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Ingram Micro Awarded Two VMware 2017 Regional Partner Innovation Awards

IT Business Leader Recognized in Americas and China for Extraordinary Performance and Notable Achievements

IRVINE, Calif.--(BUSINESS WIRE)-- Ingram Micro Inc. today announced it has received two prestigious regional VMware Partner Innovation Awards, the Americas Distributor Partner of the Year award and Asia Pacific Japan (APJ) Distributor Partner of the Year award in China. Ingram Micro was presented with the awards at VMware Partner Leadership Summit 2018, held in Scottsdale, AZ.

“We congratulate Ingram Micro on winning Partner Innovation Awards for the Americas and APJ Regional Distributor category, and look forward to our continued collaboration and innovation,” said Frank Rauch, vice president, Americas Partner Organization, VMware. “VMware and our partners will continue to empower organizations of all sizes with technologies that enable digital transformation.”

Ingram Micro's Advanced Solutions organization and dedicated VMware team provide the training, education and resources needed to help channel partners aid enterprises with increasing demands and business needs for virtualization and cloud technologies. In 2017, the U.S. team drove in exceptional incremental revenue through proactive upsell cross sell campaigns in the Service Provider business. The team managed more than 650 partners to up-level in the VMware Partner Network, helping increase channel partners sales and profitability. In Canada, the team executed several successful campaigns achieving significant year-over-year growth in Focus Products.

“Ingram Micro is honored to be recognized as one of VMware's industry-leading, go-to-market partners and is dedicated to building on the success that we have enjoyed with VMware for several years,” said Sabine Howest, vice president, global vendor engagement at Ingram Micro. “Earning awards in two regional categories-and particularly in such large markets-highlights our success with VMware around the globe. This is also an excellent reflection of the strong relationship we have with VMware in championing cloud and virtualization technologies that fast-track the success of our partners and help their customers meet their unique business needs. We look forward to furthering our relationship with VMware.”

Ingram Micro has a proven track record of innovation and systematic excellence with VMware across the globe and was previously named APJ Emerging Markets Distributor Partner of the Year in Hong Kong in 2016 and Global Distributor Partner of the Year, Americas Distributor Partner of the Year and APJ Emerging Markets Distributor Partner of the Year in Malaysia in 2015.

“This is the first time Ingram Micro China has been honored with the APJ Distributor of the Year from VMware, and we are proud of our collective achievement,” said Patrick Shao,

Chief Country Executive, China, Ingram Micro. “We cherish and appreciate VMware for its recognition of Ingram Micro China and our team and look forward to building on our success.”

More information about Ingram Micro is available at www.ingrammicro.com.

About VMware Partner Leadership Summit 2018

VMware Partner Leadership Summit 2018 offered VMware partners the opportunity to engage with VMware executives and industry peers to explore business opportunities, customer use cases, solution practices, and partnering best practices. As an invitation-only event, it provided partners with resources to develop and execute comprehensive go-to-market plans. VMware Partner Leadership 2018 Summit concluded with award ceremonies recognizing outstanding achievements in the VMware partner ecosystem.

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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