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# Ingram Micro's New "Physician Outreach Total Solution" Streamlines Healthcare IT Sales and Service Opportunities

**Turnkey Solution Helps Proactively Address Industry Regulations and the Healthcare Market's Growing Need for Greater Efficiency, Scale and Lower Cost of Doing Business**

SANTA ANA, CA -- (Marketwired) -- 07/31/13 -- Demonstrating its market leadership and IT portfolio depth, [Ingram Micro Inc.](#)'s (NYSE: IM) Healthcare Division today announced its "Physician Outreach Total Solution," a unique and streamlined approach to addressing the growing business and technology needs of the complex healthcare market.

Available now, Ingram Micro's new Physician Outreach Total Solution is built upon a comprehensive framework of key technology and services components purpose-built for use within the healthcare market. The solution is designed to empower channel partners with a customizable, turnkey offering and systematic approach to bringing their healthcare customers' practices and organizations into alignment with industry standards and regulations affecting today's hospital and physician networks.

By leveraging Ingram Micro's Physician Outreach Total Solution, channel partners are able to market, sell, deploy and support a growing portfolio of health IT (HIT) solutions. Technology categories addressed through Ingram Micro's new program include infrastructure, document management, electronic health records (EHR), mobility, telehealth, cloud services/applications, IT support, as well as EHR assessment, HIPAA risk analysis and financial services.

Additionally, channel partners can tap into the dedicated and field deployable resources offered through Ingram Micro's Healthcare Division which includes a physician, business development managers, program managers and marketing managers. Ingram Micro's Healthcare Partner Network (<http://imhealthhcpn.com/>) is also a great resource for channel partners to identify and collaborate with a network of proven IT health specialists.

"The healthcare market, particularly hospitals, physicians and dental practices, represents an explosive sales and service opportunity for channel partners who know how to use technology to improve patient care, reduce costs and optimize the business," says Michael Humke, executive director, Vertical Markets, Healthcare and Public Sector, Ingram Micro U.S. "We believe our new Physician Outreach Total Solution program further simplifies health IT sales and support services by delivering a significant business advantage to channel partners that is only available from Ingram Micro."

"The depth of Ingram Micro's HIT portfolio and market expertise around healthcare, combined with its solution-oriented approach to sales and support, is exactly what we need

from a distribution partner," says Mark Essayian, president, KME Systems, an Ingram Micro [VentureTech Network](#) member and leading infrastructure service provider headquartered in Lake Forest, Calif. "Ingram Micro's Physician Outreach Total Solution helps take the pain out of procuring the right technologies and building a solution. It also positions us to better service our healthcare customers with confidence by offering support, services and expertise that they simply couldn't get from another provider."

For more information on Ingram Micro's healthcare efforts visit [www.ingrammicro.com/healthcare](http://www.ingrammicro.com/healthcare) or contact the IMHealth program management team at (800) 456-8000, ext. 77846 or [imhealth@ingrammicro.com](mailto:imhealth@ingrammicro.com).

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### ***About Ingram Micro Inc.***

Ingram Micro is the world's largest wholesale technology distributor and a global leader in IT supply-chain, mobile device lifecycle services and logistics solutions. 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 and mobile solutions, technical support, financial services and product aggregation and distribution. The company is the only global broad-based IT distributor, serving approximately 160 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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