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Ingram Micro Signs U.S. Agreement With SoftLayer, an IBM Company

Industry Leading Cloud Service Provider Broadens Cloud Services Portfolio; Expands Relationship With IBM to Include SoftLayer #ONEIngram

LAS VEGAS, NV -- (Marketwired) -- 09/22/14 -- ***ONE 2014*** -- Advancing its service offerings, Ingram Micro Cloud, a global division of Ingram Micro Inc. (NYSE: IM), today announced a new relationship with SoftLayer, an IBM Company. Under the U.S. agreement, Ingram Micro is expanding its relationship with IBM and now offers SoftLayer cloud services to its mutual channel partners within the U.S.

Ingram Micro has been a leader in cloud based services for the IT channel for over eight years, and with SoftLayer will continue to help channel partners Realize the Promise of Technology™.

Recognized by IT analysts as a leading Infrastructure-as-a-Service (IaaS) provider, SoftLayer offers cloud services founded on high-performance infrastructure, including bare metal and virtual servers and is the foundation for IBM's cloud portfolio. As part of the new relationship, Ingram Micro will be able to market, sell and support SoftLayer cloud services and drive solutions and cross-selling opportunities within its partner community and the Ingram Micro Cloud Marketplace. As a master Cloud Services Provider, Ingram Micro will also offer its cloud onboarding capabilities, marketing support, as well as end-to-end technical and operational support to its channel partners focused on building cloud solutions.

Eric Gray, CEO, ITO Solutions Inc., an Ingram Micro and IBM Premier Business Partner, expects the new alliance to bring greater benefit to his growing cloud services business. "We are excited by the new opportunities and service capabilities Ingram Micro and SoftLayer will bring to ITO Solutions, and will leverage this alliance to expand our cloud services and deliver more business value to ITO Solutions' customers and prospects."

Earlier this year Ingram Micro announced its new global Ingram Micro Cloud Division and the North America availability of the Ingram Micro Cloud Marketplace. As part of the SoftLayer relationship, Ingram Micro will offer mutual channel partners a single point of contact, access to experts, and support services. Ingram Micro will also offer field-based representatives that are specifically trained with cloud skills, supplementing the skill sets and capabilities of its channel partners to ensure a world class customer experience.

"Ingram Micro is a proven Global Business Partner that is well positioned to expand and build upon the success of SoftLayer's partner community," says Tom Blair, senior vice president of global sales for SoftLayer. "The synergies between Ingram Micro and SoftLayer will help us further advance the data center and cloud services practices of our mutual partners within the U.S."

"Ingram Micro Cloud is pleased to work closely with IBM and SoftLayer to expand our relationship and further enable our channel partners to realize the promise of cloud services and empower their customers to compute anywhere," says Renee Bergeron, vice president, Cloud Computing, Ingram Micro.

For more information on Ingram Micro Cloud visit www.ingrammicrocloud.com.

About Ingram Micro Cloud
Ingram Micro is a master Cloud Service Provider (mCSP), offering channel partners and professionals access to a global marketplace, expertise, solutions and enablement programs that empower organizations to configure, provision and manage cloud technologies with confidence and ease.

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. 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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