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Ingram Micro Enables Channel Partners to Sell VMware Cloud Solutions With Pay-As-You-Go Subscription Model

Ingram Micro North America Now Authorized as a VMware Service Provider Program Aggregator

SANTA ANA, Calif., June 7 /PRNewswire/ -- Ingram Micro Inc. (NYSE: IM) today announced it has expanded its VMware relationship and is now authorized as a VMware Service Provider Program (VSPP) Aggregator.

(Logo: http://www.newscom.com/cgi-bin/prnh/20100107/IMLOGO)

As one of VMware's largest distribution partners and authorized VSPP Aggregators, Ingram Micro is now able to offer channel partners in the U.S. and Canada a VMware pay-as-you-go licensing model. This flexible purchasing model enables service providers to pay for as many or as few VMware licenses necessary to provide customized, virtualized IT services to their end-users.

"From the desktop to next generation datacenters and into the cloud, demand for virtualized solutions is rising, presenting a lucrative and recurring revenue opportunity for our channel partners – especially those with a dedicated services practice," says Jodi Honore, vice president, vendor management, Ingram Micro U.S. "As a VSPP Aggregator, Ingram Micro is uniquely positioned to help simplify the sale for our channel partners and provide them access to cloud computing solutions and services from VMware in a flexible and cost-effective pay-as-you-go subscription model."

In support of the VSPP, Ingram Micro is providing service providers with a dedicated licensing desk, as well as targeted channel marketing and technical support teams. In addition, the distributor is providing access to a highly-skilled Virtualization Technical Support Help Desk and Market Development Specialist to assist with pre- and post-sales efforts.

"We are excited to announce Ingram Micro as a VSPP aggregator," saysGeoff Waters, Director, VMware Service Provider Program at VMware. "As a proven leader in the technology value chain, Ingram Micro will help us further expand awareness for this program and drive expanded adoption of VMware technology within a new group of service providers offering cloud computing solutions."

"VMware and virtualization play an important role within our solution sets," saysMark Henson, VMware national practice manager at ePlus Inc., a leading IT solutions provider headquartered in Herndon, VA. "Having Ingram Micro as a master aggregator will help us

simplify the sales process, as well as give us the support and resources we need to better service our customers, expand our expertise and grow our business – especially as it pertains to cloud computing."

For more information including availability and pricing about the VMware Service Provider Program, Ingram Micro solution providers can contact the distributor's VMware Licensing Team at (800) 456-8000 x76488 or via email at vmware-licensing@ingrammicro.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 approximately 150 countries and is the only global broad-based IT distributor with operations in Asia. Visit www.ingrammicro.com.

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