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# Ingram Micro's New Merchant Services Enable Channel Partners to Sell Credit Card Processing Solutions to Customers

## Credit Card Payment Services Offer Channel Partners Large, Upfront Incentive Payment Plus Healthy Recurring Revenue Residuals

ORLANDO, FL -- (MARKET WIRE) -- 07/25/11 -- *RetailNow 2011 Booth #619* -- Expanding its role within the distribution value chain, [Ingram Micro Inc.](#) (NYSE: IM) today announced Ingram Micro Merchant Services. The new credit card payment processing services are being launched at RetailNow 2011, taking place July 24-26 in Orlando.

Available now to [Ingram Micro](#) channel partners in the U.S., the new, turn-key credit card processing offerings open additional revenue streams for Ingram Micro resellers by making it easy and profitable to sell merchant services as part of a new or existing point-of-sale or technology solution, or as a stand-alone service.

To drive demand and accelerate sales for Ingram Micro Merchant Services, the distributor is rewarding channel partners with a large, upfront incentive for each service sold, as well as an incremental annuity stream that represents a healthy percent of the recurring revenue residuals received from each customer.

"Ingram Micro Merchant Services is a high-value incremental service for channel partners who sell to retailers and do business within key vertical markets such as e-tail, grocery, hospitality, restaurants and transportation," says Justin Scopaz, general manager, Ingram Micro Data Capture / POS.

"By teaming with one of the top electronic commerce and payment processing companies in the industry, Ingram Micro is bringing to market a competitively priced service that spans our partner base, offers a very lucrative incentive program and works to remove additional back-office complexity for all parties involved in the sale," says Brian Wiser, senior vice president, Specialty Solutions Division, Ingram Micro North America. "Ingram Micro Merchant Services is a great, business-building service that our channel partners have been asking for and we're pleased to deliver."

### *New Merchant Services Offer Low Transaction Fees, Online Reporting and 24/7 Customer Support*

With Ingram Micro Merchant Services, channel partners can now offer customers best-in-class payment processing solutions that feature all the bells and whistles and boast low processing fees for virtually all types of credit and debit cards.

In addition, channel partners can rest assured that customers using Ingram Micro Merchant Services will receive 24/7 customer service and technical support, as well as online access

to their account information, such as billing and detailed reporting of all credit card types including Visa®, MasterCard®, Discover® Network and American Express®.

"Ingram Micro Merchant Services stands out above the rest," says Nik Parra, sales director, Resource POS. "In the short time we've been working with Ingram Micro Merchant Services, they've already helped us close a number of business deals with relative ease."

To learn more about Ingram Micro Merchant Services, channel partners can call Ingram Micro at (877) 864-8056 or email [merchantservices@ingrammicro.com](mailto:merchantservices@ingrammicro.com).

For more information on Ingram Micro visit [www.ingrammicro.com](http://www.ingrammicro.com).

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#### *About Ingram Micro Inc.*

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, technical and financial support, managed and cloud-based services, and product aggregation and distribution. The company is the only global broad-based IT distributor, serving more than 150 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit [www.ingrammicro.com](http://www.ingrammicro.com).

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