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Ingram Micro Now Offering HP 3PAR Technologies

Distributor Leverages Dedicated HP Business Unit and New Advanced Computing Division to Support HP 3PAR Technologies

SANTA ANA, Calif., Dec. 21, 2010 /PRNewswire/ -- Broadening its enterprise solutions portfolio, Ingram Micro Inc. (NYSE: IM) today announced it has expanded its relationship with HP and is now authorized to market, sell and support enterprise-class HP 3PAR Storage Systems.

Recognized as HP's largest global distribution partner, Ingram Micro is one of the first distributors to offer HP 3PAR Storage Systems and solutions to the IT channel. HP acquired 3PAR, a leading global provider of utility storage, in September 2010.

"The availability of HP 3PAR technologies from Ingram Micro is significant news for the VAR community and opens up the playing field for channel partners addressing the storage needs of enterprise-class public and private cloud computing environments," says Mark Maisano, senior director, Advanced Computing Division and HP Business Unit, Ingram Micro U.S.

Under the expanded U.S. distribution relationship, certified HP channel partners can source HP 3PAR T-Class and F-Class Storage Systems and software products from Ingram Micro. Certification, education, sales enablement and training on and around HP 3PAR Storage Systems are also available to channel partners as part of the distributor's dedicated HP Business Unit and Advanced Computing Division.

"HP sees tremendous business value in the IT channel and is pleased to make our new 3PAR storage solutions available from Ingram Micro," says Frank Rauch, vice president, channels, HP. "With the support of Ingram Micro's HP Business Unit and new Advanced Computing Division, we are able to accelerate and execute against our converged infrastructure strategy. Together we offer HP channel partners the enablement resources, support and technology they need to build and grow a profitable practice around HP storage solutions."

HP 3PAR Storage Systems, including the T-Class and F-Class systems, are designed to help channel partners deliver the efficiencies of consolidation while maximizing flexibility, a combination critical for virtualization and cloud computing environments.

"HP 3PAR technology offers the efficiency and next-gen storage functionality we need to support our enterprise customers' business needs and hybrid cloud environments," says Eric Smith, General Manager for ISG Technology Inc., an innovative HP and Ingram Micro channel partner with nine locations throughout Kansas, Missouri and Oklahoma. "Being able to purchase HP 3PAR solutions from Ingram Micro simplifies the sale and gives our team access to the pre- and post-sales and technical support resources we've become

accustomed to as an Ingram Micro channel partner."

For more information about HP 3PAR Storage Systems and solutions contact the HP Inside Sales Team at 1-800-456-8000 ext. 76393.

For information about Ingram Micro, visit http://www.ingrammicro.com/.

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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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