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# Ingram Micro Adds Microsoft Office 365 Cloud Service Subscriptions for SMBs to Its Cloud Based Solutions Portfolio

## **Ingram Micro's Dedicated Microsoft Cloud OneStop Team Provides Sales, Marketing and Technical Assistance for Partners to Help Them Take Advantage of New Technologies Solutions**

SANTA ANA, CA -- (Marketwire) -- 03/12/13 -- Ingram Micro Inc. (NYSE: IM), the world's largest wholesale technology distributor and a global leader in IT supply-chain, mobile device lifecycle services and logistics solutions, today announced the availability of Office 365 through Ingram Micro's Microsoft Cloud OneStop team in North America. Offering a dedicated website for information, tools and resources, Ingram Micro's OneStop Team provides enrollment and program support, service demos, enablement and go-to-market assistance to help solution providers excel and grow their Microsoft cloud practice.

"As a broad-based distributor with a full portfolio of Microsoft hosted solutions, we are excited to add Office 365 to our suite of Microsoft offerings," said Heather Connally, director of vendor management, Microsoft Business Unit, Ingram Micro North America. "The ability to incorporate Office 365 into on-premises licensing sales and selling workstreams really opens doors for solution provider partners to more fully embrace an even broader suite of Microsoft offerings. To assist our partners and customers, we offer sales, marketing and technical assistance to help ensure they can fully operate these new solutions. This includes access to field deployable and inside sales resources, as well as technical sales engineers. Office 365 is an impressive offering that meets the needs of distributors, partners and their end customers."

Office 365 is Microsoft's most complete Office cloud service to-date tailored to the needs and budgets of small, medium and large organizations. With the new Office 365 and full packaged product (FPP) subscription model, Ingram Micro provides Office 365 subscription packages directly to resellers to help small and midsize businesses take advantage of cloud services.

"Office 365 is on track to be one of the fastest-growing businesses in Microsoft's history," said Jon Roskill, Microsoft corporate vice president, Worldwide Partner Group. "We are excited to partner with Ingram Micro to bring Office 365 to businesses of all sizes."

"I see cloud computing and, in particular, Office 365 as beneficial to my clients, as well as beneficial to my own organization," said Ken Klika, partner and director of Network Solutions at BCG Systems, a business IT solutions provider based in Akron, Ohio. "The average small or midsize business may not be able to afford an on-premise solution, but with Office 365 it can have those capabilities and more. Plus, the cloud opens the door for BCG to provide more value-added services."

Ingram Micro Cloud ([www.ingrammicrocloud.com](http://www.ingrammicrocloud.com)) provides channel partners access to hundreds of business, strategy, marketing, technical and sales resources including the Ingram Micro Cloud Marketplace, a transactional, online marketplace where solution providers can shop, procure, provision and obtain invoices for their cloud services directly from Ingram Micro. To date more than 100 services and 50 vendors are featured as part of the Ingram Micro Cloud portfolio.

#### *About Office 365*

Office 365 brings together Microsoft Office, Microsoft SharePoint Online, Microsoft Exchange Online and Microsoft Lync Online in an always-up-to-date cloud service. With Office 365, moving to the cloud does not require people to change the way they work because it's based on the familiar, industry-leading productivity tools people know and trust. Employees get new ways to work together with ease, on virtually any device or mobile phone,\* using familiar applications such as Office that they already know and love. Business owners get the reliability, security features and IT controls they need in the cloud. More information about Office 365 and regulatory compliance are available at Office 365 FAQs.

\*An appropriate device, Internet access and a supported browser and/or carrier network connectivity are required.

#### *About Ingram Micro Inc.*

Ingram Micro is the world's largest wholesale technology distributor and a global leader in IT supply-chain, mobile device lifecycle services and logistics solutions. 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 and mobile solutions, technical support, financial services and product aggregation and distribution. The company is the only global broad-based IT distributor, serving 160 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit [www.ingrammicro.com](http://www.ingrammicro.com).

More information about Ingram Micro is available at [www.ingrammicro.com](http://www.ingrammicro.com) and <http://ingrammicroinc.wordpress.com>.

To learn, see and hear more about Ingram Micro online, follow the distributor on Facebook at [www.facebook.com/IngramMicro](http://www.facebook.com/IngramMicro); Twitter at [www.twitter.com/IngramMicroInc](http://www.twitter.com/IngramMicroInc); and YouTube at <http://www.youtube.com/user/ingrammicroinc>.

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