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# Ingram Micro VentureTech Network Hosts Fall 2011 Invitational in Las Vegas

## IT Industry's Most Influential Channel Partner Community Welcomes More Than 750 Attendees to Las Vegas

LAS VEGAS, NV -- (MARKET WIRE) -- 10/17/11 -- Dedicated to cultivating IT channel partner success, Ingram Micro Inc. (NYSE: IM) is pleased to announce its North American VentureTech Network (VTN) Fall 2011 Invitational, taking place in Las Vegas, Oct. 16-19.

More than 750 attendees will convene at this year's event, which is themed, "The Future is Ours," emphasizing the many business opportunities and outlets for growth potential that exist for VTN IT solution provider members. At the Invitational, these members will collaborate with Ingram Micro's IT channel and solution experts and work alongside the distributor's vendor partners to learn how to grow their IT businesses faster and more effectively than any one partner could do on their own.

"We've assembled together the top North America-based solution providers, managed service providers (MSPs) and IT channel chiefs from industry leaders such as CA, Cisco, HP, IBM, Microsoft and Xerox. It's a tremendous opportunity to take in the best that the industry has to offer -- all at a single venue," says John Fago, Ingram Micro's senior director of channel marketing for North America.

Gartner, Inc.'s Tiffani Bova, along with IT luminaries such as HP's Stephen DiFranco, IBM's Harris Warsaw, and Microsoft's Cindy Bates, will all take center stage to share industry insights and business growth opportunities with the VTN community. Paul Bay, executive vice president of Ingram Micro North America, as well as other Ingram Micro executives, will also be on hand to speak.

A VTN highlight will be a presentation by Tony Hsieh, CEO of Zappos.com, Inc. and author of the book, "Delivering Happiness." The agenda also includes an exclusive preview of the new Ingram Micro Cloud e-commerce platform, with executives from Fujitsu, NetEnrich and Siemens also sharing key insights on the latest cloud technologies.

### *Mastermind Peer Groups Designed to Hone Business Strategy, Leadership Skills*

In addition, in-depth Mastermind peer group sessions and Mastermind members-only events will be held throughout VTN. Mastermind groups, launched in 2010 and exclusive to VTN, are open to highly committed owners, presidents and CEOs of Ingram Micro partners looking to hone their business strategies, strengthen their leadership abilities and increase profitability.

"The VTN community is a collaborative force that takes our members to new heights in their businesses. These individuals continue to lead the industry with their business and technology expertise, creating demand for new solutions and services that drive growth and

success for their customers," says Fago. "The valuable support that our Mastermind programs provide is second to none, and we look forward to the role they'll play as part of the outstanding program we have in store."

The Ingram Micro VTN community is represented by more than 400 members throughout North America and boasts an estimated buying power of more than \$1 billion in Ingram Micro sales. In the U.S. and Canada, Ingram Micro VTN members are recognized among the IT industry's best, brightest and most successful solution providers and MSPs.

"The VTN Invitationals are one-of-a-kind events that provide members to interact with premier industry leaders and prominent peers across North America. The two days inspire our members with new ideas, partnerships and insight needed at this critical juncture in the IT industry," says Jim Veraldi, executive vice president of Denville, N.J.-based Micro Strategies, and co-president of the VentureTech Council. "This year's Fall VTN in Las Vegas is all about the community and growing our business through strategic partnerships. We look forward to a great event -- The future is ours!"

For more information on VTN, solution providers and manufacturers should contact their Ingram Micro sales or marketing representative and visit [www.im-vtn.com](http://www.im-vtn.com). VTN is also active on Twitter. Follow the VTN Community at [www.twitter.com/VTNcommunity](http://www.twitter.com/VTNcommunity). The 2011 VTN Invitational Twitter hash tag is #VTN2011.

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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