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Paxton Access Solutions Now Available Through Ingram Micro Physical Security

Access Control Provider Selects Ingram Micro as First Broadline IT Distribution Partner

SANTA ANA, CA -- (MARKET WIRE) -- 05/17/11 -- Expanding its physical IT security solutions portfolio, Ingram Micro Inc. (NYSE: IM) today announced an exclusive broadline distribution relationship with industry leader Paxton Access, Inc.

Under the new North American agreement, the Ingram Micro Physical Security Business Unit will market, sell and support Paxton Access' complete lineup of access control systems including IP and wireless controllers; server- and browser-based software solutions; and a full line of keypad, proximity and specialty readers.

Installers and IT resellers use Paxton Access' flexible systems to securely control, monitor and manage the entrances and exits of buildings, apartments and homes at any given time -- locally or remotely. The innovative access control security solutions also include options for time and attendance, graphical maps, photo badges and even iPhone applications.

"Ingram Micro is the only broadline IT distributor to offer complete access control and surveillance security solutions, plus a comprehensive line of supporting IT technologies under one roof," says Tom Burns, general manager, Ingram Micro Physical Security.

"It's a value proposition that cannot be matched by our competitors, and it provides an unrivaled business advantage to manufacturers such as Paxton Access that team with us to go to market and create a more robust reseller channel that touches not only the physical security market, but also adjacent, vertical and new marketplaces such as healthcare, public sector and small-to-midsize businesses," says Burns.

Paxton Access selected Ingram Micro as its first broadline distribution partner based on the company's proven track record within the physical security market and specialized support resources, which include a dedicated team of highly-trained sales personnel, collaborative marketing outreach and pre- and post-sale technical support teams.

"This is an excellent strategic partnership that brings together the world's largest technology distributor for the IT industry with Paxton Access, a leading manufacturing of innovative access control products and solutions," says Bob McKee, vice president of sales and marketing-Americas, Paxton Access. "Ingram Micro and Paxton share a vision of success that is predicated on delivering outstanding services, support and unique marketing programs for our customers."

McKee also noted that demand for secure access control is at a high and extends beyond major corporations to small and mid-size businesses as well as residential owners who are

looking for a better, smarter way to keep their buildings, associates, families and assets safe and secure.

"By teaming with Ingram Micro, Paxton Access is able to play across markets and offer installers and resellers the flexibility and control businesses and consumers are looking for when it comes to access control systems," says McKee. "We are excited to be a part of Ingram Micro's manufacturer community and look forward to a prosperous and long-term relationship."

Ingram Micro is now offering education and training to interested installers and resellers on Paxton Access' portfolio of access control products. For more information about these services and Ingram Micro Physical Security, contact (800) 456-8000, ext. 67285, or visit www.ingrammicro.com/securityinfo.

For more information about Paxton Access, visit http://www.paxton-access.com/.

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About Ingram Micro Inc.
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, technical and financial support, managed and cloud-based services, and product aggregation and distribution. The company is the only global broad-based IT distributor, serving more than 150 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit www.ingrammicro.com.

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