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Ingram Micro Canada Named Exclusive Value-Added Distribution Partner for Microsoft Unified Communications Solutions

Leading Technology Distributor Expands Relationship With Microsoft; Leverages Technical Expertise to Further Enable Canadian Partners to Sell and Support Microsoft UC Solutions

MISSISSAUGA, ON -- (Marketwire) -- 01/21/13 -- Ingram Micro Canada, a subsidiary of Ingram Micro Inc. (NYSE: IM), today announced it has been named the exclusive regional value-added distributor (VAD) for Microsoft Canada's growing portfolio of Unified Communications (UC) solutions, which includes the popular Microsoft Lync.

Under the terms of the expanded Canadian distribution agreement, Ingram Micro Canada will provide dedicated business development, sales, marketing and technical services including advanced integration on behalf of Microsoft Canada to its mutual channel partners. These efforts will help Microsoft Canada further establish its global market leadership in the UC technology category and drive greater awareness of, and sales for, its UC solutions within the Canadian marketplace and among Canadian technology resellers and managed service providers (MSPs).

To empower its channel partners to effectively market, sell, deploy and support Microsoft's UC portfolio, Ingram Micro Canada will leverage the distributor's dedicated and highly skilled team of Microsoft-focused sales, marketing and technical field experts, as well as its Ingram Micro Services Network.

The distributor will also work with authorized Microsoft channel partners and technology alliance partners including Polycom, Plantronics and other leading networking equipment providers to identify, build and support customizable solutions around Microsoft Lync, Microsoft Exchange Server and Microsoft SharePoint Server that are specifically geared for use in small to mid-size businesses (SMBs).

"Ingram Micro offers the business resources, regional reach and advanced technical support needed to further enable our channel partners to capitalize on the growing demand for UC solutions among Canada's SMB market," says Jacky Magee, senior product manager - Lync, Microsoft. "Unified Communications is a high-touch, high-growth market for Microsoft and our channel partners. With the support of Ingram Micro Canada, we are extending our reach within the Canadian IT channel, while enhancing the level of support provided to existing Microsoft partners, as well as new partners."

"Ingram Micro has a proven track record of success with Microsoft Canada and years of

experience helping IT resellers and MSPs market, sell and support advanced technologies such as Unified Communications," says Tim Billing, vice president vendor management, Ingram Micro Canada. "By focusing our efforts on partner recruitment and business enablement, as well as offering pre- and post-sale technical support, we are further empowering Microsoft partners to meet the growing demands for UC solutions and services in Canada."

Canadian channel partners interested in becoming an authorized Microsoft partner or learning more about how Ingram Micro Canada can assist them to enable their Microsoft Unified Communications business should reach out to Matthew.Organ@IngramMicro.com.

More information about Ingram Micro is available at www.ingrammicro.com and http://ingrammicroinc.wordpress.com.

To learn, see and hear more about Ingram Micro online, follow the distributor on Facebook at www.facebook.com/IngramMicro; on Twitter at www.twitter.com/IngramMicroInc; and on YouTube at http://www.youtube.com/user/ingrammicroinc.

About Ingram Micro Inc.
Ingram Micro is the world's largest wholesale technology distributor and a global leader in IT supply-chain, mobile device lifecycle services and logistics solutions. As a vital link in the technology value chain, Ingram Micro creates sales and profitability opportunities for vendors and resellers through unique marketing programs, outsourced logistics and mobile solutions, technical support, financial services and product aggregation and distribution. The company is the only global broad-based IT distributor, serving 145 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit www.ingrammicro.com.

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Source: Ingram Micro Inc.