangement, DLL is now an authorized Preferred Leasing Partner for Ingram Micro's GovEd Alliance community. DLL offers a dedicated team of public finance professionals averaging more than 20 years of experience in providing tax-exempt finance solutions to public entities in the United States. The company couples a thorough understanding of the public finance marketplace with a comprehensive spectrum of origination and processing support, ranging from small-ticket to middle market transactions. Together, Ingram Micro and DLL will bring forward a broad line-up of flexible, easy-to-use leasing and financing options designed specifically for the public sector.

"For many, securing financing is one of the most challenging aspects of working within the public sector," says Laclede. "By developing a strong alliance with DLL, we're expanding the number of financing options available to our GovEd Alliance members and introducing targeted, hassle-free solutions that are specific to the public sector. DLL was a logical choice due to their experience and proven ability to provide financing solutions for both GSA Schedule and open market opportunities."

The Diversity Partner Network, Spex GSA and the new financing options from DLL will make their debut this week at Ingram Micro's GovEd Alliance Invitational Nov. 4-7 in Austin, Texas. With more than 240 gov/ed solution providers in attendance, the GovEd Alliance Fall Invitational commands the attention of today's leading IT channel manufacturers including Brother, Cisco Systems, Fujitsu, Hewlett-Packard, IBM, Kingston, Sony Electronics and Toshiba America Information Systems. Before the main event, attending solution providers, along with Ingram Micro associates and sponsoring manufacturers, played in a charity golf tournament to benefit Austin Partners in Education and the Austin Independent School District.

To learn more about Ingram Micro's GovEd Alliance Community and business-building resources, visit http://www.ingrammicro.com/goved or call (800) 456-8000.

About Ingram Micro

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 150 countries and is the only broadline global IT distributor with operations in Asia. Visit http://www.ingrammicro.com.

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