

August 27, 2007



# Ingram Micro Announces Seismic Solution Financing for Partners in the U.S. and Canada

## **New Hardware-as-a-Service Offering Ideal for Resellers and Managed Service Providers Looking to Deliver Hardware, Software and Professional IT Services as an All-in-One Managed Services Solution**

SANTA ANA, Calif., Aug. 27 /PRNewswire/ -- Ingram Micro Inc. (NYSE: IM) today announced Seismic Solution Financing - the IT channel's first formal Hardware-as-a-Service (HaaS) offering from a broadline distributor in North America.

Developed in conjunction with Ingram Micro Financial Services, Seismic Solution Financing enables resellers and Managed Service Providers (MSPs) to develop, sell and finance complete outsourced IT solutions including hardware, software and professional IT services to clients under a single contract for a fixed, recurring monthly services fee. The new HaaS offering is available immediately to partners in the U.S. and Canada through the Ingram Micro Seismic Virtual Services Warehouse.

"Seismic Solution Financing does more than just free up solution providers' cash flow, it enables our Seismic partners to grow their business, extend their reach and engage with customers on a completely new level of service," says Justin Crotty, vice president, services, Ingram Micro North America. "This flexible, no-hassle financing solution is just another way Ingram Micro's Services Division is working to simplify the managed services sale cycle and establish reoccurring revenue streams for our partners."

Keeping in line with the growing Seismic services portfolio, Ingram Micro's Seismic Solution Financing is supported by a number of training and education courses that focus on the front and back-end business resources and knowledge needed to deliver HaaS. "Seismic is all about enablement and removing barriers that may prevent our partners' success," concludes Crotty. "This new HaaS offering is a business-building resource that will open doors for Seismic partners who are eager to grow, but may not have the resources and dollars to fund these type of all-in-one service deals."

For more information about Ingram Micro's new Seismic Solution Financing offering email [PreferredLeasing@ingrammicro.com](mailto:PreferredLeasing@ingrammicro.com). For more information about the Seismic Virtual Services Warehouse, solution providers can contact Ingram Micro at (800) 705-7057, option 5; send e-mail to [services@ingrammicro.com](mailto:services@ingrammicro.com); or visit <http://www.ingrammicro.com/servicesdivision>.

About Ingram Micro

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 services, technical support, financial services, and product aggregation and distribution. The company serves 150 countries and is the only broadline global IT distributor with operations in Asia. Visit <http://www.ingrammicro.com>.

SOURCE Ingram Micro Inc.