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Axcient Joins Ingram Micro's Growing Cloud-Based Solutions Portfolio

Ingram Micro Cloud Now Offering Axcient's All-in-One Backup, Business Continuity and Data Recovery Solutions

SANTA ANA, CA -- (MARKET WIRE) -- 01/24/12 -- The Services Division of Ingram Micro Inc. (NYSE: IM) today announced Axcient has joined the Ingram Micro Cloud vendor portfolio and is offering its unified platform for backup, business continuity and disaster recovery to Ingram Micro channel partners throughout North America.

Available now in the U.S. and coming soon to Canada, Axcient's all-in-one solution is purpose-built for the needs of small to mid-size businesses (SMBs) and ideal for organizations that have a critical need or regulatory requirement to fully protect their data and maintain business continuity in the event of a data loss, server failure, or disaster.

Delivered through a hybrid cloud configuration, the Axcient solution offers resellers and managed service providers (MSPs) complete data protection that helps ensure application and server availability while empowering rapid data restore. Equipped with Axcient's on-premise HP appliance, the Axcient solution provides fast local backups with customizable restore points and offers failover for multiple business-critical applications. For further protection, a copy of customer data and server images is automatically and securely delivered to the Axcient SAS 70 II certified data center for full redundancy in the cloud.

"By leveraging the scalability and cost savings of the cloud -- along with the reliable, HP-based, on-site Axcient appliance -- Axcient is enabling resellers and MSPs to provide SMBs with enterprise-class service and technology at SMB price-points," says Justin Moore, CEO, Axcient. "With the extended reach and support of Ingram Micro and its Cloud Marketplace, we're making it even easier for channel partners to sell complete data protection solutions designed to ensure application and server uptime and rapid data restore for SMBs."

"Axcient offers great technology for SMBs and doesn't require any upfront charges or complex per user or per device license fees -- it's just a straightforward, predictable monthly service fee based on the amount of customer data we need to protect," says Mark Mathis, Artic IT, current Axcient partner and Ingram Micro VTN member. "Axcient's cloud-based services are very cost-effective, simple to deploy and extremely reliable. It's a great addition to the Ingram Micro Cloud Marketplace and a big win for Axcient partners who are already doing business with Ingram Micro."

Ingram Micro resellers and MSPs can now download supporting solutions datasheets, sales tools and marketing collateral for Axcient from www.ingrammicrocloud.com at no charge. Registration is required. Additional sales and support services including cross-trained technical and pre-sales support are also available to mutual Axcient/Ingram Micro channel partners.

"Ingram Micro Cloud is a one-stop resource for channel partners who are serious about selling cloud services and expanding their sales and technical expertise," says Renée Bergeron, vice president, cloud computing and managed services, Ingram Micro North America.

"Axcient's reputation for channel excellence, technical innovation and solution selling are three standout qualities the Ingram Micro Services Division looks for in all of our vendor partners," says Bergeron. "Add to the draw, the explosive demand for cloud-based, back-up, business continuity and disaster recovery solutions and services, and the synergies and benefits gained from this new alliance with Axcient extend wide and deep within the channel."

For more information on Ingram Micro visit www.ingrammicro.com.

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About the Ingram Micro Cloud
Ingram Micro Cloud (www.ingrammicrocloud.com) provides channel partners access to hundreds of business, strategy, marketing, technical and sales resources including the Ingram Micro Cloud Marketplace, a transactional, online marketplace where solution providers can shop, procure, provision and obtain invoices for their cloud services directly from Ingram Micro. To date more than 50 services and 24 vendors are featured as part of the Ingram Micro Cloud portfolio.

About Axcient
Axcient delivers a unified platform for backup, business continuity, and disaster recovery that offers unprecedented ease of use and uptime to the SMB market. Built from the ground up as an all-in-one solution, Axcient combines the best elements of an on-premise solution with the cost savings of a cloud-based service. With over a petabyte under management, Axcient helps thousands of companies protect their data and stay up and running, including those in heavily regulated industries such as healthcare, legal, and financial services. To learn more, visit www.axcient.com and follow us on Twitter, Facebook, and our Blog.

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, technical and financial support, managed and cloud-based services, and product aggregation and distribution. The company is the only global broad-based IT distributor, serving more than 150 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit www.ingrammicro.com.

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