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BMC Software Selects Ingram Micro as First Authorized US Distribution Partner

Ingram Micro to Market and Sell BMC Remedyforce Service Desk; BMC to Leverage Ingram Micro's Global Footprint and Technological Expertise to Expand BMC Solutions Throughout the U.S. Marketplace

SANTA ANA, CA -- (MARKET WIRE) -- 03/02/11 -- BMC Software (NASDAQ: BMC) and [Ingram Micro Inc.](#) (NYSE: IM) today announced a relationship that makes Ingram Micro the first authorized distributor in the U.S. to market and sell BMC's industry-leading solutions to the IT channel community.

The new distribution relationship, initially focused within the U.S., will be supported by the [Ingram Micro Advanced Computing Division](#). This division will provide the dedicated resources, technological expertise and support required to build and expand BMC's reach across the IT channel.

Under the terms of the new agreement, Ingram Micro will resell BMC's innovative, cloud-based BMC Remedyforce Service Desk. Ingram Micro will also sell the software building blocks that allow customers to build and run their own cloud infrastructure, including BMC BladeLogic Application Release Automation, BMC BladeLogic Network Automation, BMC BladeLogic for Client Automation and BMC Atrium Orchestrator.

"BMC is a major player in the server and workload automation market," reports Mary Johnston Turner, IDC Research vice president for Enterprise System Management Software. "As organizations embrace virtualization and cloud computing, IDC expects automation and service management will be required to effectively manage and control these highly dynamic environments. BMC's alliance with Ingram Micro will strengthen the distributor's ability to help channel partners address these emerging requirements while enabling BMC to connect with new sets of customers."

"As the world's largest provider of technology products and services, Ingram Micro has the global footprint, industry alliances, longstanding partnerships and internal expertise to help BMC expand its reach into the market through channel partnerships," said Jason Andrew, BMC's vice president of indirect channels.

BMC to Leverage Ingram Micro's Technical Expertise, Services Division and Partner Enablement Resources

Ingram Micro will also provide cross-trained technical and sales support resources to BMC resellers and is working to include BMC software within its Buffalo, N.Y. [Solution Center](#), a multi-million dollar proof of concept, testing and training facility that is offered at no cost to Ingram Micro resellers.

The [Ingram Micro Services Division](#), which includes the [Ingram Micro Services Network](#) and a dedicated practice around managed services and [cloud computing](#), also played a critical role in BMC's decision to partner with Ingram Micro.

The combination of the Ingram Micro [Advanced Computing](#) and Services Divisions uniquely position the distributor to support BMC's portfolio of on premise automation solutions and cloud offerings.

"Earning the BMC business is a significant win for Ingram Micro and a valuable testimony to the expertise and execution that lies within our new Advanced Computing Division," says Scott Zahl, vice president and general manager, Ingram Micro Advanced Computing Division. "We are thrilled to be the first technology distributor to offer BMC Software solutions and look forward to establishing a healthy and successful BMC reseller channel throughout the United States."

Together, BMC and Ingram Micro will offer channel partners a number of enablement resources including targeted technical and sales training available via the BMC Partner Program, as well as knowledge sharing on market dynamics and best practices around marketing, selling and supporting BMC Software solutions.

Solution providers interested in learning more about BMC Software solutions please email the Ingram Micro BMC Software team at BMCsoftware@IngramMicro.com or visit <http://www.bmc.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 approximately 150 countries and is the only global broad-based IT distributor with operations in Asia. Visit <http://www.ingrammicro.com/>.

Business runs on IT. IT runs on BMC Software.

Business thrives when IT runs smarter, faster and stronger. That's why the most demanding IT organizations in the world rely on BMC Software across distributed, mainframe, virtual and cloud environments. Recognized as the leader in Business Service Management, BMC offers a comprehensive approach and unified platform that helps IT organizations cut cost, reduce risk and drive business profit. For the four fiscal quarters ended December 31, 2010, BMC revenue was approximately \$2 billion. Visit <http://www.bmc.com> for more information.

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