

April 22, 2011



Ingram Micro Earns Juniper Networks' Distributor of the Year Award for Sixth Consecutive Year

Innovative IT Distributor Delivers Strong Year-Over-Year Sales Growth and Enables Juniper Networks Channel Partners to Achieve and Exceed Business Goals

SANTA ANA, CA -- (MARKET WIRE) -- 04/22/11 -- Demonstrating its proven expertise in advanced technologies, [Ingram Micro Inc.](#) (NYSE: IM) today announced its U.S. region has been named the 2010 Distributor of the Year by Juniper Networks for the sixth consecutive year. The award was presented at the 2011 Juniper Networks Americas Partner Conference in Phoenix, Ariz. and accepted by Ken Bast, vice president and general manager, Advanced Technology Division, Ingram Micro U.S.

In 2010, Ingram Micro continued to gain market momentum with Juniper Networks' growing portfolio of business networking and security solutions, posting double digit year-over-year sales gains and investing in a [new Juniper Networks Partner Enablement Program and Power Playbook](#) to help solution providers achieve and exceed their business goals. The distributor also expanded and enhanced its partner training and education offerings to further align with Juniper Networks' [Learning Academy](#) and Continuing Education Program, which focus on building the expertise of Juniper Networks partners in key areas such as cloud networking, security, switching, routing and mobility.

"Ingram Micro understands Juniper Networks' vision of the new network and works hard to provide the business, sales and technical enablement resources our channel partners look for in a distribution relationship," says Frank Vitagliano, senior vice president, Partners-Americas, Juniper Networks. "Ingram Micro is an important extension of the Juniper Networks team and we are pleased to honor them once again with the Juniper Networks Distributor of the Year award."

Ingram Micro has served as Juniper Networks' distribution partner since 2004. "We take great pride in once again earning top honors from Juniper Networks," notes Bast. "These back-to-back accolades are a great testimony to the growing business value and expertise Ingram Micro offers to those channel partners playing in more complex technology environments and vertical markets such as the data center, advanced infrastructure security and the public sector."

"Over the years, Juniper Networks has worked diligently to differentiate their solutions and services and offer significant business and technical value to our mutual channel partners and their customers," says Eric Kohl, senior director, Ingram Micro Advanced Technology Division, U.S. "Our partnership with Juniper Networks reached a new level of excellence in 2010, and the investments we made in areas such as marketing, field resources,

enablement and technical support empowered our mutual channel partners to capitalize on the market needs and generate greater sales growth with existing customers and new business prospects."

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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.

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