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Ingram Micro Adds VMware to Promark GSA Schedule and Announces New Public Sector Rewards Club

New Business Enablement Program Provides Channel Partners With Proven Methodology for Increasing VMware Solution Sales and Profitability

SANTA ANA, CA -- (Marketwired) -- 11/24/14 -- Ingram Micro Inc. (NYSE: IM) today announced the addition of VMware to Promark Technology's General Services Administration (GSA) schedule. Promark is a wholly-owned subsidiary of Ingram Micro.

Simultaneously, Ingram Micro introduced its Public Sector Rewards Club. Developed in conjunction with VMware, the new program is offered at no cost to mutual Ingram Micro and VMware channel partners in the U.S.

Available now, the new Ingram Micro partner enablement program works to accelerate the success of VMware channel partners serving the IT needs of organizations within the federal, state, local and education markets. The new Rewards Club is credited with contributing to the success of several Ingram Micro and VMware channel partners including Technology For Education (TFE).

"Ingram Micro and VMware are valued business partners that we rely on to expand our expertise, solutions portfolio and support services," says Teri Anderson, CEO of Technology For Education. "The addition of VMware to the Promark GSA schedule and new Rewards Club come together to give us access to the solutions, market development funds, training and support resources we need to build a better business and deliver an exceptional user experience to both our current and future education clients."

Together with Ingram Micro and VMware, TFE recently hosted its annual end-user event for local Texas school districts. During the event attendees were encouraged to ask questions and experience firsthand the benefits of e-learning and see the innovative technologies and solutions that comprised the digital classroom. The lead-generation and education event was a big hit among attendees and resulted in a solid pipeline of new business for TFE.

"The public sector is lined with opportunity for channel partners and we're pleased to expand our successful relationship with VMware to include our Promark GSA schedule and new Rewards Club partner enablement program," says Bill Brandel, executive director, Advanced Computing Division, Ingram Micro. "Together with VMware and Promark we are empowering our channel partners with the technology and support needed to help their customers Realize the Promise of Technology™."

Channel partners who participate in the new Ingram Micro Public Sector Rewards Club

receive several business-building benefits including:

- Priority access to Ingram Micro's more than 140 dedicated VMware team members, including more than a dozen expert VMware Solution Engineers
- Business Intelligence propensity targets to identify new opportunities from within a channel partner's install base
- Onsite sales and technical solution workshops designed to increase channel partner's knowledge of VMware and how to sell full solutions that meet the unique needs of public sector organizations
- Free competency training vouchers that will enable channel partners to gain specializations and certifications for increased profitability
- Demand generation funds to build future VMware pipeline
- Access to the Ingram Micro / Promark GSA and State contract vehicles

To learn more about Ingram Micro's VMware GSA schedule and Public Sector Rewards Club channel partners can contact their Ingram Micro sales representative or email VMware-PSMD@ingrammicro.com.

About Promark Technology

Promark Technology, an Ingram Micro company, is one of the premier value added distributors (VAD) in the United States. Promark's core technology focus is distributing data storage and virtualization products and solutions through a two-tier distribution channel to value added resellers (VARs) and system integrators. Promark leverages its direct relationships with world class technology partners to provide solutions that meet the most demanding needs of its customers. Promark also offers a Public Sector Business Program that helps resellers navigate the government selling process and expand the reach of their Business. The program provides authorized resellers the ability to leverage Promark's GSA Schedule to market and sell products and solutions into both federal government and state and local organizations. Promark offers professional services in application integration, backup and recovery, network optimization, storage implementation and disaster recovery. To learn more about Promark Technology call 800.634.0255 or visit www.promarktech.com.

About Ingram Micro

Ingram Micro helps businesses Realize the Promise of Technology™. It delivers a full spectrum of global technology and supply chain services to businesses around the world. Deep expertise in technology solutions, mobility, cloud, and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve. Unrivalled agility, deep market insights and the trust and dependability that come from decades of proven relationships, set Ingram Micro apart and ahead. Discover how Ingram Micro can help you Realize the Promise of Technology™. More at www.ingrammicro.com.

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Media Contact:

Marie Rourke
+1 (714) 292-2199
WhiteFox Marketing
[Email Contact](#)

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