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New Ingram Micro Vendor Helps Channel Partners Customize, Protect and Preserve Clients' Digital Displays

ITSENCLOSURES Leverages Ingram Micro to Market and Sell Industrial Display Enclosures to Solution Providers and Technology Integrators Focused on Key Market Verticals such as Entertainment, Retail, Recreation, and Transportation

SANTA ANA, Calif., Dec. 10 /PRNewswire/ -- Ingram Micro Inc. (NYSE: IM) today announced ITSENCLOSURES as the first large format display enclosures vendor to be offered as part of the distributor's growing digital signage portfolio in the U.S. The new agreement marks the first mainstream distribution relationship for ITSENCLOSURES and further enhances the value of Ingram Micro's Digital Signage Division by addressing channel partners' need for access to custom and standard digital signage LCD enclosures.

According to Kevin Prewett, vice president, Digital Signage Division and vendor management, Ingram Micro U.S., digital signage is becoming standard use in many of today's vertical markets - especially where real-time communications and streaming video are critical to ensuring a positive user experience.

"Take for example baseball stadiums, railroads, coffee shops, airports, retail outlets and entertainment parks - all of which have started to use digital signage as a primary means of communicating and interacting with customers," says Prewett. "There's no question that opportunity is out there and with this new line of standard and custom ruggedized LCD enclosures our channel partners will be able to better address market demands and protect and preserve their clients' digital signage investments."

"Ingram Micro's established footprint in the digital signage arena combined with its existing reach into the U.S. channel community made this relationship an ideal catalyst for growing our partner base," says JT Spangler, president, ITSENCLOSURES. "As the digital signage market has matured, demand for outdoor LCD displays has increased and created an outstanding value proposition for our enclosures. We see tremendous opportunity to market and sell our products to and through Ingram Micro's channel partners and look forward to growing our business together."

ITSENCLOSURES complete product line of digital signage LCD enclosures is available now to Ingram Micro solution providers nationwide as well as international. For more information contact your local Ingram Micro sales representative.

About ITSENCLOSURES

Located in Mt. Pleasant, Pa., ITSENCLOSURES is the expert in electronic display and computer protection equipment. Its NEMA-rated enclosures are ideal for any and all environments where dust, dirt and exposure to liquids or corrosives threaten the

performance of electronic equipment. ITSENCLOSURES products allow companies to safely use any computer or monitor in the harshest operating environments. ITSENCLOSURES also offers a complete line of thermal management solutions. The company has been helping companies protect their technology investments and realize the maximum life cycle of their equipment since its founding in 1985.

About Ingram Micro's Digital Signage Division

The Digital Signage Division of Ingram Micro Inc. is the leading distributor within the digital signage market offering the complete digital signage solution via existing technologies. Solution providers and vendors benefit from the Digital Signage Division as it offers premier support through a dedicated team of professionals. With offices and distribution centers across North America, Ingram Micro's Digital Signage Division delivers a comprehensive portfolio of products and services to technology integrators around the world. For more information, visit www.ingrammicro.com/digitalsignage.

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 broad-based global IT distributor with operations in Asia. Visit www.ingrammicro.com.

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