

Ingram Micro Adds New IBM Solution Demo Center

Distributor's State-of-the-Art Solution Center Now Features Complete Portfolio of IBM Hardware and Software Products and Solutions

SANTA ANA, CA -- (Marketwired) -- 07/21/14 -- Building on the success of its IBM relationship, Ingram Micro Inc. (NYSE: IM) today announced its East Coast Solution Center in Buffalo, New York now features a dedicated IBM solution demonstration area. Purpose-built to spotlight the latest IBM hardware, software and customizable solution sets, the new demonstration area empowers Ingram Micro channel partners to drive new and greater growth and margin opportunities with IBM.

"Ingram Micro's new IBM Solution Demo Center is a valuable resource that channel partners can use for hands-on and remote training and education, as well as cross-selling and up-selling clients and prospects on new IBM technologies and advanced solutions," says Jason Hernandez, director, Advanced Computing Division, Ingram Micro.

Open to Ingram Micro channel partners, the new IBM Solution Demo Center is supported by a dedicated team of highly-skilled and IBM certified Ingram Micro technicians that are field deployable and available to qualified IBM channel partners for pre- and post-sales activities. Among the technologies featured within the new Ingram Micro IBM Demo Center are:

- IBM Power Systems Power 730 Server
- IBM Storwize V3700, V7000, and the newest V7000 Model 524
- IBM FlashSystem 840
- IBM PureFlex Express
- IBM Cognos Express, IBM Cloud Technologies for Social Business, TSM Entry and PowerHA
- SoftLayer deployment demo

These technologies combined with a mix of independent software vendor offerings are leveraged to demonstrate solutions around datacenter management, analytics, mobility management, social business, and the benefits of Linux on Power. Ingram Micro and IBM channel partner PMSquare sees tremendous value in the new demonstration area. "Having a live demonstration area where we can easily educate and showcase IBM solutions to prospects and clients helps accelerate the sales process by giving decision makers greater peace of mind, and also adds another layer of differentiation to our services and capabilities," says Dustin Adkison, managing partner, [PMSquare](#), an IBM Premier Business Partner specializing in business analytics and performance management.

Ingram Micro Solution Centers are best-in-class training and demonstrations facilities that offer channel partners a hands-on experience in a professional environment for all levels of the technology industry. Ingram Micro channel partners can leverage the East and West

Coast Solution Centers at no cost to preview technology, show proof of concept to customers and employees, and take advantage of manufactured sponsored training and educational courses.

For more information about IBM services, products or solutions, contact Ingram Micro's dedicated IBM team at acd-ibmhw@ingrammicro.com or ibmswengineering@ingrammicro.com. To learn more about Ingram Micro's Advanced Computing Division click [here](#). Channel partners interested in learning more about the Ingram Micro Solution Center visit <https://www.im-sc.com> or contact your Ingram Micro sales representative for details.

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Media Contact:

Marie Rourke

+1 (714) 292-2199

WhiteFox Marketing

marie@whitefoxpr.com

1600 E. St. Andrew Place

Santa Ana, California 92705

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