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Ingram Micro Gains Authorization to Provide Cisco UCS Build-to-Order Services to Technology Resellers Across Canada

Distributor's Advanced Integration Services Expedite Time-to-Market for Cisco UCS C-Series Resellers

MISSISSAUGA, ON -- (Marketwire) -- 03/07/13 -- Expanding its advanced integration services, Ingram Micro Canada, a subsidiary of Ingram Micro Inc. (NYSE: IM), the world's largest technology distributor and a global leader in IT supply-chain and logistics solutions, today announced it is now authorized as a Cisco Unified Computing Systems (UCS) C-Series Build-to-Order (BTO) distribution partner in Canada.

The new designation, which goes into effect immediately, allows Ingram Micro to stock, build, test and ship Cisco UCS C-Series servers to customer specification for authorized Cisco reseller partners throughout Canada. The advanced configuration services will be managed by Ingram Micro's world-class, dedicated Cisco-authorized technicians and completed in the distributor's highly secure, 25,000 square-foot Configuration Center in Mississauga, Ontario.

"The speed, efficiency and technical expertise channel partners gain by using Ingram Micro's new Cisco UCS C-series BTO services offers a competitive edge," says Tim Billing, vice president of Vendor Management, Ingram Micro Canada. "Strategically, we have been focused on moving up the value stack and we're pleased to take our Cisco UCS business to the next level in Canada and deliver greater business value and complete end-to-end support -- from enablement to order fulfillment -- to our mutual partners."

To ensure faster delivery and reduce the time to market to less than a week for Canadian resellers, Ingram Micro will hold inventory in an adjacent warehouse for various Cisco C-Series base bundles along with server components, such as processors, memories, hard disks and adapters. Cisco UCS solutions will be fully configured to specification, and then tested and certified in accordance with Cisco best-practice guidelines before being dispatched to the reseller or drop-shipped to the end customer.

"Cisco is always looking to provide greater flexibility, more choices and world-class support to our reseller partners. By authorizing Ingram Micro Canada as a Cisco UCS BTO distributor, we're working to accelerate product delivery, eliminate time-consuming steps in the configuration process, and ultimately, enable our mutual channel partners to provide better service to their end customers," says Scott A. Brown, vice president, Worldwide Distribution Sales at Cisco.

As part of this expanded distribution agreement, Cisco channel partners will continue to have access to a wide variety of business-building marketing, support and partner enablement services from Ingram Micro Canada's Advanced Technology Division and dedicated Cisco Business Unit.

"Ingram Micro is invested in the technical, sales and business enablement resources our channel partners need to differentiate their services and deliver the utmost value to their customers," says Mark Snider, general manager, Ingram Micro Canada. "Our dedicated and growing focus on higher value, advanced solutions, combined with our Cisco Business Unit, have uniquely positioned us to help our channel partners effectively sell and support custom Cisco UCS C-series solutions, as well as complementary technologies and services. Unified computing solutions are a high-margin, high-growth technology category, and we're committed to keeping our channel partners at the forefront of this opportunity."

Last year, Ingram Micro earned a Cisco UCS B-Series and C-Series authorization in the U.S., while also receiving a number of accolades for its contributions and value as a global distribution partner to Cisco and its mutual reseller partners. These global honors included the Cisco Global Distributor of the Year award, five regional Distribution Partner of the Year awards and the Cisco Worldwide Distribution Summit award for Services Innovation.

More information about Ingram Micro Canada is available at www.ingrammicro.ca.

To learn, see and hear more about Ingram Micro online, follow the distributor on Facebook at www.facebook.com/IngramMicro; Twitter at www.twitter.com/IngramMicroInc; and YouTube at http://www.youtube.com/user/ingrammicroinc.

About Ingram Micro Inc.
Ingram Micro is the world's largest wholesale technology distributor and a global leader in IT supply-chain, mobile device lifecycle services and logistics solutions. 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 and mobile solutions, technical support, financial services and product aggregation and distribution. The company is the only global broad-based IT distributor, serving 160 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit www.ingrammicro.com.

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