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Ingram Micro to Distribute New IBM Smart Cube

IBM Taps World's Largest Distributor to Launch New IBM Smart Business Solution in U.S.

SANTA ANA, Calif., July 1 /PRNewswire/ --Delivering more value to channel partners, *Ingram Micro Inc.* (NYSE: IM) today announced it has been selected as a distributor for IBM Smart Cube, a key hardware and software platform of the new *IBM Smart Business* solution recently launched by IBM in the U.S.

Available to authorized IBM, Ingram Micro channel partners in the U.S., the new IBM Smart Business combines hardware, software and technical support in a pre-integrated, automated appliance. The IBM Smart Cube provides a wide range of business applications available for download from the IBM Smart Market, for customers in a range of industries including healthcare, telecommunications and manufacturing.

According to Scott Zahl, vice president, vendor management, Ingram Micro North America, the agreement gives Ingram Micro channel partners an opportunity to get in on the ground floor with technology that will help ease the day-to-day back-office operations for small and midsize businesses (SMBs). "IBM's Smart Business appliance helps simplify many of the business applications SMBs use today," says Zahl. "As a distributor for Smart Cube, we are extremely pleased to help our channel partners build their IBM business practices while gaining a competitive edge with this exciting and new business-ready offering."

IBM Smart Cube features an innovative support system that responds proactively to assist customers in resolving support issues. The system dynamically alerts customers to common problems and quickly provides suggestions to solve or circumvent issues, making it ideal for end customer SMBs with limited IT support desk staffing.

"The requirements of small and medium businesses are unique - they need to be as sophisticated as enterprise companies, but they are limited by smaller IT staffs and fewer IT integration capabilities. IBM Smart Business is able to provide a salve for this - a breakthrough way for businesses to acquire, use and manage technology that is radically simple," says Juhi Jotwani, vice president, IBM Smart Business. "By partnering with Ingram Micro to distribute this new offering through our joint Business Partners, we will be reaching a broad market of small and medium sized businesses."

Ingram Micro channel partners will also benefit from the simplified solution that Smart Business offers. Resellers can order the system in a fully functional configuration with built-in options and complete testing provided by IBM prior to shipment. "This speeds the sales and implementation processes and allows channel partners to concentrate on the overall solution -- not integration time and expense," says Zahl.

Initially, 18 Independent Solution Vendors (ISVs) will be selling business applications for Smart Business. More ISVs are being added monthly. Smart Cube includes all of the fundamental business capabilities such as email, calendaring, security and finances.

Interested solution providers can contact their Ingram Micro sales representative for more information.

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 www.ingrammicro.com.

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