October 10, 2019

Ingram Micro Awarded the Palo Alto Networks Global Distribution Partner of the Year for 2019

IRVINE, Calif.--(BUSINESS WIRE)-- Ingram Micro today announced it received the Palo Alto Networks Global Distribution Partner of the Year award.

Announced during the Palo Alto Networks Sales Kickoff 2020 in Las Vegas, these annual awards are presented to an elite group of NextWave partners that over the past 12 months have excelled in the following areas:

- Performance: partner-initiated bookings, pipeline and net new customer acquisition
- Enablement: number of Palo Alto Networks pre-sales, sales and post-sales certifications
- Engagement: nominated by the Palo Alto Networks team

The honor comes just one year after Ingram Micro's acquisition of Cloud Harmonics, an award-winning, next-gen specialty distributor. In addition, Ingram Micro was recognized for its exceptional sales performance across multiple geographies and its continued investments in cloud and cybersecurity, including services and solutions designed to help customer and vendor partners easily expand into these high-margin markets. Examples include Ingram Micro's systematic approach to providing services, solutions and support at every step of the security sales cycle, including PEN testing, cybersecurity best practices, and network assessments.

"No matter where you are in the world, trust is earned every day, and we are honored to be recognized by Palo Alto Networks as its Global Distributor of the Year," said Sabine Howest, vice president, Global Partner Engagement, Ingram Micro. "Security is one of our fastest-growing businesses globally; therefore, we are committed to continuing to invest in our strategic Centers of Excellence and collaborate with Palo Alto Networks to provide our collective partners the latest education and technology required to establish themselves as trusted security advisors to help their customers grow."

"We are fully committed to helping our partners secure the enterprise, cloud, and future together," said Karl Soderlund, senior vice president of Worldwide Channel Sales at Palo Alto Networks. "Today's customers need trusted advisors, our NextWave partners, to successfully navigate the rapidly changing and complex security landscape. We're proud to recognize Ingram Micro as our Global Distribution Partner of the Year for their efforts in delivering valuable business outcomes and helping our mutual customers protect their digital way of life."

For more information on Ingram Micro, please visit this page. For more information on Palo Alto Networks, please visit this page.

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.

View source version on businesswire.com:
https://www.businesswire.com/news/home/20191010005799/en/

Damon Wright
Damon.Wright@ingrammicro.com

Source: Ingram Micro