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Ingram Micro Canada Celebrates Back-to-Back Wins at 2011 Microsoft Partner Network IMPACT Awards

Company Recognized as Microsoft's Top Canadian Distribution Partner Two Years in a Row, Congratulates Ingram Micro VentureTech Network Members on Winning Partner of the Year Honours

MISSISSAUGA, ON -- (MARKET WIRE) -- 12/05/11 -- Ingram Micro Inc. (NYSE: IM) -- For the second consecutive year, Microsoft Canada Inc. has recognized [Ingram Micro Canada](#) as "Distributor of the Year."

In addition, Ingram Micro Canada is pleased to announce that three of its Canadian VentureTech Network (VTN) members were named Microsoft Canada's Partner of the Year winners. VTN member [360 Visibility](#) was presented with the prestigious IMPACT award for the Microsoft Canada & Ingram Micro Canada - VentureTech Network Partner of the Year, while [AMA Inc.](#) received the award for the Microsoft Canada & HP Frontline Canadian Partner of the Year. These two awards fell under the New Canadian Partnership category, with VTN members earning two of the three awards presented.

VTN member [Groupe Access](#) walked away with the IMPACT award for Canadian Virtualization Partner of the Year. In addition, VTN member [IT Weapons](#) was nominated under the Canadian Marketing Innovation Partner of the Year category.

Upon accepting the award on behalf of 360 Visibility, Marco D'Ercole, executive vice president, thanked his entire staff, Microsoft Canada, Ingram Micro Canada and then asked the audience "For those of you who don't belong to VTN, what are you waiting for?"

The ninth annual IMPACT Awards recognize excellence across the large and diverse community of Microsoft's Canadian technology partners and celebrate the tremendous work accomplished by partners as they respond to challenges in their business through the use of technology. The prestigious accolade of Distributor of the Year was presented to Ingram Micro Canada at the IMPACT awards ceremony, held November 30 at the historic Distillery district in downtown Toronto.

Microsoft Canada applauded Ingram Micro Canada's outstanding creativity and effective approach to new and existing business opportunities, as well as its excellence in engaging with Microsoft and its mutual channel partners. In addition, Ingram Micro Canada was recognized for its exceptional execution and effectiveness in reaching resellers and providing a high level of customer satisfaction while delivering strong business results.

"We are honoured to once again earn the title of Microsoft Canada's Distributor of the Year and congratulate our VTN members for being recognized as top-performing Partners of the

Year," says Mark Snider, general manager, Ingram Micro Canada. "Microsoft has been a foundational partner with Ingram Micro and this recognition demonstrates the ongoing success of our relationship and the positive impact our efforts are having on the Microsoft partner community."

In 2011, Ingram Micro Canada made a number of strategic investments in the Microsoft business and continued to build on the strength and success of its dedicated team of Microsoft-focused associates and Canadian VTN membership. One of the top joint initiatives launched this year by Ingram Micro Canada and Microsoft Canada included a successful mobile customer solution for cloud computing that can be leveraged by channel partners nationwide to demonstrate to customers and prospects the length and breadth of Microsoft's cloud technology without having to incur any travel expense or inconvenience.

"Ingram Micro Canada and our Canadian VTN members have enjoyed a great year of partnership and prosperity with Microsoft," says Tim Billing, vice president of vendor management, Ingram Micro Canada. "We're eager to replicate this success in 2012 and extend our partnership to new heights."

For more information about the 2011 Microsoft IMPACT awards, visit <http://www.microsoft.ca/awards>.

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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.

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