

September 19, 2016



Ingram Micro Announces Distribution Agreement with Cradlepoint to Expand Channel Across Europe

MUNICH, September 19, 2016 /PRNewswire/ --

Ingram Micro today announced a strategic channel alliance with Cradlepoint, the global leader in cloud-based network solutions for connecting people, places and things over wired and wireless broadband. As a premier distribution partner, Ingram Micro will help to accelerate the rapid growth that Cradlepoint has achieved and extend their regional market share in Europe.

(Logo: <https://photos.prnewswire.com/prnh/20160912/406411LOGO>)

(Logo: <https://photos.prnewswire.com/prnh/20160912/406410LOGO>)

Cradlepoint provides innovative solutions for cloud-managed business continuity, primary and parallel networking, mobile, and M2M/IoT. Mark Chlebek, Senior Director Advanced Solutions EMEA, Ingram Micro, said: "Cradlepoint's world-class networking technology complements our solutions portfolio perfectly. By leveraging our combined technical capabilities and expertise across verticals that require remote connectivity and strong interoperability such as retail, hospitality, public sector and transportation, we will continue to lead the market for value-added solutions."

George Mulhern, CEO of Cradlepoint, said: "Ingram Micro's dedicated excellence in serving the channel has set the pace for a great partnership and Cradlepoint's further geographic expansion."

Hubert Da Costa, Vice President EMEA, Cradlepoint, said: "We are looking forward to driving new business opportunities alongside Ingram Micro for our mutual vendor partners."

About Ingram Micro

Ingram Micro helps businesses Realize the Promise of Technology™. It delivers a full spectrum of global technology and supply chain services to businesses around the world. Deep expertise in technology solutions, mobility, cloud, and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve. Unrivalled agility, deep market insights and the trust and dependability that come from decades of proven relationships set Ingram Micro apart and ahead. More at <http://www.ingrammicro.com>.

Alex Brown
alexander.brown@ingrammicro.com

About Cradlepoint

Cradlepoint is the global leader in cloud-based network solutions for connecting people, places, and things over wired and wireless broadband. Cradlepoint NetCloud is a software and services platform that extends the company's 4G LTE-enabled multi-function routers and ruggedised M2M/IoT gateways with cloud-based management and software-defined network services. With Cradlepoint, customers can leverage the speed and economics of wired and wireless Internet broadband for branch, failover, mobile, and IoT networks while maintaining end-to-end visibility, security, and control. Over 15,000 enterprise and government organisations around the world - including 75 percent of the world's top retailers - rely on Cradlepoint to keep critical sites, workforces, vehicles, and devices always connected and protected. More at <http://www.cradlepoint.com>.

Hubert Da Costa

hdacosta@cradlepoint.com

SOURCE Ingram Micro and Cradlepoint