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Ingram Micro Seismic Simplifies Managed Services With New Hosted Remote Monitoring and Management Platform

New Turn-Key, Subscription-Based Services Offering Makes Deploying Managed Services Easy, Affordable and Profitable for Solution Providers

SANTA ANA, Calif., March 7 /PRNewswire/ -- Asserting its leadership in the distribution of innovative IT services, Ingram Micro Inc. (NYSE: IM), today announced the launch of its fully hosted Remote Monitoring and Management (RMM) platform as part of the Ingram Micro Seismic Virtual Services Warehouse. Developed in conjunction with LPI Level Platforms Inc. (Level Platforms), the leading managed-services RMM software product for small and midsize businesses, and SAVVIS, Inc. (Nasdaq: SVVS) a global leader in IT infrastructure services, Ingram Micro's fully hosted RMM platform is now available to solution providers across the U.S. and Canada.

The new Seismic hosted RMM offering gives solution providers a turn-key, utility-based remote monitoring and management platform for building their managed services portfolios. Solution providers and managed service providers (MSPs) using Ingram Micro's Seismic hosted RMM platform will receive all necessary operating system upgrades, patches and refreshes, as well as the hardware and bandwidth to run the application.

"The new Seismic hosted RMM offering gives partners what other MSP providers don't -- an affordable, easy-to-use solution for delivering managed services that doesn't require an upfront investment in systems and hardware," says Justin Crotty, vice president, services, Ingram Micro North America. "By using Seismic, solution providers can establish a profitable managed-services offering that renders a predictable revenue stream and will ultimately work to evolve their business models and expand their services portfolios."

To ensure the success of the new Ingram Micro Seismic Virtual Services Warehouse, Ingram Micro teamed with leading hosting-services and data-center provider SAVVIS to deliver an impressive, world-class hosted infrastructure that is designed to reduce services supply-chain costs and minimize the barriers to entry for solution providers looking to offer a managed-services portfolio. As part of the new alliance, SAVVIS provides IT infrastructure and managed security services and supports the applications with two completely redundant data centers operating at separate locations. Ingram Micro also gains access to a full staff of certified engineers who are dedicated to ensuring the 24/7 availability, security and stability of Seismic partners' mission-critical data.

"SAVVIS is a world-class provider, renowned for its security and hosting capabilities," says Crotty. "This alliance helps provide our Seismic partners with 99.9-percent availability of their infrastructure and managed services application, and brings Ingram Micro's services

capabilities to a new level."

Since its debut in October 2006, more than 100 solution providers have partnered with Ingram Micro Seismic and begun utilizing the Seismic Partner Support Portal -- an industry-leading best-practices knowledge base available only to Ingram Micro Seismic partners. The new hosted RMM platform has been in limited release since mid-January 2007, and many solution providers are leveraging it to deliver cost- effective support services without having to purchase and maintain a hosted infrastructure of their own.

"Ingram Micro Seismic offers a winning combination for me to deliver managed services," says Jack Gerbs, president, Quanexus, Inc., a solution provider located in Centerville, Ohio. "With Level Platforms' Managed Workplace, SAVVIS' IT infrastructure and security services, and Ingram Micro's ongoing commitment to growing our business, we have the technology, infrastructure and support needed to successfully sell managed services and sustain a profitable business."

Availability and Contact Information

Ingram Micro's new hosted Managed Workplace is available now. For more information, solution providers can contact Ingram Micro at (800) 705-7057, send e-mail to services@ingrammicro.com or visit www.ingrammicro.com/servicesdivision.

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 140 countries and is the only broadline global IT distributor with operations in Asia. Visit www.ingrammicro.com.

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