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Ingram Micro Expands Distribution Agreement With Panasonic

IT channel's No. 1 distribution partner now authorized to sell and support Panasonic(R) Toughbook(R) notebooks to the U.S. Federal Government

SANTA ANA, Calif., Aug. 17 /PRNewswire/ -- Ingram Micro (NYSE: IM) today announced it has expanded its North American distribution agreement with Panasonic Computer Solutions Company and is now authorized to sell Panasonic's full line of rugged, semi-rugged and business-rugged Toughbook mobile computers to channel partners servicing the U.S. Federal Government.

As a leading distribution partner, Ingram Micro has actively sold Panasonic Toughbook notebooks to solution providers focused on education, local, state and commercial since December 2004. Ingram Micro is now authorized to sell Panasonic's complete portfolio of reliable and wireless notebooks to all qualified solution providers in the U.S. and Canada.

"Opening the playing field to include the Federal sector is a natural extension of our relationship with Panasonic and makes the Toughbook one of the first ruggedized lines to be featured within our Federal IT solutions portfolio and actively marketed to the GovEd Alliance community," says Bob Laclede, general manager, and vice president, government sales, Ingram Micro U.S.

"The proven reliability, durability and tireless performance found within the entire line of Panasonic Toughbook mobile PCs are important to vertical markets such as the Federal Government where there is no room for compromised performance or connectivity," says Sheila O'Neil, Senior Director of Channel Sales, Panasonic Computer Solutions Company. "This growing relationship with Ingram Micro and the GovEd Alliance community broadens Panasonic's reach and helps us to recruit and retain a new community of qualified channel partners that are focused on building targeted IT solutions for the Federal space."

For more information about Ingram Micro's GovEd Alliance and Panasonic's complete channel product portfolio solution providers should contact their Ingram Micro sales representative at (800) 456-8000 or visit <http://www.ingrammicro.com>.

About Ingram Micro

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 services, technical support, financial services, and product aggregation and distribution. The company serves 150 countries and is the only broadline global IT distributor with operations in Asia. Visit <http://www.ingrammicro.com>.

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