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Ingram Micro Becomes Public Sector Distributor for VMware

Value-Driven Distribution Organization to Work With Channel Partners in the Federal Market

SANTA ANA, CA -- (Marketwired) -- 02/11/14 -- Expanding its business reach and advanced solutions portfolio, [Ingram Micro Inc.](#) (NYSE: IM), the world's largest wholesale technology distributor and a global leader in supply-chain and mobile device lifecycle services, today announced it has been named a VMware Federal Distribution Partner. This will enable Ingram Micro U.S. to market, sell and support the entire VMware portfolio to channel partners working within the federal market.

"Working with VMware to partner in the federal market place will enable Ingram Micro to leverage our strength in the public sector space as a whole, and support all aspects of our channel partners' VMware business," says Scott Zahl, vice president and general manager, Advanced Computing Division, Ingram Micro U.S. "We're committed to helping our partners build better businesses, and will continue to go above and beyond to further differentiate Ingram Micro as an indispensable partner that empowers our channel partners to deliver exceptional service and be more profitable."

To help ensure the success of this expanded relationship, Ingram Micro has added a dedicated VMware sales team specialized in the U.S. civilian, defense and intelligence community markets to its Public Sector business unit, led by Executive Director Michael Humke. That team will also include field-deployable VMware certified pre- and post-sales technical support consultants, channel development professionals, volume licensing specialists, marketing experts and renewal services specialists. The integrated team will play a vital role in market development, cross-sales and support for VMware's Public Sector business.

"We are pleased to have Ingram Micro as a public sector distributor," says Frank Rauch, vice president, Americas Partner Organization, VMware. "The sales and service opportunities around the software-defined data center continue to grow within the public sector as these organizations strive to do more with less. We will continue our work with Ingram Micro to meet the demands for VMware solution sets and enable channel partners to market, sell and support VMware solutions across all U.S. market sectors."

Ingram Micro's Humke adds, "The public sector is a challenging market that requires in-depth knowledge of technology in general, as well as industry regulations and organizational protocols. Ingram Micro's Public Sector team is highly skilled at navigating the ins and outs of the technical and business aspects of these markets and is primed to help our mutual VMware channel partners and prospects grow their business."

For more information, channel partners can contact (800) 456-8000 ext. 77957 or send an

email to publicsector-VMware@ingrammicro.com. Follow Ingram Micro on [Facebook](#) at and [Twitter](#).

About Ingram Micro Inc.

Ingram Micro is the world's largest wholesale technology distributor and a global leader in IT supply-chain and mobile device lifecycle services. 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 approximately 160 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit IngramMicro.com.

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