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Ingram Micro Hosts Annual GovEd Alliance Invitational, Announces System Integrator Support Program

More than 370 solution providers and IT vendors gather in Colorado Springs to partner smart, share best practices and learn more about how to succeed in the public-sector market

SANTA ANA, Calif., Nov. 3 /PRNewswire/ -- Ingram Micro Inc. (NYSE: IM) is pleased to announce the 2008 GovEd Alliance Invitational, which is taking place November 2-4 at the world-famous Broadmoor Hotel in Colorado Springs.

During the three-day government and education-focused event, Ingram Micro is also announcing its new System Integrator Support Program, which helps GovEd Alliance members quickly identify and engage with those partners within the community that hold small or diverse business certifications. The new program also offers access to Ingram Micro's IT staffing solutions, integration services, asset-disposition services, help-desk services, customized logistics options, and both formal and informal options to leverage Ingram Micro's growing Diversity Partner Network.

Ingram Micro's annual GovEd Alliance Invitational brings together solution providers, industry consultants, business experts and technology manufacturers to network and learn from one another. In addition, attendees participate in valuable workshops on strategies, tools and tactics for succeeding in the public sector market. The event also features the eighth annual GovEd Alliance Spotlight Awards Reception, which honors top-performing solution providers in the public sector market.

"The GovEd Invitational gets better each and every year," says Kirk Robinson, vice president, channel marketing, Ingram Micro North America. "Our GovEd Alliance members have a variety of business models focused on varying segments within the public sector. It's our role as their distributor of choice to ensure we deliver relevant content to help them grow their business and expand upon their success."

Exclusive to members of Ingram Micro's GovEd Alliance, guest speakers at this year's Invitational include:

- General Victor E. Renuart Jr., Commander, North American Aerospace Defense Command and U.S. Northern Command, Peterson Air Force Base, Colo.
- Captain J. Charles Plumb, Former Navy Fighter Pilot and P.O.W.
- Mike Humke, Vice President, Public Sector, Hewlett Packard

- Thomas C. Keith, Acting Director, NIH Division of Information Technology Assessment and NIH Information Technology Acquisition and Assessment Center
- Brian Haney, Senior Vice President, Member Services, INPUT
- Kendra Lee, President, KLA Group
- Emily Mann, Senior Manager, Supplier Diversity, Lockheed Martin Enterprise Operations
- Don Pearson, Group Publisher, Government Technology
- Sarah O'Brien, EPEAT Outreach Director, Green Electronics Council
- Beverly Kuykendall, President, FCCi
- Frank G. Rizzo, Director of Instructional and information Technology/CIO, Alden Central Schools
- Peter Kaplan, Director, Regulatory Affairs, Funds For Learning
- Michael Paddock, CEO, Grants Office
- Debbie Wolland, President, JDS Marketing

GovEd Alliance Launches New System Integrator Support Program; Connects Prime Contract Holders with Diversity Partner Network

According to Bob Laclede, vice president and general manager of Ingram Micro's GovEd sales division, today's government system integrators and prime contractors have a unique business model that requires supply-chain partners to provide specialized resources for managing large contracts and executing complicated projects. To address these specific partner needs, Ingram Micro has developed a new System Integrator Support Program that serves as a bridge between technology manufacturers and public-sector solution providers.

"Our new System Integrator Support Program is the third and final phase of our GovEd Alliance strategic partner enablement plan," says Laclede. "First, we launched The Zone to profile our members. The ones who listed small or diverse business certifications were then invited to join the Diversity Partner Network in phase two. Now, we're rolling out exclusive resources for system integrators to help them engage with Ingram Micro through GovEd Alliance, and connect with Diversity Partner Network members to meet their sub-contracting requirements."

"System integrators and prime contractors can use the GovEd Alliance Zone to review detailed profiles for other GovEd Alliance members, including those with small and diverse business certifications," explains Laclede. "We also have a formal System Integrator Diversity Fulfillment Program where Ingram Micro can help the system integrators identify partners and act as a single point of contact to provide quotes and process orders on behalf of approved sub-contractors. This makes it very easy for these partners to meet the market requirements and address the goals of smaller businesses throughout the U.S."

The program is designed so that system integrators can utilize these resources directly through Ingram Micro or through members of the Diversity Partner Network, who in turn leverage Ingram Micro as a back end partner.

"We work with a number of system integrators due to our Hub Zone and Small Business certifications as well as our technical and service expertise," says Ingram Micro GovEd Alliance member Ken Marks, president of Ventura, California-based Anacapa Micro Products. "We're often asked to provide complex proposals in support of a specific contract, and this new System Integrator Support Program makes it easy for us to leverage Ingram Micro and connect with the right partners to win additional business."

About Ingram Micro's GovEd Alliance

GovEd Alliance is an Ingram Micro community group consisting of solution providers, technology manufacturers, and Ingram Micro associates serving the government and education markets. GovEd Alliance connects members in order to share strategic information and best practices, improve business efficiencies, and increase revenue and profitability. For more information, contact govedalliance@ingrammicro.com.

About Ingram Micro's Diversity Partner Network

Ingram Micro's Diversity Partner Network helps GovEd Alliance members who hold small or diverse business certifications succeed in the government market through educational opportunities; business and support resources; and connections to technology manufacturers, prime contractors, and government entities.

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 broad-based global IT distributor with operations in Asia. Visit www.ingrammicro.com.

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