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Ingram Micro Named 2019 Dell Technologies Partner Program Global Distributor of the Year in APAC, Greater China and LATAM

IT distributor takes top honors for exceptional year-over-year growth

IRVINE, Calif.--(BUSINESS WIRE)-- Ingram Micro Inc. today announced it has earned the 2019 Dell Technologies Partner Program Global Distributor of the Year Awards for APAC, Greater China and LATAM. In addition, LATAM was also recognized as a “Shining Star” award winner. These awards were presented recently in Las Vegas during Dell Technologies World 2019, before an audience of 4,000 at the Global Partner Summit.

Ingram Micro received top honors among a global field of Dell Technologies partners based on a combination of metrics, including extraordinary sales performance and significant investment and commitment to the Dell Technologies business.

“It’s an honor to be recognized as the LATAM Global Distributor of the Year award winner for the third year in a row,” said Paul Bay, executive vice president and group president of the Americas at Ingram Micro. “Ingram Micro is the only distributor in the region to offer the entire Dell Technologies end-to-end client and infrastructure product portfolio with dedicated global and regional operations in place to provide full support to our channel partners. As we continue to be the leading distributor in larger markets including Brazil and Mexico, and grow in other key markets, we are committed to leading the digital transformation with our vendor partners and look forward to our continued relationship with Dell Technologies.”

In 2018, Ingram Micro continued to make impactful incremental investments and enablement growth around the globe to enhance and expand its Dell Technologies business. These efforts resulted in exceptional double-digit year-over-year business growth in APAC, Greater China and LATAM. In addition, the LATAM region was recognized for its COMMIT plan which resulted in over 1,000 new channel partners for Dell Technologies. Ingram Micro continues to differentiate itself with its ability to deliver superior business development, technical and supply chain leadership, as well as greater expertise across the Dell Technologies portfolio.

“Ingram Micro is proud to be recognized as the APAC and Greater China Global Distributor of the Year by Dell Technologies,” said Mike Zilis, executive vice president and group president of Asia Pacific at Ingram Micro. “We remain committed to growing the Dell Technologies business at an accelerated pace to best serve and support the IT channel, and could not be more proud of the hard work and collaboration put forth by our teams in 2018.”

The Dell Technologies annual Partner of the Year Awards recognition program is intended

to recognize partners for their extraordinary performance, support and ongoing commitment to Dell Technologies. Partners are recognized across various award categories based on partner type/track, including overall growth, as well as performance in categories such as services, storage, server, client, and transformational solutions.

“We are pleased to recognize Ingram Micro—one of our strategic partners—as our APAC, Greater China and LATAM Global Distributor of the Year and would like to congratulate them on receiving these awards,” said Jim DeFoe, senior vice president for Global Distribution at Dell Technologies. “Ingram Micro has proven to be a valuable global partner over the years and continues to demonstrate their investment and expertise in Dell Technologies portfolio of solutions designed to help their customers successfully navigate the ever-changing digital landscape.”

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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