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Ingram Micro North America Expands EMC Relationship; Gains Access to Premier Networked Storage Solutions

Industry leading distributor now authorized to sell and support EMC CLARiiON, EMC Celerra and EMC Centera storage products

SANTA ANA, Calif., July 31 /PRNewswire/ -- Ingram Micro's (NYSE: IM) new Infrastructure Technology Solutions (ITS) Division today announced it offers North American solution providers access to EMC's industry-leading information storage product portfolio including EMC CLARiiON and EMC Celerra networked storage systems, and the EMC Centera content addressed storage system. This complements Ingram Micro's existing EMC portfolio that includes specific RSA security solutions, EMC Insignia products for Small and Medium Businesses (SMB), and EMC's Backup & Recovery Software Solutions.

"This is a new business-building opportunity for Ingram Micro, EMC and our solution provider partners in both the U.S. and Canada," says Scott Look, ITS Vice President, Ingram Micro North America. "Adding EMC's trio of advanced storage solutions to our ITS Division's portfolio strengthens Ingram Micro's overall value proposition and signals to our partners that we're serious about growing our mid-market solutions."

Available immediately, the CLARiiON, Celerra and Centera storage systems are renowned for their advanced functionality, reliability, scalability and energy efficiency. Optimized to meet the needs of SMBs and mid-market organizations, these performance-driven products and solutions enable channel partners to offer customers easy-to-use solutions to store, manage, and protect their data.

"Expanding our relationship with Ingram Micro further demonstrates EMC's focus and commitment to the Channel," says Pete Koliopoulos, Vice President, Global Channel Marketing, EMC. "EMC's advanced networked storage systems combined with the support and services found within Ingram Micro's new ITS Division will bring to market sales synergies that solution providers can leverage to build more business and add more value to their service capabilities."

To help drive demand for EMC's products, Ingram Micro's ITS Division will focus efforts on recruiting and enabling net new EMC partners. Those incremental partners will help EMC expand its presence in new opportunities such as the fast growing blade server market. According to Look, Ingram Micro will also introduce field sales representatives and field technical consultants who specialize in selling and positioning EMC solutions and can assist partners throughout the sales cycle. "Remember, the founding charter for the ITS Division is to help our manufacturer partners grow their business and make it easier for solution providers of all sizes to sell and support complex data solutions," said Look.

For more information about Ingram Micro's new ITS Division and EMC's complete channel product portfolio solution providers should contact their Ingram Micro sales representative at (800) 456-8000.

About Ingram Micro's ITS Division

Introduced in June 2007, Ingram Micro's Infrastructure Technology Solutions Division enables manufacturers to grow their business and makes it easier for solution providers to sell and support complex data solutions including servers, blades, networked storage and infrastructure products.

About Ingram Micro

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 services, technical support, financial services, and product aggregation and distribution. The company serves 150 countries and is the only broadline global IT distributor with operations in Asia. Visit www.ingrammicro.com.

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