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Ingram Micro Named VMware Authorized Training Center

No. 1 Distributor Adds Technology and Business Resources for VMware Virtualized Training

SANTA ANA, Calif., Aug. 27 /PRNewswire/ -- Ingram Micro (NYSE: IM) today announced it has been named a VMware Authorized Training Center (VATC). The distributor also announced it is increasing its VMware-certified technical, sales and marketing support and introducing a new partner program called Smart Enablement for VMware Partners, which helps solution providers offset the costs of training and education, further strengthening its role as a value-added partner for mid-market IT Solutions.

As a VATC, Ingram Micro U.S. is now authorized to use VMware-certified instructors and courseware to educate and train solutions providers, as well as their end-user customers, on the lucrative market opportunity and technology specifics surrounding virtualization products. VMware training courses will be delivered and offered through the distributor's subsidiary, VPN Dynamics. For added flexibility and convenience, training courses can be taken in a traditional classroom setting or online via VPN Dynamic's new "Live Online" Training, announced earlier this month.

As with the majority of VPN Dynamic's training courses, solution providers are encouraged to resell the new VMware training courses to their end-user clients as a means to drive more value and establish a new revenue stream.

Jodi Honore, vice president, vendor management, Ingram Micro U.S. says vendor training, education and certifications are critical to the health and integrity of today's IT channel. "In many cases training and certifications can uncover and drive new revenue opportunities for solution providers working within particular verticals and specializing in emerging, high-demand technologies such as virtualization," says Honore.

"Ensuring our partners gain access to best-in-class technical, sales and business training is a responsibility we take very seriously at Ingram Micro," continues Honore. "It's also another reason why we are so pleased to become a VMware Authorized Training Center and really work together with VMware to further enable our partners to become VMware Certified Professionals and successfully sell, install and support this award-winning technology."

"Ingram Micro's training programs and technical personnel are really top-notch," says David Quinn, Director, Strategic Technologies, GreenPages Technology Solutions, an Ingram Micro partner as well as a VMware Authorized Consultant (VAC) and Premier-level partner located in Kittery, Maine. "We've had great success with Ingram Micro's VMware team on sales training. We especially look forward to reselling their offerings to our clients as they grow their practice as a VMware Authorized Training Center (VATC)."

"We welcome Ingram Micro as a VMware Authorized Training Center," said Steve Houck, Vice President of Worldwide Channels at VMware. "We applaud Ingram Micro for its continued efforts to take virtualization training to new levels and increase the value it provides to both channel partners and customers. Together we will work to impart the knowledge necessary for solution providers and their clients to successfully deploy VMware solutions and recognize the best return on their investments."

Available now, Ingram Micro's VMware-certified training courses are conducted at the VPN Dynamic's offices in Santa Clara. Training classes are also available immediately online or can be conducted onsite at solution provider or end-user's offices. For more information on VMware training and education courses, please call VPN Dynamics at (408) 330-1990 or go to http://www.vpndynamics.com/vmware. For more information on Smart Enablement for VMware Partners, solution providers should contact their Ingram Micro Sales Representative at 1 (800) 456-8000.

About VPN Dynamics

VPN Dynamics is a wholly owned subsidiary of Ingram Micro Inc. and a leading provider of networking, security, virtualization training and services. Solution providers and their customers benefit from VPN Dynamics' proven ability to simplify network security by providing knowledge and education through the life cycle of networking, security and virtualization products. VPN Dynamics is an authorized training provider for Citrix Systems, Check Point Software Technologies, Juniper Networks, Meru, SonicWALL and Websense products. For more information, visit http://www.vpndynamics.com.

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 broad-based global IT distributor with operations in Asia. Visit http://www.ingrammicro.com.

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