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Ingram Micro Announces New Services for Public Sector Channel Partners

Distributor Unveils "First Responders" Configurator, New e-Rate Program and Rebranded Diversity Business Partner Network at the 2013 Ingram Micro Fall SLED Invitational

HOLLYWOOD, FL -- (Marketwired) -- 11/14/13 -- Simplifying success in the public sector, Ingram Micro Inc. (NYSE: IM) today unveiled a trifecta of new services and enhanced programs at its 2013 Fall SLED Invitational. Available now, these new offerings are designed to help VARs and managed service providers (MSPs) more easily uncover and capitalize on IT sales opportunities across the state, local and education (SLED) market:

- A **"First Responders" Configurator** - This new interactive and informative tool aids channel partners in qualifying opportunities and designing purpose-built, customized technology solutions for first responders including police, fire and emergency medical services (EMS). The new tool will help channel partners identify the solutions best suited for the specific role of the first responder, and recommend the hardware needed to fit the make and model of the vehicle in use.
- A new **E-Rate Program** powered by Funds for Learning - This new program introduces a line-up of specialized services such as training, pre-bid intelligence and pre-qualified lead support to help channel partners quickly identify and capture more sales opportunities within the education sector using the USAC (Universal Service Administration Company) E-Rate Program.
- An enhanced **Diversity Business Partner Network** - This targeted network of channel partners has been recently enhanced to provide more resources and benefits to all members of Ingram Micro's Public Sector Elite community who hold small or diverse business certifications such as 8(a), HUBZone, Woman-Owned, or Service-Disabled Veteran-Owned status.

More information about these new services can be found at <http://www.im-publicsector.com>.

"The Public Sector is a complex market that is full of opportunity for those channel partners who are willing to roll up their sleeves and get involved," says Michael Humke, event host, presenter and executive director of vertical markets and healthcare for Ingram Micro U.S. "Our role at Ingram Micro is to give them the resources, solutions, support and insight to get to 'yes' faster with their customers, identify new opportunities, and ultimately help our channel partners close more deals. All three of these offerings will help our channel partners simplify success and drive stronger revenues and greater profitability."

Humke encourages channel partners to stay close to the markets they serve and collaborate with Ingram Micro to provide the total solution. "Education remains a major and growing focus area for the IT sector, and Ingram Micro is working with our vendors, including independent software vendors (ISVs), to assist our channel partners in offering the right

tools and technology needed to support teacher training, curriculum development and meet the increasing demands around mobile device management (MDM) and school security," continues Humke.

With more than 350 attendees, Ingram Micro's 2013 Fall SLED Invitational is taking place Nov. 13 - 15. Themed "SLED Talks," the annual public sector-focused event delivers valuable insights from many of the IT industry's largest brands including Adobe, Cisco, HP, Microsoft, Panasonic and Samsung.

Honored speakers taking the main stage at the event include Kirk Robinson, senior vice president of commercial markets and global accounts for Ingram Micro U.S. and Margo Day, vice president of U.S. Education for Microsoft. Industry research and market expert Joe Morris of the Center for Digital Education and real-world decision makers Tony Hunter, CIO of Broward County School Districts, and Ron Olson, who previously served as lieutenant of the Downey Police Department, will also share their perspectives with attendees on the IT purchasing patterns, trends and happenings having the most impact on the SLED market.

"Ingram Micro is serious about simplifying success for our channel partners across all the markets we serve," says Robinson. "The SLED market represents many of the IT industry's early adopters and offers a significant and growing sales opportunity for our channel partners and Ingram Micro's Public Sector Elite community. Over the years, Ingram Micro has demonstrated an unwavering commitment to this sector and will continue to focus our efforts on being an indispensable business partner that is dedicated to achieving mutual success."

For more information on Ingram Micro's Public Sector Elite community and the dedicated resources available to Ingram Micro channel partners focused on federal and SLED markets, visit <http://www.im-publicsector.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 and mobile device lifecycle services. 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 IngramMicro.com.

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