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Ingram Micro Expands Cybersecurity Capabilities with Acquisition of Cloud Harmonics

Adds the Palo Alto Networks Next-Generation Security Platform for U.S. and Canadian Markets, Along with New Opportunities in Training and Enablement Support for Solution Provider Partners

IRVINE, Calif. & SAN JOSE, Calif.--(BUSINESS WIRE)-- Ingram Micro Inc. today announced it has acquired Cloud Harmonics, a leading U.S.-based, value-added provider of cybersecurity solutions for the U.S. and Canadian markets.

The addition of Cloud Harmonics enhances Ingram Micro's ability to accelerate the security sales cycle and establish the company's solution provider partners as trusted advisors in the security market. The acquisition broadens Ingram Micro's industry-leading product and services portfolio, adding to it the Palo Alto Networks Next-Generation Security Platform for the U.S. and Canadian markets. Additionally, Cloud Harmonics brings new education, training and technical enablement services, along with a focus on building relationships with new and emerging security vendors, further expanding the wide range of services Ingram Micro's partners can leverage to profitability grow their businesses. Further details of the transaction were not disclosed.

"This acquisition complements our strategic business objective to provide our customers with new opportunities to expand their businesses in high-growth, high-margin markets, such as cybersecurity," said Paul Bay, executive vice president and group president of the Americas, Ingram Micro. "The addition of Cloud Harmonics adds to our services capabilities, enabling us to provide our partners with hands-on experience and access to the technology, services and enablement needed to establish themselves as trusted security advisors. We are excited to welcome Cloud Harmonics to the Ingram Micro family."

Cloud Harmonics will operate as a new business unit of Ingram Micro's Advanced Solutions Division under the direction of Ingram Micro senior vice president, Tim Ament. Ament will work closely with Cloud Harmonics founder and former CEO Pradeep Aswani in his new role as general manager of the business, as well as with Cloud Harmonics' team of highly skilled sales and technical associates based in San Jose, Calif. and Austin, TX.

"Combining our assets and expertise with a global industry leader like Ingram Micro allows us to play an even stronger and more active role in helping businesses effectively navigate today's complex threat landscape," said Aswani. "Additionally, this partnership provides significant benefits to many of our customers who can now access Ingram Micro's unparalleled end-to-end solutions portfolio."

"Ingram Micro is a broadly recognized distribution industry leader that continues to invest in and support the growth of vendor and customer partners, especially in areas such as cloud

and security," said Ron Myers, senior vice-president of worldwide channel sales, Palo Alto Networks. "We look forward to working together in the U.S. and Canadian markets to grow our respective businesses and increase adoption of a breach prevention mindset and technology."

For more information, please visit www.ingrammicro.com.

About Cloud Harmonics

Cloud Harmonics Inc., the pioneer of holistic distribution, provides the education, engagement and enablement capabilities that technology and channel partners need to accelerate the adoption, ramp and sales of next-gen cybersecurity, software-defined data center and cloud technologies. Supporting partners at every go-to-market phase, Cloud Harmonics is the only distributor offering a purpose-built educational curriculum and platform (Orchestra), hands-on virtual sandbox testing environments, and pre- and post-sale tools and services to arm partners with the skills and confidence to add and profit from next-gen technologies in their portfolio. Working with leading technology providers, such as Aruba Networks, Arista Networks, HPE, Palo Alto Networks, Nutanix and others, Cloud Harmonics provides the awareness, technical proficiency and services support its more than 500 reseller partners need to create opportunities, close deals and secure repeat business. Cloud Harmonics trains more than 5000 engineers annually. To learn more, please visit www.cloudharmonics.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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