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# Ingram Micro's New Physical Security Division Offers Expertise and Support to Channel Partners

## New Division Simplifies the Sale by Offering Channel Partners a Single Source for Physical Security Solutions

SANTA ANA, Calif., Nov. 3 /PRNewswire/ -- Helping value-added resellers (VARs) and managed service providers (MSPs) specialize and expand their service offerings, Ingram Micro Inc. (NYSE: IM) today announced its new Physical Security Division.

Led by Tom Burns, Director, Ingram Micro North America, the new Division brings together an extensive portfolio of physical security products and services offered from Ingram Micro that support the emerging trend of integrated security solutions. Mirroring the landscape of the physical security market, the Division has focused its efforts on four primary security solution categories including: 1) Alarm and Fire, 2) Monitoring Services, 3) Access Control and 4) Video Surveillance.

As part of Ingram Micro's Physical Security Division, channel partners in the U.S. and Canada are able to access a wide variety of physical security products, as well as benefit from product and solutions training, world class technical support and specialized vendor channel programs. In addition, IT manufacturers who specialize in physical security solutions such as Axis Communications, Cisco, Sony and Panasonic are now able to leverage the new Division to expand their reach across a number of markets and acquire new customers, while fostering stronger relationships with channel partners who specialize in this field.

"We've been watching the growing convergence of IT security and physical security and have established this Division in anticipation of their eventual synthesis," says Keith Bradley, President, Ingram Micro North America. "The launch of this security division is another example of our continuing efforts to expand our reach and bring value and focus to new and adjacent markets."

Headquartered in Santa Ana, Calif., Ingram Micro's Physical Security Division supports all the top security brands and provides channel partners access to specialized technical advice, pre- and post-sales support, configuration and integration services, as well as training, education and marketing resources to help drive more business.

"Our new Physical Security Division will bring more focus through dedicated resources to this growing market opportunity and provide our channel partners and manufacturers an easier way to engage with Ingram Micro across the board to proactively address the needs of their customers and grow their businesses," concludes Rich Donohue, Vice President of Strategic Development and Execution, Ingram Micro North America.

For more information about Ingram Micro's Physical Security Division, channel partners and IT, manufacturers should contact their Ingram Micro sales representative.

#### *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 approximately 150 countries and is the only global broad-based IT distributor with operations in Asia. Visit [www.ingrammicro.com](http://www.ingrammicro.com).

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