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Ingram Micro Accelerates Growth Plan in Latin America

Industry Leader Details Three-Year Growth Plan for LATAM Geography at 2017 Ingram Micro LATAM Advanced Solutions Summit #IngramSummitAS

MIAMI--(BUSINESS WIRE)-- **Ingram Micro LATAM Advanced Solutions Summit --** Ingram Micro Inc. today welcomed 600+ channel partners to its annual Latin America (LATAM) Advanced Solutions Summit in Miami, Fla. During mainstage, Ingram Micro Executive Vice President and Group President of the Americas Paul Bay detailed a three-year plan which includes investing more than $10 million to fuel channel partner business growth within Latin America in key verticals around advanced technologies, cloud and hybrid solutions.

“The business-building benefits of advanced technologies, such as converged infrastructure, big data, cloud, customer experience, DC POS, IoT, mobility and security are fueling digital transformation across the Americas and creating a greater need for the expertise, experience and execution channel partners bring to businesses worldwide,” said Bay. “Our multi-million-dollar investment in LATAM includes a dedicated team led by Executive Director Leonardo Gannio and an increased focus on expanding our advance solutions portfolio and accelerating sales and services growth for our channel partners across high opportunity verticals including education, financial services, healthcare, media, natural resources, public sector, retail and telecom.”

Additionally, Ingram Micro’s LATAM growth initiatives will introduce more financial services, as well as technical, professional services resources to channel partners across the 40 countries comprising its LATAM operations. These new and enhanced offerings will address areas such as financing for consumption business models, field technical support, education and certification training, white-label professional services and advanced technical support.

“Our Advanced Solutions organization is experiencing record growth across the Americas,” continued Bay. “These additional LATAM investments will fast-track our efforts and ensure we are going broader and deeper in areas that matter most to our channel partners and the customers they serve.”

Throughout the Advanced Solutions Summit, themed “Connecting Ideas for Success,” Ingram Micro will provide attendees with valuable insights, education, training and networking opportunities to help build their businesses and inspire positive change within their own organizations. To view a quick video spotlighting the event click here.

“A top priority in Latin America is helping our channel partners shorten the sales cycle by serving as an indispensable business partner and providing them with the resources needed to grow more profitably and create an exceptional and differentiated customer experience,” said Gannio. “Year-to-date we’ve seen double-digit growth within our LATAM Advanced Solutions organization, and we believe the best is yet to come. Our three-year growth plan is

purpose-built to be agile, and accelerate not only Ingram Micro's success, but also the success of our channel partners throughout LATAM."

Sponsors of the 2017 LATAM Advanced Solutions Summit include Cisco, Dell EMC, IBM, Microsoft, Hewlett Packard Enterprise, Adobe, APC, Autodesk, Bematech, Datalogic, Eaton, ECLine, Epson, HP Inc., Honeywell, Intel, Juniper Networks, Kaspersky Lab, Lenovo, Linksys, My SQL, Oracle, Polycom, SonicWall, Sophos, Star, Toshiba, Unitech, Veeam, VMWare, WatchGuard and Zebra. Highlights from the event are included on Ingram Micro LATAM's Twitter and Facebook pages.

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. More at www.ingrammicro.com.

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