October 23, 2018

Ingram Micro's New Custom Integration Center Now Open to Channel Partners

Advanced solutions team shines the spotlight on custom compute, transforms components business and offers channel partners a new partner program and world-class custom integration center #ONEIngram

IRVINE, Calif.--(BUSINESS WIRE)-- Responding to the channel's need for custom computing solutions and advanced integration services and support, Ingram Micro Inc. has invested in new technical resources and transformed its Components Business Unit into a new group called Integrated Solutions. With decades of experience and unrivaled expertise, Ingram Micro's Integrated Solutions team focuses exclusively on accelerating the channel's time to market with custom solutions and optimized individual components. Developed as part of Ingram Micro's Advanced Solutions Division, the Integrated Solutions team and new Integration Center work across the distributor's growing portfolio of vendor brands to support thousands of channel partners in the U.S.

"The need and demand for custom, high-performance computing solutions continue to grow, pushing well beyond the capabilities of out-of-the-box technology and calling for more ingenuity and advanced integration," explains Ryan Grant, vice president, Ingram Micro's Integrated Solutions team. "Channel partners are no longer just selling technology, they are solving for desired business outcomes and architecting custom, multi-vendor solutions and services that meet the needs of their customers and enhance the customer experience. Our goal is to help channel partners streamline the sales cycle and uncover more opportunities and command higher margins."

Adding to its value add, Ingram Micro's new, complementary custom Integration Center is now open. Based at Ingram Micro's Mira Loma, Calif., warehouse location, the new center offers system design, compatibility and regulatory engineering, and executes the integration process from proof of concept through testing, acceptance, packaging and delivery services, with an option for migration, deployment, and support services.

"Ingram Micro is the channel's top go-to-market partner, and now the single-source for end-to-end integration services and solutions," said Grant. "We want to push the limits of what our channel partners see as opportunities with components and enable them to build and deploy custom computing and high-end infrastructure solutions faster and easier."

Later this year, Ingram Micro's Integrated Solutions team will debut a go-to-market partner program and engagement model that replaces the longstanding Systems ArchiTECHs community. This program will focus on OEMs and service providers who custom build high-performance computing and infrastructure solutions, and rely heavily on Ingram Micro for engineering, product sourcing and integration services.

More information about Ingram Micro is available at www.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.

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Source: Ingram Micro Inc.