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Ingram Micro Empowers Channel Partners to Innovate, Grow and Create More Value with AWS

Celebrating Mutual Success, AWS Honors Ingram Micro with 2023 Global and North America Distributor Partner of the Year Awards

IRVINE, Calif.--(BUSINESS WIRE)-- Ingram Micro is enabling thousands of channel partners worldwide to do more with more as a Premier Amazon Web Services (AWS) Consulting Partner and an award-winning Geo and Global AWS Distributor Partner of the Year recipient.

Demonstrating its deep and wide technical knowledge and professional services expertise, Ingram Micro has been honored by AWS with two high profile wins – **2023 Global Distributor Partner of the Year and North America Distributor Partner of the Year.** Both awards recognize Ingram Micro for playing a key role in helping channel partners worldwide accelerate success and move businesses to AWS through all phases of complex migration projects, including discovery, planning, migration, and operations. The North America honor is a back-to-back win for team Ingram Micro.

Announced during AWS re:Invent 2023, the Geo and Global AWS Distributor Partner of the Year Awards shine the spotlight on Ingram Micro's high-performing team and continued investments in advanced AWS technical talent, professional services and cloud migration competencies.

"Through a strategic alliance with AWS, Ingram Micro has played a pivotal role in empowering Keystone Technologies to take the lead in healthcare EHR data solutions," says Andy Belval, Chief Revenue Officer, Keystone Technologies. "Ingram Micro's expertise in cloud solutions, coupled with a dedicated relational partner approach, not only enhances their own business value but also significantly contributes to Keystone Technologies' ability to deliver better outcomes and cost savings for our healthcare customers."

In 2023, Ingram Micro's AWS business continued to grow with more and more partners leveraging Ingram Micro to progress through their AWS Partner Network (APN) journey. Ingram Micro navigates AWS partners through APN programs while also expanding their services capabilities including assessment, design, deployment, and management of cloud migrations with greater speed.

Additional differentiators to Ingram Micro's success with AWS channel partners include its wide and deep executive relationships, as well as its Center of Excellence, strategic acquisitions of technical talent, and expansion of its Professional Services portfolio as it relates to cloud and migration services.

"Ingram Micro's early adoption of Cloud, understanding of an entrepreneur's needs and focus on the success for us to become one of their largest AWS resellers is what we were

looking for in a distribution partner to grow our business and improve our value in the eyes of our customers," says Dao Jensen, CEO of Oak Rocket.

Ingram Micro provides channel partners access to experienced talent and professional services that can help them accelerate the customer cloud adoption journey including the technical personnel, tools, education, technology, and technical support needed to ideate, deploy, and manage AWS solutions.

"AWS is a gold mine of opportunity for an MSP yet remains a heavy lift for most," says Duncan Robinson, vice president, growth partnerships, Ingram Micro. "We're here to help our channel partners optimize their sales cycle and effectively design, deploy, and manage AWS solutions that improve the customer's experience, performance, reliability, and agility, while reducing the total cost of ownership."

Ingram Micro's long-standing and successful relationship with AWS includes earning several AWS Competency and AWS Service Delivery designations in recent years, including being the first global distributor to earn the AWS Migration Competency and more recently being awarded the AWS Data & Analytics Competency. Other designations include the AWS Cloud Management Tools (CMT) Competency, the AWS DevOps Consulting Competency, and the AWS Config Service Delivery designation.

"The experience that Mxmart has had working with Ingram Micro as a strategic partner of AWS has been fundamental for our growth," says Dario Gomez, CEO Mxmart Solutions. "The support we've received technically, commercially, and via programs has added invaluable strength to our company."

For more information about Ingram Micro and AWS, visit here.

About Ingram Micro

Ingram Micro is the business behind the world's brands with the ability to reach nearly 90 percent of the world's population. Our diverse solutions portfolio includes advanced and specialty solutions, cloud, mobility, and commercial/consumer technologies, while enabling a global circular economy with full-service IT Asset Disposition and reverse logistics and repair services. Leveraging investments in technical, financial, and marketing resources, Ingram Micro helps customers run their businesses better and grow their technology practices faster.

Ingram Micro operates in 59 countries and reaches close to 200 countries. We have approximately 26,000 associates committed to providing our more than 161,000 customers and 1,500 vendor partners worldwide with a superior experience. Our fully digital, AI-driven business platform, known as Ingram Micro Xvantage™, eliminates the friction of doing business in IT and allows our customers to have a more insightful experience both buying and managing technology. We are also fully committed to being a global steward with world-class ESG practices. Learn more at www.ingrammicro.com.

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