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# **Ingram Micro's GovEd Alliance Community Driving More Sales within Public Sector and Healthcare Markets**

## **The IT Industry's Only Dedicated Government and Education Channel Partner Community Gathers to Share Business Practices and Discuss Key Market Dynamics including Stimulus Dollars and Healthcare IT Spending**

SAVANNAH, Ga., Nov. 9 /PRNewswire/ --Ingram Micro Inc. (NYSE: IM) today welcomed more than 360 solution providers, managed service providers and IT vendors to its 2009 GovEd Alliance Invitational.

Hosted by Ingram Micro's new Vice President of Government and Education Joe McCrone and Senior Director of Channel Marketing John Fago, the two-day training and education event is taking place at the Westin Savannah Harbor November 9th - 10th. The 2009 GovEd Alliance Invitational marks the 9th annual event for the thriving U.S.-based channel partner community.

"This well established, specialized community of channel partners are the best of the best when it comes to servicing the public sector," says Joe McCrone. "Over the next forty-eight hours we will be addressing some of the most pressing issues, topics and opportunities within the government, education and healthcare including the move to electronic health records, the growing need for secure wireless computing, and of course, the IT spending surrounding the U.S. Economic Stimulus Package and Healthcare Reform. We see tremendous opportunity within the public sector and healthcare for our channel partners and are here to help them capitalize on it."

During the Invitational, channel partners will hear from a number of keynote speakers and attend in-depth breakouts and discussion roundtables focused on partner enablement and best practices. This year's presenters include Ingram Micro's Vice President of Business Development Bob Laclede, INPUT's Senior Vice President of Member Services Brian Haney, CSC's Director of Business Development IT Infrastructure Solutions Cari Dorman and PS Partnerships' President and CEO Scott Lewis. Also taking center stage to discuss the "State of the Market" is Ingram Micro's Senior Vice President of Sales and Marketing Brian Wiser and Joe McCrone.

Further, IPED's Director of Channel Intelligence Ryan Morris is set to share "Seven Strategies & Tactics for Sales Success," followed by a keynote presentation from HP's Vice President of Public Sector Michael Humke. Additional guest speakers include The Sales Factor's President Robin Kinsey, ID8 Marketing's Lead Strategist Jennifer Anaya and Citrix Systems Director of Government, Education and Health Dave Podwojski.

"This year's GovEd Alliance Invitational features an impressive lineup of high impact speakers, breakouts and workshops - all of which are designed to provide our channel partners with the insights, resources and training necessary to win more business in the public sector and fuel their success," says John Fago.

Ingram Micro's 2009 GovEd Alliance Invitational will conclude Nov 10th with its 9th Annual Spotlight Awards Dinner honoring the top-performing GovEd Alliance solution providers. For more information on Ingram Micro's GovEd Alliance community please email [govedalliance@ingrammicro.com](mailto:govedalliance@ingrammicro.com).

#### *About Ingram Micro*

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 services, technical support, financial services, and product aggregation and distribution. The company serves approximately 150 countries and is the only global broad-based IT distributor with operations in Asia. Visit [www.ingrammicro.com](http://www.ingrammicro.com).

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