

May 31, 2011



VCE Selects Ingram Micro as U.S. Distribution Partner

Ingram Micro's Advanced Computing and Advanced Technology Divisions Now Offering VCE's Vblock Storage Infrastructure Solutions

SANTA ANA, CA -- (MARKET WIRE) -- 05/31/11 -- Demonstrating its expertise in advanced technologies, [Ingram Micro Inc.](#) (NYSE: IM) today announced it has been named a U.S. distributor for the [Virtual Computing Environment \(VCE\)](#) Company's growing portfolio of infrastructure storage solutions.

Founded in 2009, VCE is the developer of the popular Vblock™ Infrastructure Platform of pre-configured, pre-tested converged infrastructure solutions based on best of breed Cisco, EMC and VMware technology.

Under the new distribution agreement, Ingram Micro is actively recruiting and training VCE resellers as well as facilitating the quoting, ordering and related sales, marketing and technical support activities around the Vblock platforms on behalf of authorized channel partners throughout the U.S.

As part of the joint go-to-market strategy, VCE is tapping into the proven expertise of Ingram Micro's [Advanced Computing and Advanced Technology Divisions](#). Introduced in 2010, these two unique and synergistic divisions provide greater opportunity, specialization, technical support and business value to vendors and channel partners in the U.S. who market, sell and support higher-end technology solutions and services such as unified communications, virtualization, data center infrastructure, network security and storage.

"By teaming with Ingram Micro, we're maximizing our channel reach and simplifying the sales process by removing order complexity and making it easier for channel partners to engage with VCE and gain access to valuable sales, marketing and technical support resources including our new VCE Partner Program," says D Martin vice president Global Channels, VCE.

"Having the convenience of sourcing the VCE Vblock systems through Ingram Micro versus the current model will save us time, money and resources," says solution provider Andy Cadwell, senior vice president of sales and field operations, INX. "Add to the mix the support and business resources gained from leveraging Ingram Micro's specialized field, sales, marketing and technical support teams, as well as the VCE Partner Program, and the value of this new distribution agreement is easy to spot."

The Ingram Micro Advanced Computing and Advanced Technology Divisions enable solution providers and IT vendors to grow their businesses faster than they could do on their own and with greater precision and efficiency, says Ingram Micro North America Executive Vice President Paul Bay.

"The dedicated resources within these divisions accelerate the success of our channel partners and provide the support needed to take more complex computing solution platforms such as Vblock platforms to market faster and more efficiently," says Bay. "Being selected as a go-to-market distributor for VCE and Vblock platforms is a strong testimony to the strength and ongoing success of our existing relationships with EMC, Cisco and VMware, as well as the demand-generation capabilities and market influence offered within the Ingram Micro Advanced Computing and Advanced Technology Divisions."

Solution providers and vendors interested in learning more about VCE and the Ingram Micro Advanced Computing and Advanced Technology Divisions should contact their Ingram Micro sales representative.

For more information on Ingram Micro visit www.ingrammicro.com.

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About VCE

VCE Company, LLC ("VCE"), the Virtual Computing Environment Company formed by Cisco and EMC with investments from VMware and Intel, accelerates the adoption of converged infrastructure and cloud-based computing models that dramatically reduce the cost of IT while improving time to market for our customers. VCE, through the Vblock platform, delivers the industry's first completely integrated IT offering with end-to-end vendor accountability. VCE's prepackaged solutions are available through an extensive partner network, and cover horizontal applications, vertical industry offerings, and application development environments, allowing customers to focus on business innovation instead of integrating, validating and managing IT infrastructure. For more information, go to www.vce.com.

About Ingram Micro Inc.

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, technical and financial support, managed and cloud-based services, and product aggregation and distribution. The company is the only global broad-based IT distributor, serving more than 150 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit www.ingrammicro.com.

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