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Ingram Micro's New EMC Velocity2 Solution Center Spotlights Next Generation Data Center Solutions & Services

Distributor's ITS Division Teams with EMC and VMware to Build Dedicated Partner Training and Demonstration Lab within Ingram Micro's Buffalo Solution Center

BUFFALO, N.Y., July 14 /PRNewswire/ -- Broadening its support around data center solutions, the *Ingram Micro Inc.* (NYSE: IM) Infrastructure Technology Solutions (ITS) Division today announced one of the first EMC Velocity2 Solution Center partner training and demonstration labs.

Located within Ingram Micro's Solution Center in Buffalo, New York, the new EMC Velocity2 Solution Center will enable demonstrations for backup, recovery, archive and virtualization solutions in real-world application environments. Designed to provide in-depth technical training and education classes around EMC data center infrastructure and VMware virtualization, the EMC Velocity2 Solution Center also offers key business development resources and valuable onsite lab time and live demonstrations for EMC partners and their end-user clients and prospects.

"Ingram Micro's new EMC Velocity2 Solution Center captures the lion's share of demand-generation and partner enablement resources our solution providers need to successfully market, sell and service data center solutions to their clients," says Keith Bradley, President, Ingram Micro North America. "As a strategic VMware distribution partner in North America and the only distributor to offer EMC's entire solutions portfolio, the ITS Division is primed to provide and pleased to support such a high-value, business-building, technical and sales resource to our channel partners."

"Having the ability to demonstrate these technologies remotely via a VPN or bring our customers and engineers into Ingram Micro's new EMC Velocity2 Solution Center to test drive the technology gives us a tremendous advantage and is a huge point of differentiation for Ingram Micro," says Ken Rindt, Partner/Director of Strategic Alliances, AEC Group, Bridgeville, PA. "Ingram Micro's Solution Center has been a great resource to AEC Group over the years and the addition of the EMC Velocity2 Solution Center makes it all the more valuable."

"Businesses of all sizes have a heightened awareness and growing need for cost-effective solutions that leverage virtualization and deliver IT efficiencies. This equates to new business opportunities for channel partners who have the right technical expertise, partnerships and resources to support them," said EMC's Gregg Ambulos, Vice President,

Americas Channel Sales. "The Velocity2 Solution Center provides Ingram Micro's ITS Division partner network with the necessary tools to demonstrate how they can combine their strong domain knowledge of EMC information infrastructure and VMware virtualization with their value-added services to enable customers to enjoy these critical IT efficiencies."

Further strengthening its channel value proposition, the Ingram Micro EMC Velocity2 Solution Center also provides partners access to proven reference architectures, web-based presentations and prospect facing demonstrations that showcase and address six of the most common business challenges facing today's SMB and Midmarket customers.

"From day one, our ITS Division has set out to help Ingram Micro's channel partners simplify the complexity around selling and servicing infrastructure solutions," concludes Bradley. "The launch of our new EMC Velocity2 Solution Center is a key milestone in our ongoing efforts to broaden our support around data center solutions and leverage our expertise in virtualization to help our partners design, implement and service the technologies businesses are demanding most."

The Ingram Micro EMC Velocity2 Solution Center is available now exclusively to EMC accredited channel partners in the U.S. For more information on the new resource, Ingram Micro channel partners should contact their sales representative or email *emc@ingrammicro.com*.

About Ingram Micro's ITS Division

Established in June 2007, the Ingram Micro ITS Division is renowned for empowering channel partners throughout North America to profitably grow their business by making it easier to sell and support complex infrastructure solutions, including blade servers, storage, software and services.

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

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