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Ingram Micro Earns Access to Cisco GSA Schedule

Leading Technology Distributor Announces Strategic GSA Win at 2013 Ingram Micro Federal Summit May 14-16 in Maryland

NATIONAL HARBOR, MD -- (Marketwired) -- 05/15/13 -- [Ingram Micro Inc.](#) (NYSE: IM) today announced it has expanded its General Services Administration (GSA) schedule to include Cisco's entire portfolio of channel-friendly technology products and solutions. The GSA Schedules program establishes long-term, government-wide contracts with commercial firms to provide federal agencies with access to commercial supplies and services. Ingram Micro became a GSA Schedule holder in 2012 as a result of its strategic [acquisition of Promark](#), a value added distributor (VAD) with a core technology focus on data storage, data management and electronic document imaging products and services.

Ingram Micro's Executive Director of U.S. Public Sector and Vertical Markets Michael Humke announced news of the expanded Cisco relationship during the 2013 Ingram Micro Federal Summit, which is taking place this week in National Harbor, Maryland. Hosted by Ingram Micro's [Public Sector Elite](#) (PSE) partner community and vendors, the 2013 Ingram Micro Federal Summit welcomes more than 200 attendees and is one of the IT channel's only education, networking and training events focused exclusively on the IT needs and business challenges of the public sector with a deep focus around the federal market.

In addition to Cisco, Ingram Micro's GSA Schedules program includes offerings from hundreds of other leading hardware, networking, security, software, systems and storage vendors. For more than a decade, Ingram Micro has been enabling channel partners to simplify success in the public sector by proactively identifying and addressing the IT business needs of organizations and agencies with the state, local, education (SLED) and federal markets.

To help its channel partners compete more effectively, win bigger business deals and uncover new opportunities within the public sector, Ingram Micro and Promark offer a team of highly-trained, field-based sales, technical and credit support personnel, as well as marketing specialists, who know the ins and outs of the market landscape. Ingram Micro channel partners also have access to the distributor's best-in-class Solution Centers, the Experience Center and its PSE partner community.

"The public sector is a lucrative, yet challenging market for IT channel partners, which is why Ingram Micro continues to invest in areas of the business that will help simplify success and make it easier for them to grow profitably," says Humke. "Acquiring Promark and gaining entry to the GSA Schedules program has expanded the playing field for Ingram Micro and our channel partners working within the public sector. Earning access to Cisco's GSA Schedule is a great testimony to the success of Ingram Micro's Promark relationship and will allow us to deliver even more business value to our Cisco channel partners."

As part of the distributor's Advanced Technology Division, Ingram Micro's Cisco Business Unit offers dedicated business, sales and technology support to Cisco channel partners serving the IT needs of the public sector, as well as small to mid-size businesses and enterprises. As a result of its outstanding performance and expertise as a Cisco distribution partner, Ingram Micro earned seven Cisco partner awards in 2012, including Global Distributor of the Year and U.S. Distributor Partner of the Year.

"Ingram Micro is a valued partner within Cisco's channel ecosystem. We're delighted that through the expansion of its General Services Administration schedule, they will now offer additional Cisco channel-focused technology solutions to Ingram Micro's growing community of public sector channel partners," says Diane Gongaware, Senior Director, U.S. Public Sector Partner Organization at Cisco.

To learn more about the Ingram Micro Public Sector Elite community, visit www.im-publicsector.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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