

June 9, 2015



The Ingram Micro SMB 500 Celebrates Channel Partner Success

Annual List Applauds Ingram Micro's Top Performing SMB-Focused Channel Partners; Resulting Research Shows the Ingram Micro SMB 500's Compound Annual Growth Rate Is Nearly Three Times the 2014 Average

SANTA ANA, CA -- (Marketwired) -- 06/09/15 -- Demonstrating success thru partnership, [Ingram Micro Inc.](#) (NYSE: IM) today announced the Ingram Micro SMB 500, an annual ranking of the top-performing and fastest-growing SMB-focused U.S. channel partners.

The Ingram Micro SMB 500, produced in collaboration with channel services firm [The 2112 Group](#), shows the majority of channel partners who earned a spot on the 2015 Ingram Micro SMB 500 leverage Ingram Micro's growing portfolio of value-added services and support resources to shorten sales cycle, close more deals and provide an exceptional customer experience that leads to greater success.

"The SMB market is lined with businesses that embrace technology and see continued innovation as a path to growth and long-term success," said Darren Gottesmann, director, SMB sales, Ingram Micro. "The Ingram Micro SMB 500 is comprised of IT service providers and solutions experts who specialize in the business IT needs of SMBs and know how to use technology and IT services to build advantage and solve for the best business outcome. We're honored to recognize this group of fast-growth channel partners and share their successes with others."

Ranked at No. 1 with 266 percent growth is Ingram Micro SMB Alliance member and channel partner Safe Systems in Alpharetta, Ga. At No. 2 with nearly 250 percent growth is Omega Systems in West Lawn, PA. Closing out the top 3 on the Ingram Micro SMB 500 with 225 percent growth is Geelers in Dublin, CA.

"The SMB 500 is an undeniable testimony to the power of partnership," said Kirk Robinson, senior vice president, Commercial and Global Markets, Ingram Micro. "We are the distributor of choice for SMB-focused channel partners because we care about their growth and success, and know the ins and outs of the markets they serve. Thank you to the SMB 500, as well as the tens of thousands of other channel partners who look to Ingram Micro as an indispensable business partner and market leader."

SMB 500 Research Indicates a Healthy Channel with Growing Buying Power

Celebrating its fourth edition, the Ingram Micro SMB 500 draws performance data on more than 20,000 U.S.-based channel partners supported by Ingram Micro's dedicated team of SMB IT sales professionals. This year's list ranks channel partners by the company's compound annual growth rate between 2012 and 2014. To qualify for consideration, SMB-focused channel partners must have been doing business with Ingram Micro for three full

years, as well as meet minimum sales thresholds in the first and last years of the analysis period. The 2112 Group once again collaborated with the Ingram Micro Business Intelligence Center to conduct the research and analysis and determine the rankings.

"The SMB 500 is a barometer for the SMB channel that demonstrates the success and health of this thriving community, as well as the resilience and value of channel partners playing in this competitive market," said Lawrence M. Walsh, chief analyst and CEO, The 2112 Group. "The rankings, revenues and research show that the Ingram Micro SMB 500 generated more than \$1.22 billion in cumulative sales through Ingram Micro from 2011 to 2014. Evidence of their success is the 39.2 percent compound rate of growth over the last year, which is nearly three times that of the 2014 channel average. These are truly remarkable partners worthy of watching."

For more information about the Ingram Micro SMB 500 or to join or sponsor the Ingram Micro SMB Alliance, channel partners and IT vendors can contact their Ingram Micro sales representative or visit [website](#). A complete list of the 2015 Ingram Micro SMB 500 is available to view [here](#).

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. Unrivalled agility, deep market insights and the trust and dependability that come from decades of proven relationships, set Ingram Micro apart and ahead. More at www.ingrammicro.com.

Press Contact:

Marie Rourke
WhiteFox Marketing
[Email Contact](#)
714-292-2199

Source: Ingram Micro Inc.