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Ingram Micro Expands IP Storage Solutions Portfolio, Adds Open-E Data Storage Server to Global Linecard

Leading Technology Distributor Offers Channel Partners New Line of High-Performance Storage Management Software

SANTA ANA, Calif., Nov. 12 /PRNewswire/ -- Ingram Micro Inc., (NYSE: IM) today announced a new global distribution deal with Open-E, Inc., a leading provider of unified IP storage management software. Under the new alliance, Ingram Micro will serve as the global distributor of choice for Open-E's complete solutions portfolio which includes its scalable Data Storage Server (DSS).

According to Open-E, the new relationship with Ingram Micro will greatly expand the emerging manufacturer's ability to connect with the appropriate networking and storage channel partners and IT vendors around the world. In addition, Ingram Micro will assist Open-E with partner recruitment, as well as technical support, training and education.

"Ingram Micro offers the right mix of enablement resources, sales reach and logistics we need to strategically expand our business and build lasting channel relationships," says Krzysztof Franek, CEO of Open-E. "We are thrilled to be working with Ingram Micro to bring our new Data Storage Servers mainstream and extend our international footprint."

Available immediately to authorized Ingram Micro service providers, Open-E Data Storage Servers offer an efficient and scalable IP storage solution for small to midsize businesses (SMBs). Designed to deliver high-performance and lower total cost of ownership for SMBs, Open-E's Data Storage Servers are proven to be one of the easiest ways of implementing a NAS server or iSCSI technology into a network. Open-E's Data Storage Servers also offer the enterprise functionality and enhanced manageability IT solution providers require to support a variety of client applications, including file sharing, storage consolidation, backup and recovery, virtualization, and disaster recovery.

"As storage and networking continue to converge and SMBs become more reliant on technology, the need for customizable, easy-to-use IP storage solutions rises -- presenting an expanding sales and service opportunity for our channel partners," said Scott Zahl, vice president, vendor management, Ingram Micro U.S. "We are pleased to bring Open-E's vendor-agnostic technology to the global marketplace and look forward to a successful launch."

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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