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Ingram Micro Earns Microsoft Frontier Distributor Designation and Enables AI-First Channel Partners Worldwide

Achievement highlights Ingram Micro's ability to help channel partners operationalize AI at scale

IRVINE, Calif.--(BUSINESS WIRE)-- **Ingram Micro Holding Corporation (NYSE: INGM)** today announced it has earned the **Microsoft Frontier Distributor designation**, which was recently introduced as part of the Microsoft AI Cloud Partner Program to quickly identify world-class, modern distributors that meet the highest standards of performance, support and enablement.

The new achievement recognizes Ingram Micro's proven ability to help Microsoft channel partners worldwide move from AI experimentation to AI execution at scale across cloud, security, and services. It also complements the distributor's Microsoft Support Services designation and reflects Ingram Micro's continued investment in platform innovation, partner enablement, technical support and go-to-market excellence.

"In the AI era, advantage shifts to those who can operationalize innovation across ecosystems — not just within their own organizations," **said Jessica Davis, principal analyst, OMDIA**. "Microsoft's Frontier Distributor designation reflects the growing expectation that distribution is an enablement layer. For MSPs evaluating where to source cloud and AI go-to-market support, designations like this create a clearer signal of which distributors have invested in the platform capabilities, security posture, and partner enablement infrastructure that actually reduce friction downstream."

Ingram Micro's "aggressively digital and amazingly human" approach to business growth resonates with AI-first channel partners looking to advance and scale their Microsoft business using the powerful combination of people and platform. "Working with Ingram Micro allows us to better manage and grow our Microsoft business," **said Jeff Cratty, VP of Cloud and Innovation, Blue Mantis**. "Ingram Micro plays a key role in enabling and scaling our success, particularly around Copilot and advancing our knowledge and ability to build with AI to solve for business outcomes."

"This global recognition reflects the evolution and strength of our relationship with Microsoft and our channel partners, especially those leading with and leaning into AI," **said Duncan Robinson, VP of Global Cloud, Ingram Micro**. "Together, we're helping the channel move from AI experimentation to AI execution by embedding AI into their workflows, decisions, and customer experience at scale to create and capture greater value with our people and our platform."

To learn more about Ingram Micro's Microsoft offerings and business-building advantages, visit [Microsoft Cloud | Xvantage](#).

About Ingram Micro

Ingram Micro (NYSE: INGM) is a leading technology company in the global information technology ecosystem. With the ability to reach nearly 90% of the global population, we play a vital role in the worldwide IT sales channel, bringing products and services from technology manufacturers and cloud providers to a highly diversified base of business-to-business technology experts. Through Ingram Micro Xvantage™, our AI-powered digital platform, we offer what we believe to be the industry's first comprehensive business-to-consumer-like experience, integrating hardware and cloud subscriptions, personalized recommendations, instant pricing, order tracking, and billing automation. We also provide a broad range of technology services, including financing, specialized marketing, and lifecycle management, as well as technical pre- and post-sales professional support. Learn more at www.ingrammicro.com.

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Media Contact:

Marie Meoli Rourke

714-292-2199

marie@whitefoxpr.com

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