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Ingram Micro Delivers Turnkey HP Healthcare Solutions to U.S. Channel Partners

Technology Distributor Strengthens Support for the New HP Healthcare Alliance Partner Program; Offers New License Delivery and Integration Services for Key Healthcare Solutions

SANTA ANA, CA -- (Marketwire) -- 04/04/12 -- Expanding its healthcare solutions portfolio, Ingram Micro Inc. (NYSE: IM) today announced a new suite of turnkey solution bundles based on HP technology for U.S. channel partners. The new solution bundles are designed to help mutual Ingram Micro and HP solution providers differentiate their services for the healthcare market and clearly address the pain points and needs of hospitals, physicians and healthcare organizations.

Showcased last month at Ingram Micro's 2012 SLED (State, Local, Government and Education) and Healthcare Summit, the solution bundles pair HP hardware -- such as HP Workstations and the HP Slate 2 -- with select healthcare-specific software applications from independent providers within the new HP Healthcare Alliance program, including Canvys, Medweb and Parental Health. As part of the go-to-market strategy, Ingram Micro is responsible for the integration, delivery and support of these new HP based healthcare solutions. Canvys and Parental Health are available now to Ingram Micro channel partners in the U.S. The Medweb solution is coming soon and will be available for purchase in the U.S. through the Ingram Micro Cloud Marketplace.

"Consumer interest combined with industry regulations and compliance needs are driving greater demand within the IT market for reliable turnkey healthcare solutions that are proven to help hospitals and healthcare organizations deliver cost-effective, efficient and high-quality care," says Michael Humke, who was recently promoted to lead Ingram Micro's public sector and vertical markets in the U.S.

"As the IT industry's most valued distribution partner and market leader, Ingram Micro is further simplifying success for our channel partners by bringing these HP-specific healthcare solutions to market and backing them with the support of our dedicated team of HP healthcare sales and technical solutions experts," says Humke. "Together with HP, we're making it easier for our mutual channel partners to capture the growing service and solutions opportunity within the healthcare industry and become a trusted advisor to hospitals, physicians and other healthcare organizations."

"Through the HP Healthcare Alliance program, we are making it easier for healthcare vendors to bring their innovative software solutions to market on HP's hardware systems," said Chris Mertens, vice president, Americas Healthcare Practice, Personal Systems Group, HP. "Our collaboration with Ingram Micro to integrate and deliver these solutions makes it

possible to reach this goal and help healthcare organizations deliver higher-quality care."

For more information about Ingram Micro's healthcare-specific IT solutions portfolio, channel partners should contact their Ingram Micro sales representative and follow Ingram Micro Healthcare on Facebook at www.facebook.com/IngramMicroHealthcare and Twitter at www.twitter.com/IMHealthcare.

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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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