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# Ingram Micro Adds Greater Business Value for Juniper Networks' U.S. Channel Partners

## Distributor Now Featuring Juniper Networks' Portfolio in East and West Coast Solution Centers; Offering New Configure-to-Order Services for Juniper Networks MX Series 3D Universal Edge Routers

SANTA ANA, CA -- (Marketwire) -- 01/14/13 -- Expanding its advanced technical services capabilities and dedicated partner enablement resources, [Ingram Micro Inc.](#) (NYSE: IM) today announced that [Juniper Networks'](#) integrated portfolio of Simply Connected switching, security and wireless products are now featured within the distributor's impressive East and West Coast Solution Centers. Additionally, the value-added distributor is now offering Juniper's channel partners configure-to-order (CTO) services for select [Juniper Networks® MX Series 3D Universal Edge Routers](#), which include the MX5, MX10, MX40 and MX80.

"The new CTO services, combined with Juniper's Simply Connected solutions being featured within the distributor's multi-million dollar proof-of-concept Solution Centers, will give Ingram Micro's Juniper partners a competitive edge and certainly make it easier to successfully market, sell and support Juniper solutions," says Jay Miley, vice president and general manager, Advanced Technology Division, Ingram Micro U.S.

"It all comes down to partner enablement and finding ways to simplify the engagement model and make it faster and more advantageous for everyone -- including our partners' customers -- to see the value the technology, solution and service brings to the business," added Miley. "We've invested in the technical, sales and go-to-market expertise technology innovators such as Juniper are looking for in a value-added distribution partner, and have clearly differentiated our business by focusing on partner enablement, operational success and services execution."

"The combination of Ingram Micro's new CTO services and Juniper's Simply Connected portfolio delivers important business value to our Juniper partners, empowering them to generate higher profits and win more business. By leveraging our scale, dedicated resources and expertise, Juniper partners gain the business efficiency and solutions expertise need to better service their customers," says Eric Kohl, senior director, Advanced Technology Division, Ingram Micro.

Established in 2001, Ingram Micro's East and West Coast Solution Centers are proven to bring channel partners a greater understanding of select vendors' product sets and multi-vendor solutions and service for training, demonstration and proof-of-concept purposes. As part of the expanded distribution relationship, a wide variety of products from the Juniper Networks Simply Connected portfolio will be demonstrated in both centers, with room for additional data center-focused technologies and future innovations.

Located in Millington, Tenn., Ingram Micro's world-class Configuration Center empowers VARs and MSPs to offer custom-built systems to their end-users without having to invest in a large inventory of components or a corps of technicians. In 2012, Ingram Micro's Configuration Center staged more than half a million products on behalf of Ingram Micro's channel partners, saving valuable time, money and resources.

Juniper Networks resellers who are interested in becoming Ingram Micro channel partners can contact Ingram Micro's networking and security team at (800) 456-8000, ext. 66247, between the hours of 8:30 a.m. and 5:30 p.m. Eastern or send an email to [juniper-licensing@ingrammicro.com](mailto:juniper-licensing@ingrammicro.com).

More information about Ingram Micro is available at [www.ingrammicro.com](http://www.ingrammicro.com) and <http://ingrammicroinc.wordpress.com>.

To learn, see and hear more about Ingram Micro online, follow the distributor on Facebook at [www.facebook.com/IngramMicro](http://www.facebook.com/IngramMicro); on Twitter at [www.twitter.com/IngramMicroInc](http://www.twitter.com/IngramMicroInc); and on YouTube at <http://www.youtube.com/user/ingrammicroinc>.

#### *About Ingram Micro Inc.*

Ingram Micro is the world's largest wholesale technology distributor and a global leader in IT supply-chain, mobile device lifecycle services and logistics solutions. 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 and mobile solutions, technical support, financial services and product aggregation and distribution. The company is the only global broad-based IT distributor, serving 145 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit [www.ingrammicro.com](http://www.ingrammicro.com).

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