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Ingram Micro Expands Motorola Relationship, Adds Wireless Broadband Portfolio

Motorola's Portfolio Addresses Channel Partners' Need for Outdoor Wireless Infrastructure Solutions

SANTA ANA, Calif., Nov. 6 /PRNewswire/ -- Offering channel partners one of the industry's broadest and most complete selection of technology solutions, *Ingram Micro Inc*. (NYSE: IM) is pleased to announce it has expanded its business relationship with the Enterprise Mobility Solutions business unit of *Motorola, Inc.* (NYSE: MOT) to include its industry-leading wireless broadband portfolio. Combined with Motorola's innovative wireless LAN, wireless security and voice-over-WLAN solutions, the broadened portfolio now enables channel partners to offer enterprise mobility solutions that are easy to deploy, reliable and secure.

"Motorola is excited to broaden our highly successful relationship with Ingram Micro to now include an industry leading wireless broadband portfolio," says Michael O'Connor, MSSI vice president, North American Distribution, Motorola Enterprise Mobility Solutions. "Customers demand solutions that provide business agility and position them for growth. With Motorola's end-to-end wireless network solutions portfolio, channel partners are uniquely positioned to meet this need with wireless agility. We are particularly excited about the prospect of increasing our reach into the government and education IT space through Ingram Micro's GovEd Alliance Channel Partners."

Available in the U.S. and Canada, through the*Ingram Micro Data Capture/POS Division*, Motorola's wireless broadband solutions are purpose-built to provide channel partners with the network bandwidth necessary to extend an organization's secure wireless broadband connectivity to hard to reach places both inside and outside of their core infrastructure.

"Motorola's portfolio offers an ideal wireless connectivity solution for the public sector that not only addresses the market's need for secure, outdoor wireless broadband networks, but also provides our channel partners with the potential to achieve significant profitability as a result of high value sales opportunities," says Justin Scopaz, general manager and vice president, Ingram Micro Data Capture/POS Division. "With the increasing IT sales opportunities stemming from the American Recovery and Reinvestment Act and the growing need for network broadband throughout North America, the timing for expanding our Motorola relationship couldn't be better. We're thrilled to bring this innovative and in-demand technology to our channel partners at a time when their customers need it most."

Under the terms of the extended distribution relationship, the*Ingram Micro Data Capture/POS Division* will support, market and resell the complete line of Motorola's wireless broadband technology, which includes point-to-point (PTP), point-to-multipoint (PMP), outdoor mesh networks, and related accessories. The new line will be supported by a team

of dedicated Ingram Micro sales, marketing and technical staff trained to cater to Motorola channel partners.

The new Motorola wireless broadband portfolio will be showcased next week during the Tech Fair at Ingram Micro GovEd Alliance Invitational in Savannah, GA, Nov. 9 - 10. Channel partners seeking more information on Motorola's new wireless broadband solutions, please call Nicole Giangreco at 1-800-876-4629, ext. 64852 or email *Nicole.Giangreco@ingrammicro.com*.

About Motorola

Motorola is known around the world for innovation in communications and is focused on advancing the way the world connects. From broadband communications infrastructure, enterprise mobility and public safety solutions to high-definition video and mobile devices, Motorola is leading the next wave of innovations that enable people, enterprises and governments to be more connected and more mobile. Motorola (NYSE: MOT) had sales of US $30.1 billion in 2008. For more information, please visit www.motorola.com.

About the Ingram Micro Data Capture/POS Division

The Ingram Micro Data Capture/POS Division is a leading value-added distributor of auto ID/data capture (AIDC), point-of-sale (POS), radio frequency identification (RFID) and wireless solution products and services. In addition to these technologies, the division also offers partners access to the complete suite of Ingram Micro products and services. With offices and distribution centers across North America, Latin America, Europe and Asia, the Ingram Micro Data Capture/POS Division delivers a comprehensive portfolio of products and services to technology integrators around the world. For more information, visit dcpos.ingrammicro.com.

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