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# Ingram Micro Named Juniper Networks' Distributor of the Year Seven Years in a Row

## Best-in-Class Networking and Security Distributor Earns Top Honors at 2012 Juniper Network's Global Partner Summit

SANTA ANA, CA -- (MARKET WIRE) -- 02/16/12 -- [Ingram Micro Inc.](#) (NYSE: IM) is pleased to announce its U.S. region has once again been awarded Distributor of the Year by Juniper Networks (NYSE: JNPR). The honor marks the seventh consecutive year Ingram Micro has earned this prestigious accolade from the networking innovator. The award was presented at Juniper Networks' First Annual Global Partner Conference in Las Vegas and accepted by Eric Kohl, senior director, Advanced Technology Division, Ingram Micro U.S.

Throughout 2011, Ingram Micro gained significant sales momentum with Juniper Networks' U.S. channel partners -- posting high, double digit year-over-year sales growth and notably increasing its market share.

To further ensure success, Ingram Micro and Juniper Networks continued to invest in key partner enablement resources, including the [Juniper Networks Partner Enablement Program](#) and the [Ingram Micro/Juniper Networks Power Playbook](#). Additionally, Ingram Micro offered targeted partner training and education offerings designed to build the technology and sales expertise of Juniper Networks partners in key areas such as cloud networking, security, switching, routing and mobility.

"Ingram Micro is a strategic distribution partner and we are pleased to honor their outstanding achievements and commitment to our mutual success with this award," says Emilio Umeoka, senior vice president, worldwide partners, Juniper Networks. "Juniper's 2012 annual partner awards provide for a great opportunity to highlight partners from around the world who demonstrate outstanding achievements and commitment in the areas of sales, customer service, technology expertise and service specializations."

"Our Advanced Technology Division and Networking and Security business unit have been instrumental in the growth and ongoing success of Juniper Networks' U.S. partner base," says Ken Bast, vice president and general manager, Advanced Technology Division, Ingram Micro U.S. "Over the past seven years we've built a great relationship with Juniper, focused on partner enablement, sales growth and results-driven execution. This honor once again demonstrates the business advantage Ingram Micro brings to Juniper and our mutual channel partners."

For more information on Ingram Micro visit [www.ingrammicro.com](http://www.ingrammicro.com).

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*About Ingram Micro Inc.*

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, technical and financial support, managed and cloud-based services, and product aggregation and distribution. The company is the only global broad-based IT distributor, serving more than 150 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit [www.ingrammicro.com](http://www.ingrammicro.com).

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