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Ingram Micro's Hosted Collaboration Solution Powered by Cisco Now Available to North America Channel Partners

Distributor Enables Cisco Channel Partners to Offer Cost-Effective and Standardized Unified Communication Deployments From the Cloud With Greater Ease and Efficiency

SANTA ANA, CA -- (Marketwire) -- 03/11/13 -- The North America Services Division of Ingram Micro Inc. (NYSE: IM) today announced its Hosted Collaboration Solution (HCS), powered by Cisco, is now available to qualified Cisco channel partners across the U.S. and Canada. The cloud solution has been in beta with select Ingram Micro channel partners for several months and is set to be demonstrated live at Ingram Micro's 2013 Cloud Summit April 7-10 in Scottsdale, Ariz.

Featured on the Ingram Micro Cloud Marketplace, the new Ingram Micro HCS offering is an end-to-end system that allows partners to create subscription-based, "as-a-service" offerings around Cisco Collaboration technologies including Cisco Unified Communications, Cisco Customer Collaboration and Cisco WebEx®. Additionally, the offering includes the full range of Cisco Collaboration functions along with the tools to deliver those functions to the end customer in an automated, standardized and efficient manner.

"By design, Ingram Micro's hosted HCS enables our mutual Cisco partners to successfully sell and deploy Cisco collaboration technologies and wrap additional services around these technologies to increase their value and recurring revenue potential," says Renee Bergeron, vice president of managed services and cloud computing, Ingram Micro Services Division, North America.

Further strengthening its position as a service provider for Cisco HCS, Ingram Micro is also taking advantage of the Cisco Advanced Services team to help its channel partners provision and deploy the solution, as well as offer 24/7 service management, monitoring and Level 2 and Level 3 technical support.

"By engaging Ingram Micro, utilizing our dedicated Cisco Business Unit and growing Cloud Marketplace to offer HCS-as-a-service, Cisco channel partners can establish a new recurring revenue stream without having to invest in the upfront capital to get the business moving," says Jay Miley, vice president and general manager, Advanced Technology Division, Ingram Micro U.S.

"Cisco and Ingram Micro recognize the tremendous opportunity to offer cloud-based services through the channel as the demand for pay-as-you-go collaboration services grows," said Richard McLeod, senior director, Worldwide Partner Collaboration Sales at Cisco. "This new HCS service allows Ingram Micro to add value by reducing complexity

associated with building and selling cloud collaboration solutions. In addition, offering collaboration services through Ingram Micro's innovative Cloud Services Marketplace enables Cisco channel partners to provide choice to customers in terms of how they consume collaboration solutions, be it from the cloud, via a managed service, on premise or some combination."

For more information about Ingram Micro's new Hosted Collaboration Solution powered by Cisco, channel partners should contact Ingram micro sales at (800) 705-7057, option 5 or email Cloud.Communication@IngramMicro.com.

More information about Ingram Micro is available at www.ingrammicro.com and http://ingrammicroinc.wordpress.com.

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 145 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit www.ingrammicro.com.

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