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# Ingram Micro to Debut New Convergence Pavilion at the 2012 International Security Conference West in Las Vegas

## World's Leading IT Distributor Selected to Host New Convergence Pavilion at Annual Security Conference March 28-30

SANTA ANA, CA -- (MARKET WIRE) -- 03/02/12 -- Demonstrating its leadership in the information technology (IT) and physical security marketplace, Ingram Micro Inc. (NYSE: IM) today announced it will host the inaugural Ingram Micro Convergence Pavilion at the International Security Conference (ISC) West, which will be held March 28-30, 2012 at the Sands Expo and Convention Center in Las Vegas, Nev. Attended by thousands of security integrators, IT resellers, vendors, end users and security organizations, the annual ISC West event is the largest security conference in the world.

Hosted by Ingram Micro and its North America Physical Security Business Unit, the new 20,000 square foot Convergence Pavilion will feature a robust selection of technology vendors and solutions-oriented demonstration centers from many of the IT industry's leading and emerging mobility, networking, security, physical security, storage and services vendors.

"Ingram Micro's presence at ISC speaks volumes to the cross-over sales opportunities and increased demands we're seeing around physical security and networking solutions," says Ronald Carlson, director, Physical Security, Insight, an Ingram Micro channel partner. "Today's IT professionals and CIOs want everything tied into the network for greater manageability and performance. As a leading IT distributor with many specialty businesses, Ingram Micro has a lot to offer."

Further demonstrating the breadth and depth of today's security business needs and solutions landscape, the Ingram Micro Convergence Pavilion will feature several of the distributor's world-class divisions and business units (BU) including the Advanced Technology and Advanced Computing Divisions, Data Capture/POS, Networking and Security, Pro AV and Digital Signage, as well as the Ingram Micro Physical Security BU and Services Division. Representatives from Ingram Micro's Canadian and U.S. new account teams and financial services departments will also be on hand to assist channel partners interested in becoming Ingram Micro resellers.

"Ingram Micro is a strategic business partner to thousands of channel partners and vendors specializing in security and other solutions and we're thrilled to have this premier distribution company featured at the 2012 ISC West conference," says Ed Several, senior vice president and general manager, ISC West.

As the world's largest IT and consumer electronics distribution partner, Ingram Micro offers the industry's most comprehensive portfolio of networking, unified communications, security

and storage products, solutions and services, as well as video surveillance, access-control, monitoring and hosting solutions.

"Today's IP-based security solutions bring different vendors into the ecosystem and require collaboration, partner enablement and expertise, which is exactly what the Ingram Micro Convergence Pavilion will demonstrate to attendees throughout the conference," says Brian Wiser, senior vice president, specialty solutions, North America.

"Over the last two years, we've seen increased market demand for truly integrated security infrastructure solutions that incorporate all aspects of IT and physical security solutions and leverage adjacent technologies such as cloud, mobility, Pro AV, digital signage, data capture and networking," says Wiser. "Ingram Micro's participation at ISC West offers a great platform to further educate channel partners on how Ingram Micro can enable security integrators and IT resellers to evolve with the changing market and expand the portfolio of solutions they offer their customers."

#### *Ingram Micro Channel Partners Receive Free ISC Event Passes*

ISC West is offering Ingram Micro resellers and system integrators who pre-register at [www.iscwest.com/IngramMicro](http://www.iscwest.com/IngramMicro) complimentary passes to the three-day conference (valued at \$75 each). Resellers and system integrators who are not currently Ingram Micro partners will have the opportunity to "sign and buy" while visiting the Convergence Pavilion. ISC West is also offering early bird registration for its Independent Software Vendor (ISV) education program to Ingram Micro channel partners and vendors.

For more information on Ingram Micro, visit [www.ingrammicro.com](http://www.ingrammicro.com) or [www.ingrammicro.com/securityinfo](http://www.ingrammicro.com/securityinfo). For more information about the ISC West, visit [www.iscwest.com](http://www.iscwest.com).

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#### *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](http://www.ingrammicro.com).

#### *About International Security Conference (ISC)*

ISC West 2012, March 28-30, with the ISC Premier Education Series(SM) being held on March 27-29 at the Sands Expo and Convention Center, is the leading US exhibition and conference serving the electronic physical security industry. It brings over 900 international and domestic security product manufacturer companies and over 23,000 security professionals to Las Vegas each year. ISC West, sponsored exclusively by Security Industry Association (SIA), is the security industry's premier launching pad for new products, solutions and technologies in the first quarter of the year.

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