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Ingram Micro to Distribute Intermec's Award-Winning Product Portfolio in U.S. and Canada

Distributor's Data Capture/POS Division Expands Portfolio of End-to-End AIDC and Mobility Solutions with Addition of Intermec

CARLSBAD, Calif., Oct. 4 /PRNewswire/ -- Recognized as the IT channel's most strategic, single source technology provider, Ingram Micro Inc. (NYSE: IM) today announced its Data Capture/POS Division will now market, sell and support the complete portfolio of Intermec (NYSE: IN) technologies in both the U.S. and Canada. Intermec is a channel leader in AIDC and mobile computing solutions.

"The addition of Intermec enhances our AIDC and mobility solutions portfolio and answers the call of channel partners to offer Intermec as part of our growing vendor lineup," says Justin Scopaz, vice president and general manager, Ingram Micro Data Capture/POS Division. "By tapping into the specialized sales, marketing and technical expertise and resources offered within our North American division, Intermec is investing in the success of its channel partners and adding sustainable value to its PartnerNet program. We are thrilled to earn the Intermec business in the U.S. and Canada and look forward to growing this relationship and engaging with new and existing Intermec channel partners."

As part of the new alliance, Ingram Micro and Intermec will collaborate to enable the success of mutual channel partners actively involved in the Intermec PartnerNet program. In addition, Ingram Micro will also provide Intermec channel partners with a number of business-building resources including field credit, sales, marketing and technical support, as well as training and education around key technologies and market opportunities.

"The addition of Intermec to the Ingram Micro portfolio will certainly expand our abilities in selling and supporting Intermec's technologies as part of a larger solution sale," says Todd Greenwald, General Manager, Heartland Computers. "Over the last twenty years, we've evolved our expertise to specialize in and deliver the ruggedized mobile computing solutions businesses need to get it done. Both Intermec and Ingram Micro think outside the box and work with us to deliver the right solutions for our customers' needs. You can't ask for anything more."

"This new alliance with Ingram Micro will help Intermec continue to forge stronger partnerships within the North American channel and accelerate growth for both new and existing Intermec resellers," said Scott Anderson, vice president of global channels, Intermec. "The combination of Ingram Micro's partner enablement capabilities and Intermec's compelling PartnerNet program will help our channel partners get the most out of their relationship with Intermec and inspire growth."

The Ingram Micro Data Capture /POS Division has steadily gained market share over the last six years by providing unique value and unrivaled services to channel partners throughout North America says John Soumbasakis, senior vice president, strategic divisions, Ingram Micro North America. "This new relationship with Intermec is key to our pursuit of becoming the industry's global leader in the data capture, point of sale market," says Soumbasakis.

Solution providers in the U.S. and Canada who are interested in learning more about Intermec or want to become an Intermec reseller can contact Ingram Micro sales (800) 456-8000 or send an email to Intermec@IngramMicro.

For more information about the Ingram Micro Data Capture/POS Division, visit www.ingrammicro.com/dcpo.

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About Intermec

Intermec Inc. (NYSE: IN) develops and integrates products, services and technologies that identify, track and manage supply chain assets and information. Core technologies include rugged mobile computing and data collection systems, bar code printers, label media, and RFID. The company's products and services are used by customers in many industries worldwide to improve the productivity, quality and responsiveness of business operations. For more information about Intermec, visit <http://www.intermec.com> or call 800-347-2636.

About the Ingram Micro Data Capture/POS Division

The Ingram Micro Data Capture/POS Division is a leading value-added distributor of auto ID/data capture (AIDC), point-of-sale (POS), radio frequency identification (RFID) and wireless solution products and services. In addition to these technologies, the division also offers partners access to the complete suite of Ingram Micro products and services. With offices and distribution centers across North America, Latin America, Europe and Asia, the Ingram Micro Data Capture/POS Division delivers a comprehensive portfolio of products and services to technology integrators around the world. For more information, visit dcpo.ingrammicro.com.

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