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Ingram Micro Collaborates With Industry Leaders to Offer Pre-Validated, Open Platform IP Video Surveillance Bundle

Distributor's Physical Security Business Unit Teams With Axis Communications, Dell, Intel and Milestone Systems to Help IT Resellers and Integrators Succeed in IP Video Surveillance Market

SANTA ANA, CA -- (Marketwired) -- 04/10/13 -- Adding to its growing physical security portfolio, Ingram Micro Inc. (NYSE: IM), the world's largest wholesale technology distributor and a global leader in IT supply-chain, mobile device lifecycle services and logistics solutions, today announced its SecurePOD bundle. The new IP video surveillance bundle was created in conjunction with industry leaders Axis Communications, Dell, Intel and Milestone Systems.

Offered through the Ingram Micro North America Physical Security business unit, the new SecurePOD bundle will be previewed in Ingram Micro's booth, #23091, at ISC West, April 10-12, in Las Vegas. Expected availability is the end of Q2 2013.

The new offering gives resellers and integrators a high-value, pre-validated physical surveillance solution that enables them to capitalize on the growth of IP video-based security across a wide range of industries. Featuring competitive price and performance advantages, combined with industry-leading branding and channel enablement services available exclusively through Ingram Micro, SecurePOD is designed specifically for IT resellers and integrators in need of a powerful, yet simple, way to jumpstart their IP video surveillance practices.

"We developed the SecurePOD bundle from the ground up to give our channel partners a way to not only successfully enter -- but to also excel -- in the fast-growing market of IP video surveillance," says Tom Burns, director, Physical Security business unit, Ingram Micro North America. "With our depth and breadth of vendor relationships, solutions and specializations, Ingram Micro is well positioned to create solution bundles such as SecurePOD that bring together many of the IT industry's best technologies into a simple, easy-to-sell solution."

Market experts indicate that more than 60 percent of new video surveillance installations today still utilize analog technology. However, by the year 2020, these experts predict that nearly 100 percent of surveillance installations will utilize IP camera, storage and network technology. The SecurePOD bundle helps IT integrators and resellers capitalize on this market opportunity.

Based on an open framework, SecurePOD is ideal for use across a wide range of video security applications requiring 16 to 256 IP-based cameras. The SecurePOD effort is a great

example of the unique value that Ingram Micro brings customers by being able to combine strengths in a variety of technologies, including physical security, networking and advanced computing. The solution leverages Dell's industry leading PowerEdge server portfolio with enhanced customization by the Dell OEM Solutions group.

"Offering optimum capacity, performance and usability features, this new bundle addresses the most important factors that drive success for the channel in the video security marketplace," says Dave Panziera, segment marketing manager, Intelligent Systems Group at Intel Corporation.

"By engaging with Ingram Micro to deliver this multi-vendor solution to the market, our resellers gain a valuable go-to-market edge through access to unrivaled channel and industry expertise, extended warranties and pre- and post-sales support," adds Panziera.

To accelerate sales, Ingram Micro is offering resellers branding services to set the stage for effective, high-impact marketing and sales programs surrounding their SecurePOD initiatives. In addition, Ingram Micro is providing business and sales training, along with technical training for building and customizing the solution. Upon completion of these programs, resellers can earn certifications that further set them apart in the market.

System integrators and resellers interested in contacting Ingram Micro's North America Physical Security business unit can call 1 (800) 456-8000, ext. 67285; email securityinfo@ingrammicro.com; or visit www.ingrammicro.com/securityinfo. More information on SecurePod is available at www.secure-pod.com.

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

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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 approximately 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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