February 14, 2012

Ingram Micro Now Authorized as Global VMware Service Provider Program Aggregator

Distributor Earns Global Distribution Rights to Sell VMware "Pay-as-You-Go" Licensing Model; Adds VSPP to Growing Enterprise Computing and Cloud Services Portfolio

LAS VEGAS, NV -- (MARKET WIRE) -- 02/14/12 -- *VMWARE PARTNER EXCHANGE* -- Recognized as a master aggregator of cloud services and worldwide distributor of data center solutions, Ingram Micro Inc. (NYSE: IM) today announced it has expanded its relationship with VMware and is now authorized as a global VMware Service Provider Program (VSPP) aggregator.

Under the new global distribution agreement, Ingram Micro can now offer authorized channel partners worldwide access to VMware's pay-as-you-go licensing model. Ingram Micro regions actively selling VMware-based cloud services include Germany, Hong Kong, North America, the Netherlands, Singapore, and the U.K. Additional theatres will be added throughout 2012.

"The VSPP's flexible purchasing model enables service providers to pay for the number of VMware licenses necessary to deliver customized, virtualized IT services to their end-users across the globe," says Doug Smith, vice president, Global Partner Strategy and Operations, VMware. "By authorizing Ingram Micro to sell VMware-based cloud services globally and via the Ingram Micro Cloud, we're building on our success, expanding our reach and providing VMware partners with additional enablement and sales support."

In 2011, Ingram Micro continued to grow the number of service providers using VSPP in North America. Simultaneously, the distributor increased its annual North America VMware partner contract value through the dedicated VMware support and resources offered within the distributor's Advanced Computing Division, VMware Licensing Desk and Ingram Micro Cloud Marketplace.

"Ingram Micro and VMware have aligned the VSPP with our recurring revenue model, which gives us the flexibility and scale to grow our cloud services business more profitably while meeting the dynamic needs of our clients," says Garrett Brucker, president, Solve IT, a mutual Ingram Micro, VMware partner located in Denver, Colo. "Purchasing our VMware licenses through Ingram Micro has radically simplified the sales process, streamlined our costs and enabled us to offer our clients access to continually evolving VMware cloud services."

"The Ingram Micro Advanced Computing Division and Ingram Micro Cloud continue to demonstrate sustainable business value to our vendors and channel partners selling data

center solutions and cloud services both regionally and globally," says Keith Bradley, president Ingram Micro North America. "Being awarded a global contract for the VMware Service Provider Program is testimony to our growing success, and we look forward to continuing our work with VMware and the VSPP on a worldwide basis."

Ingram Micro's Advanced Computing Division and Ingram Micro Services Division will be attending VMware Partner Exchange in Las Vegas - booth No. 502.

For more information about the VMware Service Provider Program, including availability and pricing, Ingram Micro solution providers can contact the distributor's Services Sales team at (800) 705-7057 or visit www.ingrammicrocloud.com.

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

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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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