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Ingram Micro Empowers Channel Partners to Win More Business Within the State, Local and Education Markets

Leading Technology Distributor Hosts Fall SLED Summit in New Orleans Nov. 14 - 15; Focuses Content on Business Development, Opportunity Technologies and Market Demands

NEW ORLEANS, LA -- (Marketwire) -- 11/14/12 -- Simplifying success for its channel partners, Ingram Micro Inc. (NYSE: IM) and its Public Sector Elite community today kicked off its 2012 Fall SLED (State Local and Education) Summit in New Orleans.

Taking place Nov. 14 - 15, the bi-annual training and education event offers solution providers and managed service providers (MSPs) a dedicated forum to learn and discuss the business needs, technology solutions and trends driving demand within the SLED marketplace. Building on the momentum of Ingram Micro's Public Sector Elite partner community, the regionally focused SLED Summits have become business-building events for Ingram Micro channel partners and sponsoring vendors.

"State, local and education remain high-opportunity markets for channel partners who have the expertise and lead with solutions that support teachers, curriculum development and collaborative classrooms, as well as offer the students secure email and learning tools, and enable the schools and universities to lower IT costs by using virtualization and cloud services," says Michael Humke, executive director, Healthcare, Public Sector and Vertical Markets, Ingram Micro U.S.

"The competitive gains our channel partners net by actively participating in our Public Sector Elite community and these summits contribute greatly to their success," continues Humke. "By working closely with our vendor partners, we're able to deliver the right technology to provide best-in-class solutions to this market, and go the distance to ensure our channel partners know where the business opportunities are and how to capitalize on them."

Throughout the two-day event, attending channel partners will network and discuss key market challenges and opportunities, as well as best practices and growth strategies with peers and Public Sector market experts from Ingram Micro and select technology vendors and industry consultants including Adobe, Allied Telesis, The Center for Digital Education and Government, Cisco, Citrix, Dancing Elephants, Dell, eInstruction, Ergotron, HP, Knowledge Information Solutions, Inc., ShoreTel and VARStreet.

In addition, attendees will get a closer look at the core technologies and solution sets shaping the public sector marketplace during the event's SLED Solutions Pavilion, and take part in a \$10,000 charity donation to a local food bank sponsored by Cisco.

"SLED is a complex market that's lined with opportunities and challenges," says John Fago, senior director, Channel Marketing, Ingram Micro North America. "Our goal is to simplify success for our channel partners doing business within the public sector by providing them with the resources, technology solutions, market insights and best practices needed to win big, diversify their portfolios and grow more profitably."

For more information on Ingram Micro's SLED Summits, solution providers and manufacturers should contact their Ingram Micro sales or marketing representative.

For more information on Ingram Micro visit <http://www.ingrammicro.com/>.

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About Ingram Micro

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