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Ingram Micro Mobility Provides Resellers With Verizon IoT and Mobility Services Through Verizon Partner Program

INDIANAPOLIS, IN -- (Marketwired) -- 02/18/15 -- Ingram Micro Mobility has joined the Verizon Partner Program (VPP) to provide IT resellers with end-to-end, machine-to-machine (M2M) and mobility solutions that include hardware, software and accessories, along with device-activation capabilities.

IT resellers will benefit from a shortened sales cycle and more simplicity in the delivery of multi-vendor solutions.

"This new program is in direct response to the channel's needs, opening the door for reselling connected devices, particularly in the machine-to-machine space," said Alex Paskoff, senior vice president of sales and strategic partnerships, Ingram Micro Mobility North America. "The program directly aligns with our objective of providing simplified connected solutions to the channel. It makes it easier for resellers to enhance or add a new line of business, while eliminating additional work on their end."

The program advances the deployment of Internet of Things (IoT) by enabling Ingram Micro Mobility's value-added distribution, and is ideal for several channel verticals, including healthcare, education, retail and transportation distribution industries. The solutions are powered by Verizon's 4G LTE and global IP networks.

"Ingram Micro Mobility delivers a range of solutions to an expansive network of VARs that can benefit from our five-star VPP program," said Adam Famularo, vice president of Global Channels, Verizon Enterprise Solutions. "Together, we can further enable businesses in key verticals to take advantage of high-performance, high-reliability solutions that run on our best-in-class 4G LTE and global IP networks coupled with outstanding customer service and support."

As a member of VPP, Ingram Micro Mobility can also now leverage Verizon account teams for pricing, engineering support and the highest level of customer care.

Verizon Partner Program (VPP) tailors regional and national opportunities for systems integrators, value added resellers, agents and solutions providers to accelerate delivery and adoption of solutions for meeting medium business requirements. In addition, the program features a simple, tiered benefits structure that provides partner program members with the flexibility to determine levels of commitment, and also includes simple-to-use tools and clear and consistent engagement processes.

Verizon provides extensive training and certification curriculum for its products and solutions. VPP members can tap into a wealth of marketing resources and support from co-marketing materials to market development funds and joint event participation depending on member

level.

Verizon Enterprise Solutions creates global connections that generate growth, drive business innovation and move society forward. With industry-specific solutions and a full range of global wholesale offerings provided over the company's secure mobility, cloud, strategic networking and advanced communications platforms, Verizon Enterprise Solutions helps open new opportunities around the world for innovation, investment and business transformation.

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*.

About Ingram Micro Inc.

Ingram Micro (NYSE: IM) 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 *ingrammicro.com*.

About Verizon

Verizon Communications Inc. (NYSE: VZ) (NASDAQ: VZ), headquartered in New York, is a global leader in delivering broadband and other wireless and wireline communications services to consumer, business, government and wholesale customers. Verizon Wireless operates America's most reliable wireless network, with more than 108 million retail connections nationwide. Verizon also provides converged communications, information and entertainment services over America's most advanced fiber-optic network, and delivers integrated business solutions to customers worldwide. A Dow 30 company with more than $127 billion in 2014 revenues, Verizon employs a diverse workforce of 177,300. For more information, visit *www.verizon.com/news*.

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