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Ingram Micro's New Managed Print Services Simplifies Sales and Expands Professional Services Offerings for Channel Partners in the U.S.

Distributor Launches Trio of Managed Print Service Packages and New Professional Assessment, Quote and Proposal Services at 2012 Cloud Summit

SANTA ANA, CA -- (Marketwire) -- 06/05/12 -- The Document Imaging Business Unit of [Ingram Micro Inc.](#) (NYSE: IM) today announced a trio of turnkey [managed print services \(MPS\)](#) offerings at the 2012 Cloud Summit in Scottsdale, AZ.

Available now in the U.S., the new portfolio of Ingram Micro MPS offerings is bundled into three SKUD service packs -- Plus, Advance and Total -- that include a simple data collection and automated supplies fulfillment service, an all-inclusive cost-per-page model and complete, remotely managed hardware-as-a-service offering with help desk support. Each service pack is customizable to suit an end-user's needs. A la carte services are also available such as data collection, supplies and services monitoring, as well as help desk triage and break fix services.

Simultaneously, the distributor unveiled its new MPS Connect professional services. Available exclusively in the U.S., the new MPS assessment, quote and proposal development services are designed to help channel partners build their sales and services pipeline quickly by identifying and ultimately capturing new MPS business opportunities with existing customers and prospects.

"Ingram Micro's new MPS offerings and assessment services simplify managed print for our channel partners and help make it a profitable, easy-to-manage recurring revenue stream that brings tremendous business value and return to customers of all sizes," says Ryan Grant, director, Document Imaging, Ingram Micro U.S. "What's more is that Ingram Micro's new MPS program is vendor agnostic and appeals to channel partners who are already selling MPS, just getting started or on the fence about developing a MPS practice. These offerings are ready-to-sell and require little to no upfront investment, making them truly turnkey services and margin-rich opportunities for our partners."

Another business advantage for channel partners leveraging Ingram Micro's MPS offerings is the ability to remotely access and manage their end-users' entire printer fleets within a single web portal. Included in all three SKUD service packs, the online portal provides resellers and MSPs with valuable information for each managed printer within an end-user's network such as the type of device, number of prints per device, toner levels, maintenance needs and service errors.

"Managed print services are proven to help companies reduce annual output costs by up to 40 percent, while radically increasing workflow efficiencies -- it's a value proposition that businesses can't ignore and a profitable service model channel partners must incorporate into their solution portfolio to maintain relevancy and keep competitors out," says Tim Ament, vice president and general manager, Direct and Consumer Markets Division, Ingram Micro U.S. "Recognized as one of Ingram Micro's top strategic initiatives in the U.S., managed print services represent a growing market opportunity for our channel partners and is a great example of the power, flexibility and savings hybrid cloud solutions are bringing to businesses of all sizes. Ingram Micro is committed to the document imaging category and will continue to invest in and bring to market compelling services, solutions and programs that will enable our partners to thrive."

For more information on Ingram Micro's new MPS offerings, contact the Managed Print Services team at (800) 419-8990; send email to mps@ingrammicro.com or visit www.ingrammicro.com/mps.

For more information on Ingram Micro visit www.ingrammicro.com.

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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 145 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit www.ingrammicro.com.

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Press contacts:

Marie Rourke

WhiteFox Marketing (For Ingram Micro Inc.)

Marie@whitefoxpr.com

(714) 292-2199

Gen Biggs

WhiteFox Marketing (For Ingram Micro Inc.)

Gen@whitefoxpr.com

(814) 825-5760

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