

# Kyocera and Ingram Micro Mobility Announce Strategic Distribution Relationship for Mobile Phones in Latin America

*Agreement First Brings Secure, Ultra-Rugged Open-Market Kyocera DuraForce 4G LTE Android Smartphone to Latin America Enterprise Customers*

SAN DIEGO & MIAMI--(BUSINESS WIRE)-- [Ingram Micro Inc.](#) (NYSE:IM) and [Kyocera Communications Inc.](#) today announced a new agreement in which Ingram Micro Mobility will be the distributor of Kyocera mobile phones in the Latin America region. The new Kyocera DuraForce, an ultra-rugged, waterproof 4G LTE global-ready Android™ smartphone will be the first Kyocera product to enter the Latin America region via this relationship. Kyocera will leverage Ingram Micro's extensive infrastructure and unique channel capabilities in Latin America, reaching 25,000 value-added resellers (VARs), system integrators and service providers.



DuraForce, recently announced in the U.S. market with AT&T, is the newest device in Kyocera's rugged smartphone portfolio and underscores Kyocera's strength in the rugged, waterproof smartphone space. The Military Standard 810G- and IP68-certified device enables active consumers and workers to do more with their smartphones—whether connecting with the corporate office from a construction jobsite or accessing vital medical data to support prescription authorizations in healthcare settings. Additionally, DuraForce supports various Push-to-Talk (PTT) services and platforms, and for the non-PTT user, the dedicated button can be reprogrammed for other preferred features or applications.

“Ingram Micro Mobility offers the experience, infrastructure and extensive network of VARs

Ingram Micro Inc. (NYSE:IM) and Kyocera Communications Inc. today announced a new agreement in which Ingram Micro Mobility will be the distributor of Kyocera mobile phones in the Latin America region. (Photo: Business Wire)

necessary to successfully launch and support Kyocera mobile devices across Latin America,” said Eric Anderson, senior vice president and general manager of global sales and

marketing at Kyocera Communications. “This relationship enables us to provide new handsets like DuraForce and support future devices in more than 40 countries in the region, allowing businesses to realize increased productivity and lower their total cost of ownership through durable devices that will stand up to the toughest environments.”

## **A KEY RESOURCE FOR THE CONNECTED LATIN AMERICAN ENTERPRISE**

DuraForce is the ideal smartphone for key industries in Latin America including construction, oil and gas, mining, agriculture, transportation and healthcare, where workers require a smartphone that’s tough enough to withstand rough work situations and hazardous environments. It is certified (Hazardous Locations: Non-incendive, Class I, Division 2) for use where concentrations of flammable gases, vapors, or mists are not normally present in an explosive concentration but may materialize.

It is IP68-certified, meaning it is dustproof, waterproof and can be submerged in up to six feet (1.8 meters) of water for up to 30 minutes. With a reinforced housing and Military Standard 810G protection against dust, shock, vibration, temperature extremes, blowing rain, low pressure/high altitudes, solar radiation, salt fog, humidity and water immersion, DuraForce can go more places and withstand extreme environments and accidents.

DuraForce features the Android™ KitKat 4.4.2 operating system and a Qualcomm® Snapdragon™ 400 with 1.4GHz Quad-Core CPU. It has a high-capacity 3100mAh Lithium Ion battery that is well suited to long days on the job or on the go, along with a 4.5” 720p HD impact-resistant touchscreen that can be used while wearing gloves<sup>1</sup>, with wet hands or when the screen is wet. Once the device is awakened from standby mode, the touchscreen immediately recognizes the input method, whether by glove or bare hand, and automatically adjusts the sensitivity level.

## **ABOUT INGRAM MICRO**

Ingram Micro helps businesses Realize the Promise of Technology™. It delivers a full spectrum of global technology and supply chain services to businesses around the world. Deep expertise in technology solutions, mobility, cloud, and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve. Unrivaled agility, deep market insights and the trust and dependability that come from decades of proven relationships, set Ingram Micro apart and ahead. Discover how Ingram Micro can help you Realize the Promise of Technology™. More at [www.ingrammicro.com](http://www.ingrammicro.com).

**Ingram Micro Mobility** delivers supply chain, distribution and recovery solutions across all aspects of the mobility device lifecycle, through responsiveness and focused execution. The Mobility business unit helps boost accessibility of connected and mobile devices, wearables, machine-to-machine technologies and accessories in the marketplace by solving customers’ complex logistical challenges. Ingram Micro Mobility’s device lifecycle services include capabilities such as warehousing, software loading, e-commerce, advanced planning, order management, accounts receivable and credit management, end-user fulfillment, and reverse

logistics, including wireless device repair, triaging, refurbishment and recycling services. Visit [ingrammicro.com/mobility](http://ingrammicro.com/mobility).

## **ABOUT KYOCERA COMMUNICATIONS INC.**

Kyocera Communications Inc. is the headquarters for Kyocera wireless devices in the Americas. Designed with durability, dependability, and long-term value as priorities, Kyocera mobile phones help people feel comfortable with new technology and use it to connect, perform and outsmart life's challenges. At the heart of Kyocera's products is a belief that one size doesn't fit all and that people should do more with phones instead of being confused by them or having to alter their lifestyles to accommodate them. For more information, follow the company at [facebook.com/kyoceramobile](https://facebook.com/kyoceramobile) or [twitter.com/kyoceramobile](https://twitter.com/kyoceramobile).

Kyocera Corporation (NYSE:KYO) (TOKYO:6971) ([global.kyocera.com](http://global.kyocera.com)), the parent and global headquarters of the Kyocera Group, was founded in 1959 as a producer of fine ceramics (also known as "advanced ceramics"). By combining these engineered materials with metals and integrating them with other technologies, Kyocera has become a leading supplier of solar power generating systems, mobile phones, printers, copiers, electronic components, semiconductor packages, cutting tools and industrial components. During the fiscal year ended March 31, 2014, the company's consolidated net sales totaled 1.45 trillion yen (approx. \$14.1 billion USD).

<sup>1</sup> Recognizes touch input while wearing gloves up to 3mm thick, the material, texture and thickness of the glove as well as how it fits your hand will impact performance. Individual results may vary.

© 2014 Kyocera. All rights reserved. Kyocera is a registered trademark of Kyocera Corporation. Android is a trademark of Google Inc.; use of this trademark is subject to [Google Permissions](#). Qualcomm and Snapdragon are trademarks of Qualcomm Incorporated, registered in the United States and other countries. All other marks are properties of their respective owners.

Photos/Multimedia Gallery Available:

<http://www.businesswire.com/multimedia/home/20141104005855/en/>

Kyocera Communications Inc.

John Chier

+1-858-882-3543

[john.chier@kyocera.com](mailto:john.chier@kyocera.com)

or

Echo Media Group

Sabrina Suarez

+1-714-573-0899 x227

[kyocera@echomediapr.com](mailto:kyocera@echomediapr.com)

or

Ingram Micro

Whitney Klinck

+1-317-707-2434

[whitney.klinck@ingrammicro.com](mailto:whitney.klinck@ingrammicro.com)

Source: Kyocera Communications Inc. and Ingram Micro Inc.