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Ingram Micro Hosts First International Solutions Partner Invitational

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HOLLYWOOD, FL -- (Marketwired) -- 05/09/13 -- [Ingram Micro Inc.](#) (NYSE: IM) today welcomed 350 channel partners from North America and Latin America, as well as Europe, Asia Pacific, the Middle East and Africa to its first International Solutions Partner Invitational.

Taking place May 8-10 in Hollywood, Fla., the inaugural event is being hosted by Ingram Micro's Specialty Solutions Divisions and sponsored by 15 technology vendors including Signature Sponsors Motorola Solutions and Psion, now part of Motorola Solutions, and Platinum Sponsors Axis Communications, Elo Touch Solutions and Intermec.

Themed "Mix it Up," the Invitational is designed to inspire the 600-plus vendor and reseller partners in attendance to think about business differently in 2013, and seek out new market adjacencies and cross-over technologies and service opportunities that will help them grow faster and more profitably says Justin Scopaz, co-host and executive director, Data Capture/POS and Physical Security, Ingram Micro Specialty Division, U.S.

"The rapid advancements in specialized technologies, such as mobility, cloud, data capture/POS, ProAV/digital signage and physical security, are changing how business gets done, as well as how people live and interact day-in and day-out," says Scopaz. "Ingram Micro's Specialty Solutions Divisions are at the forefront of this revolutionary change and working hard to help channel partners identify new and incremental business opportunities across the board on local, regional and global scale."

The 2013 International Solutions Partner Invitational spotlights these fast-growth sales opportunities, while offering channel partners insight around industry best practices and market trends including where the markets are heading and what channel partners need to do to better position their business for success now, and in the future.

Throughout the event, attendees will hear from speakers including Scott Deming, a customer service and emotional brand building expert; Juliann Larimer, vice president of worldwide channels and sales operations for Motorola Solutions; and Paul Bay, president, Ingram Micro North America; as well as the regional leaders from Ingram Micro North America, Latin America, Europe, APAC and the Middle East and Africa. Breakouts and workshops around specific technologies, markets and lines of business including data capture/POS, physical security, ProAV/Digital Signage, retail, hospitality, healthcare and public sector, as well as marketing, sales management and human resources will also take place during the event.

The Invitational's Solutions Pavilion will feature new Ingram Micro vendors, including TSC

Printers and APG Cash Drawer, as well as more than 20 ISVs from across the Americas. Partners attending the Pavilion will learn more about how to successfully build a better business around emerging technologies and practice areas such as ProAV/Digital Signage, retail, field sales, healthcare and mobility.

Additionally, the event will highlight several new product lines from a number of Specialty Solutions vendors including Motorola Solutions ([SB1 Smart Badge](#)), Honeywell Scanning and Mobility (Thor VM2 Vehicle Mount Computer), Printronix (T2N Thermal Barcode Printer), Citizen Systems America (CL-S321 Thermal Transfer Desktop Printer, CL-S300 Direct Thermal GDI Desktop Label Printer, CL-S6621 Thermal Transfer 6" wide Mid-Range Label Printer) and TSC Printers (TTP-244CE Desktop Printer).

First established in the U.S., the Specialty Solutions Division has been replicated across the Americas, APAC and EMEA. Focused on higher growth and opportunity segments, the Specialty Solutions Division offers channel partners and vendors the expertise, reach, solutions and support needed to excel within unique markets and verticals such as consumer electronics (CE), data capture/POS, ProAV/Digital Signage, and Physical Security.

"Ingram Micro has invested in and established a successful global practice around specialized solutions and high-growth markets such as CE, mobile and retail," says Brian Wiser, senior vice president, Specialty, Direct and Consumer Markets, Ingram Micro North America. "Our recent acquisition of BrightPoint and AVAD's integration with our Ingram Micro CE business and ProAV/Digital Signage practice has notably expanded our portfolio and brought forward a clear and differentiated single source, cross-sale value proposition that continues to simplify success for our channel partners."

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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