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Ingram Micro Spotlights Top Technologies and Trends at Fall 2010 Partner Connections Summit

Channel Partners Gather to Discuss Emerging Trends and Learn More about New Technologies and Partner Enablement Tools Available from Ingram Micro

TUCSON, Ariz., Sept. 21 /PRNewswire/ -- Ingram Micro Inc. (NYSE: IM) today welcomed more than 200 channel partners to its Fall 2010 Partner Connections Summit. Themed "Taking the Lead," the bi-annual education and training event has earned a reputation for empowering Ingram Micro channel partners with the tools, training and technical insight needed to successfully build their businesses and hone their IT solutions and vertical market expertise.

Taking place Sept. 21 - 23 at the Westin La Paloma in Tucson, AZ, the Fall 2010 Partner Connections Summit provides channel partners with an insider's look at what technology solutions and trends are influencing today's purchasing decisions and driving demand among small and mid-size business (SMB) owners.

As part of the distributor's partner enablement efforts, Ingram Micro is offering attending channel partners 90 days of technical support at no cost. Valued at US \$500, the trial program encourages solution providers to take advantage of Ingram Micro's cross-trained technical support team for both pre- and post-sales calls. Channel partners can also leverage Ingram Micro's technical support team to assist with the development, configuration and installation of complex technology solutions, as well as highly customized vertical market solutions.

"Selling technology has evolved into a business discussion that goes beyond simply increasing workforce productivity to focus in on enhancing the customer's corporate culture, value proposition and financial well being," says Anne Wilcox, event host and Ingram Micro's vice president, customer solutions marketing, U.S. "During this event, we are spotlighting in-demand technologies and solutions such as cloud computing, networking, security and virtualization, and bringing forward experts to discuss the market landscape and what's really keeping business owners awake at night."

The 2010 Fall Partner Connections Summit features a number of IT solution-focused workshops and informative keynotes. Guest speakers include Geno Marcoux, director of distribution, Juniper Networks and several Ingram Micro executives including Brian Wisner, senior vice president of sales and marketing, North America; Jason Beal, director of sales, services, North America; and Don Anderson, director of sales and customer service, Ingram Micro Consumer Electronics Division. Many of the distributor's top field-based technology solutions engineers and field sales representatives are also in attendance.

Throughout the three-day summit, channel partners will connect with IT industry experts on business-building opportunities and technology solutions. Attendees will also participate in the Experience Tech Fair, which offers an innovative, hands-on approach to the traditional technology show floor and features all the latest technology in action. The 2010 Fall Partner Connections Summit sponsors include Belkin, Brother, Cisco, Fujitsu, HP, IBM, Juniper Networks, Microsoft, NEC, RIM, Symantec and VMware. More than 85 different IT manufacturers will be in attendance.

"This is a can't miss event for channel partners who want to learn more about how to get the most out of their Ingram Micro partnership and ultimately grow their technology expertise, customer value and service revenues," says Wilcox.

For more information about Ingram Micro, visit <http://www.ingrammicro.com/>.

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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.

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