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# Ingram Micro Awarded Top U.S. Distributor Recognition From Fortinet

## IT Distributor's Advanced Technology Division Honored for Excellence in Network Security Market at Fortinet Global Partner Conference

SANTA ANA, CA -- (MARKET WIRE) -- 12/05/11 -- Underscoring its technical, marketing and sales expertise within the network security category, Ingram Micro Inc. (NYSE: IM) today announced it was honored as the top 2011 U.S. distribution partner for Fortinet® (NASDAQ: FTNT). The award was accepted by Ingram Micro at this year's Fortinet Global Partner Conference.

In recognizing Ingram Micro and its Advanced Technology Division, Fortinet executives highlighted the distributor's success and dedication to accelerating channel adoption of the vendor's wide range of unified threat management (UTM) and specialized network security solutions.

"With our strong presence both globally and in the U.S., this recognition truly points to Ingram Micro's drive to distinguish itself as a leading Fortinet distribution partner," says Rob Gattis, director of Americas distribution for Fortinet. "The Ingram Micro team gives 110 percent to its channel partners and the Advanced Technology Division offers the resources, enablement and support our mutual partners need to thrive as network security specialists and meet market demands. We are very pleased to recognize Ingram Micro with this honor."

"Network security is a competitive, high-growth category that Ingram Micro excels in -- especially when it comes to enabling our channel partners to stay on the cutting edge of technology and abreast of the trends and business needs impacting sales cycles and end-user demand," says Eric Kohl, senior director, Advanced Technology Division, Networking & Security Business Unit, Ingram Micro U.S. "We look forward to building on our success with Fortinet and empowering our mutual channel partners to grow their businesses and gain greater specialization."

Channel partners interested in learning more about Ingram Micro's Fortinet offerings should contact their Ingram Micro sales representative.

For more information on Ingram Micro visit [www.ingrammicro.com](http://www.ingrammicro.com).

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### *About Ingram Micro Inc.*

As a vital link in the technology value chain, Ingram Micro creates sales and profitability opportunities for vendors and resellers through unique marketing programs, outsourced logistics, technical and financial support, managed and cloud-based services, and product

aggregation and distribution. The company is the only global broad-based IT distributor, serving more than 150 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit [www.ingrammicro.com](http://www.ingrammicro.com).

References to "partner" and "partnership" herein do not refer to a legal partnership but instead to a distributor relationship. This press release may contain forward-looking statements that involve risks and uncertainties. These forward-looking statements may include statements regarding the ongoing partnership between Ingram Micro and Fortinet and the benefits of that relationship to channel partners and business growth. Although we attempt to be accurate in making forward-looking statements, it is possible that future circumstances might differ from the assumptions on which such statements are based. Results may differ based on: changes to the Ingram Micro-Fortinet partnership general and specific economic risks; business uncertainty; changes in strategy; lengthy sales cycles; technological changes; risks associated with the adoption of, demand for, and sales of, UTM products and services; and the other risk factors. All forward-looking statements herein reflect our opinions only as of the date of this release, and we undertake no obligation, and expressly disclaim any obligation, to update forward-looking statements herein in light of new information or future events.

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