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# Ingram Micro Cloud Launches Automated Cloud Services Platform in Brazil

## Platform Enables Resellers to Purchase, Provision, Manage and Invoice Cloud Solutions Without Building an In-Depth Infrastructure

SAO PAULO, BRAZIL -- (Marketwired) -- 09/13/16 -- To leverage the rapid growth of cloud computing in Latin America, Ingram Micro Inc. (NYSE: IM) today announced the launch of the Ingram Micro Cloud Marketplace, an automated cloud services platform in Brazil.

Now available in 19 countries worldwide, the Ingram Micro Cloud Marketplace is an ecosystem that brings together buyers, sellers, and solutions by enabling resellers to leverage the infrastructure of Ingram Micro. Rather than building complex and scalable infrastructure to support the growth of their businesses, channel partners can now leverage the pre-build, flexible platform from Ingram Micro to purchase, provision, manage and invoice cloud solutions and services.

With today's launch, the following cloud solutions will be available on the Cloud Marketplace including Microsoft Office 365 through the Microsoft Cloud Solution Provider (CSP) program, Microsoft Azure, and Acronis; with BitTian MigrationWiz to be available in the coming days. A number of additional leading cloud solutions are expected to be added in the following weeks.

According to IDC, demand for cloud services in Brazil is growing in double digits as companies need to continue decreasing their overall costs. In 2015, public cloud services were valued at US\$645M, and are expected to grow to US\$1531M by 2018, with a compound annual growth rate (CAGR) of 33.4%.\*

"Cloud adoption in Brazil continues to grow rapidly, with more SMBs shifting their current IT infrastructure to a cloud-based model to improve their time-to-market and overall competitive stance," said Diego Utge, vice president & chief executive Ingram Micro Brazil. "The availability of the Cloud Marketplace now provides our partners with greater capability to effectively sell cloud solutions while identifying and exploiting new business opportunities."

As the first cloud service provider to deliver Office 365 on an automated platform, Ingram Micro empowers channel partners to quickly grow their cloud business by bundling their own cloud services and consolidating invoicing. Ingram Micro is also providing channel partners with an automated way to convert Microsoft Office 365 Advisor and Microsoft Open subscriptions to the CSP program through Ingram Micro's Microsoft Advisor to CSP service plan. Delivered on the Cloud Marketplace, the service plan allows channel partners to maintain complete ownership rights of their customers while earning higher renewal margins.

"With our cloud platform, we are helping clients transform their traditional businesses to be more competitive and agile by giving them access to more partners and technology without

having to make significant infrastructure investments," said Nimesh Dave, executive vice president, Global Cloud, Ingram Micro. "We are excited to continue the global rollout of our Cloud Marketplace, especially in such a strategic market like Brazil."

To learn more about the Ingram Micro Cloud Marketplace please visit: <https://br.cloud.im/>.

*\*Source: Worldwide and Regional Public IT Cloud Services Forecast 2015-2019 (IDC #US40709515)*

#### **About Ingram Micro Cloud**

Ingram Micro Cloud™ empowers service providers and partners to monetize and manage the entire lifecycle of cloud services, infrastructure, and IoT subscriptions, so they can simplify digital transformation with confidence, speed and agility. To learn more please visit, [www.IngramMicroCloud.com](http://www.IngramMicroCloud.com).

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

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. More at [www.ingrammicro.com](http://www.ingrammicro.com).

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