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Ingram Micro Reports Growing Success in and around Hyper-Converged and Hybrid Infrastructure Solutions and Services

Advanced Solutions Organization is Driving Greater Opportunity Across the Americas for Channel Partners and Manufacturers in SMB and Midmarket

IRVINE, Calif.--(BUSINESS WIRE)-- Ingram Micro Inc. today announced its Advanced Solutions organization is scaling its success across the Americas and seeing increased market opportunities for channel partners working within key verticals, as well as those servicing SMBs and midmarket organizations.

“Similar to IT security, hyper-converged and hybrid infrastructure are lucrative IT services plays for our channel partners, and an area where Ingram Micro excels and continues to invest,” said Paul Bay, executive and group vice president of the Americas, Ingram Micro. “With our expanded and growing solutions and professional services portfolio, Ingram Micro’s Advanced Solutions organization is making it easier and more profitable for channel partners to meet the market’s needs for hybrid solutions managed IT services.”

“Ingram Micro is an exceptional silent business partner to the IT channel and MSPs in particular,” said Paul Kunze, vice president of Intrasystems, a leading IT service provider in Braintree, Mass., and member of Ingram Micro’s Trust X Alliance and Data Center Advisory Board. “Whatever we need, whenever we need it, Ingram Micro is there to help make it happen and ensure our business, as well as our customer’s is future-proof.”

Established first in the U.S. in 2015 with the merger of its Advanced Technology and Advanced Computing divisions, Ingram Micro’s Advanced Solutions organization now extends across Canada and throughout Latin America, successfully disrupting the competitive landscape by gaining access to more lines of business within and around its current vendor portfolio, as well as welcoming new and emerging providers.

Over the last 18 months, the organization has seen a marked increase in revenues and recruitment, resulting from more channel partners engaging Ingram Micro as their preferred distributor and moving to an “as a service” model to better control costs, improve operations and enhance the overall customer experience. Ingram Micro’s recent platform investments and innovations within its cloud organization are elevating the opportunity in and around hybrid solutions and enabling MSPs to deliver Infrastructure as a Service with greater ease, efficiency and profit potential.

“Our Advanced Solutions organization is growing exponentially across the Americas by delivering the results channel partners are looking for in an indispensable business partner,” noted Bay.

The NPD Group, an analyst firm which closely monitors the IT and telecom channels,

projects hybrid infrastructures, which include a mix of on-premises and off-premises technologies, will be a part of the “new norm” in the general business landscape in the years ahead and expand the playing field for channel partners who are selling IT- and Infrastructure as a Service.

“Businesses of all sizes are looking to adopt IT infrastructure that is easy to deploy and manage, and has the means to scale quickly and securely while keeping up with the fast pace and demands from the lines-of-business,” noted Michael Diamond, analyst, NPD Group. “Although we are still in the early innings of adoption, converged and hyper converged infrastructure are clearly resonating with businesses across all verticals, creating tremendous sales and service opportunities for channel partners with the right expertise, relationships and resources.”

To help channel partners generate and capitalize on the growing demand, Ingram Micro is expanding its team of highly-trained technical engineers and vertical market sales specialists for pre- and post-sales engagements. The industry leader is also offering channel partners access to certification and technical training, plug and play professional services, resources and technical tools, as well as field-based technology and solutions experts. Additional benefits enjoyed by engaged Ingram Micro channel partners include dedicated account representatives for both inside and outside sales, use of Ingram Micro’s best-in-class Solution Center and Cloud Marketplace, as well as access to Ingram Micro’s financial services team and recycling and refurbishing services.

Channel partners interested in learning more about Ingram Micro’s Advanced Solutions organization should contact their Ingram Micro sales representative.

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. More at www.ingrammicro.com.

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