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# Ingram Micro U.S. Named Fastest Growing Fujitsu Distributor for Document Scanning Solutions

## Distributor's Strong Demand Generation Capabilities and Partner Enablement Resources Yield 36 Percent Year-Over-Year Growth for Fujitsu Document Scanning Solutions

SANTA ANA, Calif., May 19 /PRNewswire/ -- Demonstrating its commitment to successful business partnerships, Ingram Micro Inc. (NYSE: IM) today announced its U.S. region has been named the "Fastest Growing Distributor of the Year" for document scanning solutions by Fujitsu Computer Products of America, Inc. The annual award recognizes the distributor with the best year-over-year sales performance in bringing Fujitsu imaging solutions to market.

(Logo: <http://www.newscom.com/cgi-bin/prnh/20100107/IMLOGO>)

"We are very pleased to recognize Ingram Micro for its vital role in executing against our U.S. growth initiatives for document scanners," said Nina Lutjens, vice president of sales, Fujitsu Computer Products of America, Inc. "Ingram Micro delivered impressive year-over-year sales growth in 2009 by empowering our mutual channel partners to effectively market, sell and support Fujitsu document scanning solutions through a variety of partner enablement resources."

The growing demand for document management solutions in 2009, coupled with Fujitsu and Ingram Micro's collaborative go-to-market strategies and tactics also contributed to the distributor's award-winning year with Fujitsu, says Kevin Prewett, vice president, vendor management, Ingram Micro U.S.

"We're extremely honored to be recognized by Fujitsu with this award and will continue to build upon our success as demand for document imaging solutions rises and the price points and performance capabilities become even more compelling," says Prewett.

To help channel partners maximize their sales revenues and service potential, Ingram Micro offers a wide range of business-building tools, resources and expertise. The distributor also features the IT industry's broadest and fastest growing portfolio of document management solutions.

For more information about Ingram Micro's growing portfolio of document management solutions, channel partners 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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