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Ingram Micro Named Aruba Federal Authorized Distributor

Expanded business relationship adds Aruba, a Hewlett Packard Enterprise company, to distributor's industry-leading GSA Schedule #ONEIngram

DENVER--(BUSINESS WIRE)-- **INGRAM MICRO ONE —** Ingram Micro Inc. today announced it has been named an authorized distributor for the federal business of industry-leading wireless innovator Aruba, a Hewlett Packard Enterprise company. This development builds upon Ingram Micro's growing relationship with Aruba and welcomes Aruba's entire portfolio of secure networking to edge technologies to Ingram Micro's GSA Schedule.

"Aruba has earned the trust of the IT channel, and is a welcome addition to Ingram Micro's federal portfolio," says John Santoru, president, HOLMANS USA Corporation. "Ingram Micro has been a strategic partner to HOLMANS for many years, and continues to help us grow, differentiate and add more value to our federal business for our customers."

Since 2013, Ingram Micro has collaborated with Aruba to provide end-to-end solutions to help channel partners build and meet their customers' networking needs seamlessly. This new federal authorization rounds out the complete portfolio and support Ingram Micro provides for Aruba and gives channel partners access to a greater breadth of partners.

"For nearly 20 years Ingram Micro has helped channel partners navigate the complexities and needs of federal, state, and local, and education markets to drive optimized environments and grow sales, margin and market share," says Jamie Ferullo, director, Advanced Solutions, Ingram Micro. "Adding the Aruba Federal business is a timely and strategic win that builds on our value by expanding the choice and flexibility channel partners gain by working with Ingram Micro. We look forward to scaling our success with Aruba and our mutual channel partners."

Working in conjunction with its Promark Technologies team, Ingram Micro has streamlined the sales cycle of federal contracts, offering authorized channel partners support throughout the entire sales engagement starting at identifying and quoting deals to deploying the technology. Aruba Federal authorized channel partners new to Ingram Micro will gain access to Ingram Micro's comprehensive support system for federal requests for quotes, commercial and SLED opportunities, and as well as its public sector practice that includes in-house education and public safety experts, and expansive educational and promotional resources.

"Expanding our strong relationship with Ingram Micro to include the federal market enables our mutual channel partners to get the support they need during the busy federal buying season and beyond," says Dolan Sullivan, vice president Federal at Aruba, a Hewlett Packard Enterprise company. "Our channel partners and distributors are essential to Aruba's success. Ingram Micro has been a strategic go-to-market partner with a reputation for excellence in business enablement and execution, and is a good fit for the work we do in the federal market."

For more information about Aruba federal opportunities through Ingram Micro, contact ArubaFed@ingrammicro.com or 800-456-8000, x76076 option 5.

For more information about Ingram Micro 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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