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Ingram Micro's Self Service Portal Simplifies Renewals Management for Channel Partners

RenewVue makes it easy for channel partners to proactively promote renewal sales to existing customer #ONEIngram

WASHINGTON--(BUSINESS WIRE)-- **Ingram Micro ONE –** Ingram Micro Inc. today announced RenewVue, a new online portal, which works hand-in-hand with Ingram Micro's existing licensing locator self-service tool, to help channel partners manage renewals in a streamlined, self-serve online environment.

Available in the U.S., RenewVue gives channel partners access to data and resources proven to proactively drive sales, including:

- Flexible reports from nearly every angle – end user, vendor, custom timeframe and more
- 360-degree views of upcoming renewal opportunities to ensure channel partners capture every ounce of available business
- The ability to have Ingram Micro position upcoming renewals directly to a customer on the channel partner's behalf
- A license locator for an end-to-end view of orders, including process status, reprints, requests, license history and sales reporting

"In today's highly competitive marketplace, it is often the collective impact of small efficiencies and access to actionable data that sets a business apart," said Lynne Thornton, executive director, sales, Ingram Micro. "We're pleased to introduce our new licensing tool – RenewVue – and help our partners shorten the sales cycle and provide more data and roadmaps for customers to better execute business transactions on a tight budget."

RenewVue currently supports more than 60 vendors, with more being added regularly.

Channel partners interested in learning more about Ingram Micro's new RenewVue portal can email RenewVue@ingrammicro.com; contact their Ingram Micro sales representative; and check out RenewVue first-hand during this week's Ingram Micro ONE event in Washington D.C. #ONEIngram

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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