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# Ingram Micro's New Expert Services Expand Channel Partners' Capabilities to Sell and Deploy Advanced Solutions

## **New Assessment and Deployment Services Enable Channel Partners to More Effectively Sell and Support EMC VNX and Unified Communications and Collaboration Solutions**

SANTA ANA, Calif., Aug. 4, 2014 /PRNewswire/ -- Empowering channel partners with greater technical expertise, Ingram Micro Inc. (NYSE: IM) today announced its Professional Services organization now offers EMC VNX Deployment Services, as well as Voice and Video Readiness Assessment Services. More information about the new Ingram Micro Expert Services can found [here](#).

Available in the U.S. and Canada, the two new Ingram Micro Expert Services are white-labeled and offered at a low, fixed rate and billed upon completion to help channel partners reduce risks, manage costs and sell with greater confidence. By leveraging Ingram Micro Professional Services, channel partners can easily expand their portfolio to include more advanced solutions and services, and quickly mobilize and scale their field-based pre-sales and post-sales delivery teams to meet the changing needs of customers and prospects.

"Ingram Micro Expert Services enable our channel partners to be more opportunistic and easily extend their reach into new technologies and solutions by removing the barriers to entry such as the expense and energy of starting from scratch or hiring additional technical expertise," says Greg Richey, director, Professional Services for Ingram Micro Technology Solutions. "Our mission is to help channel partners deliver more business value to their customers by offering them a comprehensive portfolio of professional assessment and deployment services that are easy to market and more profitable to sell and support."

Additional services readily available through Ingram Micro Professional Services include:

- Wireless Network Assessment
- Penetration Test Assessment
- Web Application Vulnerability Assessment
- Virtualization Health Check
- VCE vBlock Deployment and Implementation

Click [here](#) for more information about Ingram Micro Professional Services or call (800) 456-8000, ext. 76094 to speak to an Ingram Micro sales representative. Channel partners attending CompTIA ChannelCon Aug. 4 – 6 in Phoenix, Ariz. can also visit Ingram Micro at booth #209 for more details.

**About Ingram Micro Inc.**

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. Discover how Ingram Micro can help you realize the promise of technology. More at [www.ingrammicro.com](http://www.ingrammicro.com).



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