

June 11, 2020



Ingram Micro Celebrates Back-to-Back Win as Fortinet Distributor of the Year

Annual partner award highlights Ingram Micro's security expertise and successful execution in marketing, selling and supporting Fortinet's security offerings

IRVINE, Calif.--(BUSINESS WIRE)-- [Ingram Micro Inc.](#) is pleased to be named Fortinet's Distributor of the Year for the U.S. The second consecutive year win reflects the ongoing success of Ingram Micro's strong security business unit and dedicated team of Fortinet sales, marketing and technical support representatives.

The annual awards presented by Fortinet recognize those partners and distributors that have excelled in delivering growth within Fortinet's channel partner ecosystem. This year, Ingram Micro was recognized for its overall business execution and, more specifically, its ability to educate and successfully enable channel partners across the critical areas of marketing, sales and technology.

In 2019, Ingram Micro delivered significant growth for Fortinet, and led the way in partner recruitment and onboarding. Fortinet continues to raise the bar with awareness and engagement within Ingram Micro's award-winning communities SMB Alliance and Trust X Alliance. Additionally, Ingram Micro continued to invest in field and technical resources to attract new business, with Ingram Micro serving the largest channel of Fortinet partners in the U.S.

"Fortinet's Security Fabric platform, which protects across the digital attack surface, and Open Fabric Ecosystem are growth drivers for channel partners and an area where Ingram Micro is investing, innovating and executing without compromise," says Eric Kohl, vice president, Security Business Unit, Ingram Micro. "We are thrilled to once again take home the title of 'Fortinet Distributor of the Year,' as we see our relationship with Fortinet grow stronger each and every year. Thank you to the Fortinet team for recognizing Ingram Micro as a fundamental business partner and putting skin in the game with us to find new, better and different ways to connect and collaborate with channel partners and help them profitably grow their business."

To learn more about Ingram Micro's Fortinet program contact Fortinet-licensing@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.