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Ingram Micro Named Dell Distribution Partner of the Year for the Second Year in a Row

Dell Recognizes Ingram Micro for Continued Exponential Sales Growth, Brand Expansion, Superior Customer Service, and Commitment to Growing the Business

SANTA ANA, CA -- (Marketwired) -- 11/18/14 -- Ingram Micro Inc. (NYSE: IM) today announced it has been named a winner of Dell's Distribution Partner of the Year Award for Dell's Fiscal Year 2015.

The annual awards honor Dell partners for delivering exemplary solutions and were presented at the Channel Partner Summit, which marked the start of Dell World 2014. The Distribution Partner of the Year award is given to the distribution partner that helped Dell expand its market presence across industries and geographies, and had the best reseller engagement and sales growth for 2014.

"Distribution is a core part of Dell's omni-channel strategy, as distributors play a critical role in providing our partners with availability, credit, technical solutions support and training, and customer empowerment," said Frank Vitagliano, vice president of Global Strategy and Sales, Dell. "Congratulations to Ingram Micro for being recognized as the Dell Distribution Partner of the Year for the second year in a row, for delivering a superior level of solutions expertise and customer value. Dell and Ingram Micro grew our business exponentially together in the past year, and we are delighted to have recently expanded our relationship with Ingram Micro into Canada, to pave the way for continued growth together."

The Ingram Micro team delivers the Promise of Technology with Dell solutions, empowering resellers throughout North America. Together, Ingram Micro and Dell offer channel partners valuable sales, marketing and technical support resources, as well as a wide variety of solutions that solve business challenges and drive growth. Resources provided to Ingram Micro channel partners include:

- Rewards for selling the entire Dell stack
- Dedicated sales and technical solution experts
- White glove deal registration solutions engagement from start to finish
- Expert technical field engagement
- Purchasing and logistics flexibility to support meet the unique needs of mutual channel partners
- Complete Dell brand solutions focused support, from SMB through the enterprise

In 2014, Dell participated in a number of Ingram Micro events including the Spring ONE event where Michael Dell sat down face-to-face with Ingram Micro's North America

President of Technology Solutions Paul Bay to discuss the growing importance of the relationships it has forged with the IT channel and Ingram Micro specifically.

"Dell is a strategic vendor partner that is engaged and firing on all cylinders," says Kirk Robinson, senior vice president, Ingram Micro North America. "We are honored to be named Dell's distributor of the year, and recognized for delivering exemplary results that have had a positive impact on our channel partners' success."

About Ingram Micro

Ingram Micro helps businesses Realize the Promise of Technology™. It delivers a full spectrum of global technology and supply chain services to businesses around the world. Deep expertise in technology solutions, mobility, cloud, and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve. Unrivaled agility, deep market insights and the trust and dependability that come from decades of proven relationships, set Ingram Micro apart and ahead. Discover how Ingram Micro can help you Realize the Promise of Technology™. More at www.ingrammicro.com.

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