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New Ingram Micro Program Simplifies Managed Print Services

Distributor brings new bundled solutions to its channel partners, expanding potential and profits around Managed Print Services (MPS)

IRVINE, Calif.--(BUSINESS WIRE)-- Ingram Micro Inc. today announced the expansion of its Managed Print Services (MPS) program to include more partner enablement resources, as well as a broad range of printer options paired with a simple supplies and services model to help channel partners deliver better value to their end-user customers.

“Whether a channel partner is exploring their options, launching a managed print service practice or overhauling an existing MPS offering in order to grow their recurring revenue model more quickly, Ingram Micro is ready to help speed their time to market and time to value,” said Mike Erwin, executive director, Vendor Management, Business & Consumer Solutions, Ingram Micro.

Demand for MPS is rising among businesses. Recent research from Transparency Market Research forecasts the MPS market to expand at a 14.8% CAGR through 2024.[1] To make it easier for channel partners to capitalize on the MPS opportunity, Ingram Micro’s new MPS program features bundled solutions from leading vendors all under one simple monthly solution that can be white-labeled and invoiced directly on the channel partners’ behalf. With a monthly service fee that is based on page count needs, service plan and printer type (mono, color or MFP), the Ingram Micro program is a smart fit for SMB customers, and simple to manage.

“Our new MPS solutions are an easy opportunity for channel partners to increase margins by attaching supplies to every single printer sale,” said Erwin. “We’ve expanded and simplified our program so it’s a one-stop shop for managed print solutions with everything sold under a single solution rather than a complicated set of products and services that our partners have to bundle and manage themselves. We want to make it easier and more profitable for our channel partners to grow their recurring revenue with managed print and expand their portfolio.”

To learn more about Ingram Micro MPS, visit us-new.ingrammicro.com/MPS or, to get started immediately, contact the dedicated sales team at sales@ingrammicrolease.com or (844) 360-3899.

For more information on all of Ingram Micro’s Financial Solutions call us at (877) 877-0035 or email us at financialsolutions@ingrammicro.com.

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.

[1] “Managed Print Services (MPS) Market - Global Industry Analysis, Size, Share, Growth, Trends and Forecast 2016 – 2024,” Transparency Market Research, May 2016

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