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Ingram Micro Launches New Creative Finance Solutions; Expands North America Channel Finance Strategy

Enabling channel partners to do more as a service, Ingram Micro unveils new solutions and expanded strategy for channel finance; Appoints Kelly Carter to CFO Ingram Micro Canada and John Bak to Executive Director, Credit and Financial Solutions, Ingram Micro U.S.#ONEIngram

DENVER--(BUSINESS WIRE)-- Making it easier for channel partners to say “yes” to customers and prospects, Ingram Micro Inc. today announced an expanded channel finance strategy that extends across the U.S. and Canada, welcomes new regional leadership and intros new and enhanced creative financing solutions proven to fuel channel partners’ growth.

Unveiled this week at Ingram Micro ONE, the expanded portfolio of Ingram Micro financial services now includes:

- **Ingram Micro Flexible Payment Solutions –** These new solutions expand upon the former Ingram Micro Lease-IT! program, offerings increased breadth of customized payment solutions, including As-A-Service financing, consumption models, annuity financing, and our flexible rental and lease options. The majority of Ingram Micro’s new Flexible Payment Solutions are available in both the U.S. and Canada.

- **Ingram Micro Managed Services Financing** – Solving the cashflow crunch for a growing MSP practice, Ingram Micro Managed Services Financing is now available to channel partners in the U.S. and Canada. The extremely successful program has been in play with select Ingram Micro channel partners in the U.S. for the past three years, and is now generally available across North America.

- **Ingram Micro Direct Express** – One of Ingram Micro’s most popular finance programs, especially among Ingram Micro’s industry-leading partner communities Trust X Alliance and SMB Alliance, Direct Express is now offering additional credit capacity and working capital support for our U.S. partners and will be launched in Canada in early 2020. Based on partner feedback, Direct Express now provides streamlined support for multi-year software deals.

As part of its new and expanded channel finance strategy and solutions portfolio, Ingram Micro aligned the leadership goals of its U.S. and Canadian financing teams—promoting Kelly Carter to Chief Country Financial Officer for Canada and John Bak to Executive Director of Credit and Financial Solutions for Ingram Micro U.S.

In her new role, Carter will continue working closely with Ingram Micro’s U.S. and Latin America Chief Financial Officer Anthony Mackle to help channel partners across the

Americas differentiate and close more deals using Ingram Micro's proven creative finance solutions.

To put the power of Ingram Micro's financial services in perspective, Carter offers the following example: "Over the last 10 months, we've helped over 500 channel partners close nearly $100M million dollars in incremental business using our creative financing programs. We have so much to offer our North America channel partners, especially those working within monthly recurring revenue models. There's no better time for channel partners to get engaged and let us help them close the year strong and imagine next for 2020."

For more information about Ingram Micro Financial Services visit www.ingrammicro.com

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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