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Ingram Micro's Services Division Adds Three New Manufacturer Partners to Reseller Services Portal

Fujitsu, Eastman Kodak Company and ADTRAN Join the Ingram Micro Reseller Services Portal to Drive Additional Services Renewal Growth for VAR Partners

SANTA ANA, Calif., Aug. 20 /PRNewswire-FirstCall/ -- Building incremental services revenue opportunities for IT manufacturers and solution providers across the U.S., Ingram Micro Inc. (NYSE: IM) today announced Fujitsu Computer Products of America, Inc., Eastman Kodak Company and ADTRAN(R), Inc. (Nasdaq: ADTN) have joined the Reseller Services Portal (RSP), powered by MaintenanceNet, Inc.

As part of the new engagement, all three manufacturers will offer timely services renewal opportunities through the Ingram Micro RSP. In addition, Fujitsu will use the Ingram Micro RSP to manage product registration, while ADTRAN is introducing a unique Service Lookup Utility Tool that will allow partners to quickly look up a hardware product or part number and then view a list of compatible services to expedite service quotes and transactions. The ADTRAN Service Lookup Utility Tool will also provide solution providers with pricing, SKU information and quarterly updates on service offerings.

"In under a year, the Reseller Services Portal has earned the business of several leading IT manufacturers and over 2,200 solution providers by managing and uncovering millions of dollars of untapped services revenue opportunities," says Justin Crotty, vice president, services, Ingram Micro North America. "The addition of Fujitsu, Kodak and ADTRAN to the Ingram Micro RSP not only renders an obvious services opportunity, but it forges a stronger alignment between the business goals and needs of these manufacturers and their solution provider partners. This level of engagement and enablement is what will really drive success for the RSP and its members long-term."

"MaintenanceNet and Ingram Micro have worked together to ensure the RSP will continue to help partners build stronger services revenues, while increasing their overall profitability and simplifying renewal contract sales," says Scott Herron, CEO of MaintenanceNet. "In the last 120 days alone we've uncovered a record number of service sales opportunities - totaling more than \$200 million - for Ingram Micro's solution providers and RSP manufacturers. That's money just waiting to be earned."

The Ingram Micro RSP is one of the core growth pillars within Ingram Micro's Services Division and a growing favorite among many of Ingram Micro's solution provider communities including the VentureTech Network (VTN), SMB Alliance and Ingram Micro Services Network (IMSN). The easy-to-use online services tool is free to Ingram Micro solution providers in the U.S. and proven to help partners capture and track margin-rich

revenues found within IT product service renewal contracts.

Since its introduction in 2006, the business-building services tool has evolved to include a number of additional features and resources such as the service lookup utility, e-mail notifications, and online access to information on expiring contracts and warranties, unattached assets (products sold without service contracts) and product registration. In addition, solution providers are able to renew Cisco Smartnet contracts directly from the Ingram Micro RSP with ease and efficiency.

Ingram Micro and MaintenanceNet executives will be demonstrating the RSP in the Ingram Micro booth No. 237, 239 and 241 at CMP XChange, August 19-22. For more information about the RSP visit <http://www.ingrammicro.com/resellerservicesportal>. To request a login ID and password for the Ingram Micro Reseller Services Portal, simply e-mail servicenow@ingrammicro.com or call (866) 490-1304.

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 <http://www.ingrammicro.com>.

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