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Ingram Micro Empowers Channel Partners Focused on Federal Government Sales to Meet Federal Fiscal Year-End Demand

Technology Business Partner Extends Sales and GSA Support Hours, Increases Credit Capacity and Introduces a 24/7 Hotline to Simplify Success for Channel Partners

SANTA ANA, CA -- (Marketwired) -- 08/21/14 -- Ingram Micro Inc. (NYSE: IM) today announced it has empowered its channel partners in the U.S. to better address the IT business needs of the federal government to prepare for the market's fiscal year-end buying season. As part of its enhanced channel partner support initiative, Ingram Micro has increased the dedicated resources, support services and enablement tools readily available to channel partners focused on the U.S. federal market.

"With the federal fiscal year-end next month, the clock is ticking for annual IT budget spending," says Michael Humke, executive director, vertical markets, Ingram Micro U.S. "We want to ensure our channel partners have the right resources, solutions and support to best serve their federal customers during this important buying season, while also helping them create new opportunities for years to come."

To ensure Ingram Micro partners have the support needed to win big in today's federal market, the distribution leader is offering qualified U.S. channel partners who actively sell into the federal government access to the following resources:

- Extended partner sales and technical support
- Additional credit capacity
- Access to the Promark Technology GSA Schedule
- A 24/7 hotline for afterhours requests, escalations and support
- Trade-compliant products, solutions and services to meet federal government requirements

Additional resources dedicated to Ingram Micro channel partners working within the federal market include the IT channel's largest, in-territory, federal-focused inside sales and technical support teams. Channel partners also gain access to a robust GSA Schedule and GSA order desk supported by Promark; a wide variety of professional services including VDI and wireless assessment services, as well as asset management / disposal; and a growing portfolio of cloud solutions. Ingram Micro's dedicated market development specialists are also readily available to help channel partners navigate the federal market and recruit the right resources and support to develop the right solutions and services for their customers' business needs.

"The combination of pent-up IT demand from years prior and the need to exhaust budgets by

the 2014 fiscal year end -- or risk losing allocations -- are coming together to create substantial sales opportunities for our channel partners and we're ready to ensure they are prepared to support any level of demand they encounter," concludes Marty Battaglia, senior sales director, public sector, Ingram Micro U.S.

For decades, Ingram Micro has been a leading technology business partner to channel partners selling into the federal government. The Ingram Micro Public Sector Elite (PSE) partner community represents many of the IT channel's top solution and service providers in the U.S. For more information on Ingram Micro's Public Sector business and PSE partner community visit http://www.im-publicsector.com/.

About Ingram Micro Inc.
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. Unrivaled agility, deep market insights and the trust and dependability that come from decades of proven relationships, set Ingram Micro apart and ahead. Discover how Ingram Micro can help you realize the promise of technology. More at www.ingrammicro.com.

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