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# Three Ingram Micro Executives Named to 2012 CRN Channel Chiefs List

## Paul Bay, Brian Wiser and Kirk Robinson Recognized for Channel Accomplishments, Industry Influence and Commitment to Partner Growth and Success

SANTA ANA, CA -- (MARKET WIRE) -- 02/24/12 -- Further demonstrating its executive leadership in the IT channel, [Ingram Micro Inc.](#) (NYSE: IM) is pleased to announce three of its executives have been named to CRN Magazine's 2012 Channel Chiefs list. The annual list is a prestigious recognition of those executives in North America who work very closely with the value-added reseller (VAR) and managed service provider (MSP) communities to defend, promote and execute effective channel partner programs and strategies.

Paul Bay, executive vice president, North America; Brian Wiser, senior vice president, specialty solutions, North America; and Kirk Robinson, vice president, general manager, commercial markets, U.S. were all honored for their leadership and continued contributions to Ingram Micro's success, as well as their growing channel influence, advocacy and partner enablement within the North American IT channel.

The accolades mark the third consecutive year Wiser has been recognized by CRN, the second consecutive year for Bay and a repeat honor for Robinson, who made his debut on the list in 2010. All three executives are noted for playing instrumental roles in the ongoing success of Ingram Micro North America and for leading several strategic, partner-focused initiatives including Ingram Micro's growing emphasis on specialization and cross-selling opportunities, as well as its continued focus on advanced and emerging technologies, small business, specialty solutions and [cloud services](#).

"Under the leadership of our North America management team, Ingram Micro has established a proven track record of enabling our channel partners to reach and exceed their growth goals through successful partnership, enablement and execution," says Keith Bradley, senior executive vice president and president, Ingram Micro North America. "We take great pride in having three of our North American executives represented on the CRN Channel Chief list, and extend our congratulations to Paul, Brian and Kirk."

For the ninth consecutive year, Channel Chiefs were selected by the CRN editorial team based on channel experience, program innovations, channel-driven revenue, and public support for the importance of IT channel sales.

"The 2012 Channel Chiefs list recognizes vendor executives dedicated to driving channel programs in the IT marketplace," says Kelley Damore, VP, editorial director, UBM Channel. "Our annual Channel Chiefs issue is a must-read for IT solution providers evaluating new vendors or looking to expand solution offerings. These are the people, the products and the programs that any savvy solution provider needs to know. We congratulate this year's

Channel Chiefs for their stellar record of business innovation and applaud them for their continued dedication to the partner community."

Selected by CRN's editorial staff, the 2012 Channel Chiefs list is featured in the February issue of CRN Magazine and is available online at <http://www.crn.com/channel-chiefs/cc2012.htm>.

For more information on Ingram Micro visit [www.ingrammicro.com](http://www.ingrammicro.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](http://www.ingrammicro.com).

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