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Ingram Micro Now Offers Electronic Service Delivery for Microsoft Office Products

Distributor's New 'Digital Locker' Enables Ingram Micro Channel Partners Throughout North America to Easily Purchase and Securely Download Microsoft Office Products Online Instantly

SANTA ANA, CA -- (Marketwired) -- 04/23/13 -- [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 electronic service delivery (ESD) for select Microsoft Office products including Office 2013 and Windows 8 Pro Pack.

The ESD model for Microsoft Office products is available now as part of Ingram Micro North America's new, proprietary Digital Locker, an online software activation portal that makes it easy and secure for channel partners to instantly download and deploy select Microsoft software to end-users.

"Ingram Micro's new ESD for Microsoft Office products is a great way for us to deliver even better, same-day customer service to our clients," says Todd Francis, general manager, [Softwaremedia.com](#), an Ingram Micro channel partner offering a one-stop service for online software purchases. "In this new era of electronic software delivery, there's no waiting for a box to ship, which saves us thousands of dollars in hard costs, and Ingram Micro's Digital Locker makes it so easy for us and our customers to manage licenses. It's great news all around."

For more than two decades, Ingram Micro has been a strategic global company and Microsoft distribution partner, offering expertise in Microsoft OEM, retail and licensing solutions to small and midsize business (SMB) and value-added reseller (VAR) partners across North America. Through a team of dedicated sales, licensing, technical and marketing experts, Ingram Micro's Commercial Markets Division and Microsoft Business Unit enable channel partners to offer complete solutions, drive profitable sales and achieve business growth.

"Ingram Micro's Microsoft team is a cut above and we're thrilled that ESD is now a part of the day-to-day value-add Ingram Micro brings to our Microsoft business," says Chris McGlasson, CEO, [LANPRO Systems, Inc.](#), a Microsoft Small Business Specialist Certified Partner and leading technology service provider for SMBs located in Bakersfield, Calif. "The easy-to-use online ordering and near instant software delivery available through Ingram Micro's Digital Locker allows us to rapidly execute on customer requests for Microsoft products and further enhance our Microsoft practice and service levels."

Ingram Micro's Executive Director of Vendor Management Jodi Honore states that adoption

of the ESD model demonstrates that the distributor is advancing its global relationship with Microsoft and simplifying and streamlining sales for partners. The Ingram Micro Digital Locker is one of many service innovations Ingram Micro will make to its Software Licensing Desk in 2013.

"Our new Digital Locker, combined with our dedicated team of experts, Licensing Desk and partner enablement resources, gives our North American partners a powerful way to sell more efficiently, build business growth and compete more effectively in the market," says Honore. "Ingram Micro is the undisputed leader in the software licensing space because we've made simplifying success, executing to plan and delivering a distinct business advantage to our channel partners top priorities."

MSPs, solution providers and IT cloud integrators who are interested in becoming an Ingram Micro partner and purchasing Microsoft offerings through the Digital Locker, please contact the Ingram Micro Microsoft team at 1-800-456-8000, ext. 76121 or by email at microsoftoem@ingrammicro.com.

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

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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.

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