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# Ingram Micro Simplifies Healthcare IT Sales With New Series of Training and Education Modules

## Distributor Launches New Enablement Resources and Spotlights Real-World Healthcare Solutions at Annual 'IM Healthcare Exchange' in Grapevine, TX

GRAPEVINE, TX -- (Marketwired) -- 05/29/13 -- Accelerating success in the healthcare market, [Ingram Micro Inc.](http://www.ingrammicro.com) (NYSE: IM) today announced a new series of healthcare-focused, web-based training and education modules designed specifically for use by its channel partners. The new enablement resources will be previewed this week to an exclusive audience of more than 145 Ingram Micro channel partners at the third annual IMHealthcare Exchange.

Hosted by Ingram Micro's Healthcare Division and sponsored by more than 35 technology vendors, the Ingram Micro IMHealthcare Exchange is the IT channel's premier healthcare IT education event. The new web-based training and education modules are being created with the guidance of Ingram Micro's healthcare team and subject matter experts, as well as healthcare industry experts and thought leaders including Anne Farrell of Farrell Associates, LLC, and other health IT innovators.

The first online module, Intro to Healthcare and Intro to Health IT, is available now to Ingram Micro channel partners at no cost. Additional modules will be launched throughout 2013 and will hit on a variety of topics including mobile health, barcoding technology and storage and compliance. Channel partners can also look to Ingram Micro's Healthcare Partner Network (<http://imhealthhcpn.com/>) to identify and partner with a network of proven IT health specialists.

"Training and educating our channel partners on how to be successful selling and deploying health IT solutions is a top priority for Ingram Micro," says Michael Humke, executive director, Vertical Markets, Healthcare and Public Sector, Ingram Micro U.S. "We're invested in health IT and committed to driving this industry forward. We've enabled hundreds of channel partners with the insights, technology solutions and business resources they need to address the needs of the healthcare market, and we're just getting started."

In addition to previewing the new modules, attendees at the IMHealthcare Exchange will receive a view from the trenches and hear several educational talks from leading physicians and other healthcare experts who understand the business and IT needs within this high-opportunity vertical. Channel partners will also walk away with insight on the pain points, challenges and best practices within health IT.

Other event speakers include Dr. Cliff Bleustein, MBA, managing director and global head of

Dell Healthcare Consulting; Dan Gordon, Ph.D., executive consultant, IBM Global Healthcare Centre of Competence; David Bond, U.S. healthcare business development, Samsung Electronics America, Inc., Enterprise Business Division; Jennifer Pulsifer, director, healthcare industry professionals, Juniper; Renee Bergeron, vice president of managed services and cloud computing, Ingram Micro North America; and many more. Breakout sessions and workshops around specific technologies and topics being featured throughout the event include: the smarter hospital, the biggest challenges to healthcare transformation, mobility in healthcare, e-faxing, securing the healthcare network, and using the cloud to run your healthcare IT practice.

Another high-value aspect of the IMHealthcare Exchange is the tech fair. Spotlighting solutions and services available from the event sponsors, the IMHealthcare Exchange Tech Fair will also host a live demo of "A Day in the Life of the Healthcare Provider" in HP's 30x30 booth. Additionally, Ingram Micro's Pro A/V team is demonstrating a real-world hospital setting featuring several Ingram Micro vendor partners.

For more information on Ingram Micro's healthcare efforts visit [www.ingrammicro.com/healthcare](http://www.ingrammicro.com/healthcare) or contact the IMHealth program management team at (800) 456-8000, ext. 77846 or [imhealthcare@ingrammicro.com](mailto:imhealthcare@ingrammicro.com). Follow Ingram Micro Healthcare on Twitter at [www.twitter.com/imhealthcare](http://www.twitter.com/imhealthcare) and on Facebook at [www.facebook.com/IngramMicroHealthcare](http://www.facebook.com/IngramMicroHealthcare).

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### ***About Ingram Micro Inc.***

Ingram Micro is the world's largest wholesale technology distributor and a global leader in IT supply-chain, mobile device lifecycle services and logistics solutions. 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 and mobile solutions, technical support, financial services and product aggregation and distribution. The company is the only global broad-based IT distributor, serving approximately 160 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit [www.ingrammicro.com](http://www.ingrammicro.com).

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