April 20, 2017

Ingram Micro Revolutionizes Digital and Cloud Services Delivery in the Connected Economy

Business-Building Products and Service Capabilities Launched at Annual Cloud Summit
#CloudSummit2017

PHOENIX--(BUSINESS WIRE)-- Ingram Micro Inc. today unveiled several key announcements at the company's 8th annual Ingram Micro Cloud Summit, which is taking place at the JW Marriott Desert Ridge Resort & Spa in Phoenix, April 19-21, 2017. These include: Ingram Micro's next generation Odin Automation Premium and Essentials cloud delivery platforms; the debut of Ingram Micro Federation; significant enhancements to the Ingram Micro Cloud Marketplace and launch of Ingram Micro Cloud Orchestrator; the rapid growth of Ingram Micro's services catalog with the introduction of APS Connect; and the overall expansion of its Cloud Referral Program.

As one of the largest cloud events for the global IT channel, Ingram Micro Cloud Summit provides valuable insights and access to the relationships, tools and technologies an organization needs to successfully grow a cloud-based IT services business. With attendance exceeding 1,300, the three-day event attracts hundreds of the industry's top solution providers, cloud service providers, cloud vendors, telcos, hosters, ISVs, and other cloud innovators and thought leaders.

"Ingram Micro continues to deliver solutions with speed, scale and simplicity, helping our channel partners capitalize on new cloud services opportunities," said Nimesh Davé, executive vice president, Global Cloud, Ingram Micro. "We are working continuously to further extend our leadership position by reinventing and refining the customer experience for our channel partners and their customers."

The Next Generation of Odin Automation Premium Now Generally Available

Today, Ingram Micro announced the next generation of Odin Automation Premium, its flagship cloud delivery platform that revolutionizes digital and cloud services delivery and accelerates the digital transformation of service providers and their customers in the connected world. Odin Automation Premium powers the Ingram Micro Cloud Marketplace in 43 countries around the world, selling cloud services through more than 40,000 channel partners. The platform also empowers leading service providers, including one third of the world's largest telecommunications companies and more than 6 million end users worldwide.

New modules now available within Ingram Micro's next generation platform include:

- **Business Intelligence** – A new Business Intelligence (BI) module enabling service providers to easily consolidate, analyze and monetize cloud business data with a turnkey solution that provides a pre-defined, extensible data warehouse framework,

workflows, Microsoft Power BI pre-integration, KPI dashboards and reports. As a result, service providers can effectively monitor business health and create tailored service bundles to minimize churn and increase revenue based on actionable data insights.

- **IoT and New Digital Services Management** – Ingram Micro channel partners can leverage the next generation platform to combine device, connectivity and service subscriptions to create IOT solutions for their customers. In addition, channel partners can rapidly onboard new digital services and reduce time-to-market with a streamlined experience, whether selling cloud, telecommunications or custom services.

Latest Version of Odin Automation Essentials Now Generally Available

The latest release of Ingram Micro Odin Automation Essentials includes significant new capabilities that enable Microsoft 1-Tier Cloud Solution Providers (CSP) and hosting service providers (hosters) to easily and cost-effectively bring a broader range of higher-margin services to market faster. Ingram Micro channel partners will now be able to sell more cloud services, including Azure and Windows 10 Enterprise licenses along with other Microsoft CSP services. The enhanced preconfigured service automation platform now also provides shared and virtual private server (VPS) hosting services with its new Web Hosting and Cloud Infrastructure modules. These new capabilities provide additional revenue-generating opportunities through bundling a mix of cloud services, web hosting services, and domain registrations with a provider's own professional services.

New Ingram Micro Federation Simplifies Expanding Services Portfolio for Service Providers

Ingram Micro Federation Program provides Odin Automation Premium customers with an efficient way to quickly expand their cloud solution portfolios without the need to directly negotiate individual vendor contracts. With Ingram Micro Federation, service providers can operate a hybrid catalog, using their established direct commercial relationships with vendors as well as leveraging Ingram Micro's agreements to gain instant access to a wide range of curated ISV products. This dramatically shortens time-to-market for new services and simplifies the complexity of contracting, vendor management, deployment, integration, billing and support. Service providers can also leverage Ingram Micro Federation to offer their own services in the Ingram Micro partner ecosystem.

Improved User Experience for Cloud Marketplace Customers

Ingram Micro also announced a major upgrade to its Cloud Marketplace that will support Android devices and further enhance the end-user experience. The Customer Control Panel, referred to as "NextCP," is redesigned to provide an improved, more intuitive user experience, enabling channel partners to offer their end-customers the opportunity to self-serve and self-manage, freeing resources and streamlining processes. This redefined customer experience will ultimately lead end-users to actively consume more services, adopt new solutions and quickly add to previous purchases. Ingram Micro NextCP will be available during Q2 2017.

Navigate IaaS Deployment and Management with Ingram Micro Cloud Orchestrator

Ingram Micro Cloud Orchestrator enables service providers to simplify customer cloud

initiatives by automating and orchestrating the deployment and management of workloads in any private, public or hybrid cloud – all from a single portal. With automated tools and preconfigured templates, users can rapidly build and deploy workloads to leading public and private cloud environments, including Microsoft Azure, Amazon Web Services, IBM BlueMix and VMware. Service providers can also manage customer infrastructure and provide multiple cloud deployment options, ongoing monitoring, reporting and unified billing. Ingram Micro Cloud Orchestrator is available today for Odin Automation Premium customers and will be available for channel partners using the Cloud Marketplace to sell IaaS solutions in Q2 2017.

APS Connect Enables Rapid Expansion of Ingram Micro Services Catalog

Accelerated service deployment and onboarding is now possible using APS Connect, a cloud-based service integration technology. ISVs who want to sell their services through Ingram Micro's global channel footprint can now quickly design, test and publish their solutions in just a few clicks. Service providers can also automate their own services and benefit from access to a significantly expanded cloud services catalog. Ingram Micro's APS Connect Early Access Program is available today for ISVs and service providers to join at www.ingrammicrocloud.com/APS-Connect.

Ingram Micro Cloud Referral Program Being Rolled Out to 16 Markets by Q4 2017

Introduced last year, the Referral Program enables channel partners to earn additional commissions by directing their end-customers to Ingram Micro Cloud's referral website at www.ingrammicrocloud.com/cloud-referral-program/. This program will be available in 16 markets by the end of Q4 2017.

Keep up with the activity and announcements at Ingram Micro Cloud Summit 2017 by following these social media channels:

Twitter: https://twitter.com/IngramCloud
LinkedIn: https://www.linkedin.com/company/im_cloud
Facebook: https://www.facebook.com/ingrammicrocloud/
Google+: https://plus.google.com/u/0/+Ingrammicrocloud
Instagram: https://www.instagram.com/ingrammicrocloud

About Ingram Micro Cloud

At Ingram Micro Cloud™, we view cloud not just as a single technology, but as a foundational platform to run and drive a whole new way of doing business. By leveraging our platforms and ecosystem, cloud service providers, telecom companies, resellers and enterprises can quickly transform and get up and running in the cloud within minutes, with little to no investment. Our portfolio includes vetted security, communication and collaboration, business applications, cloud management services and infrastructure solutions designed to help clients monetize and manage the entire lifecycle of cloud and digital services, infrastructure and IoT subscriptions. For more information, please visit: www.IngramMicroCloud.com.

About Ingram Micro Inc.

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. More at www.ingrammicro.com.

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