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# Ingram Micro Named Americas' Distributor of the Year for Cisco

## Distributor's U.S. Advanced Technology Division and Cisco Business Unit Earn Borderless Networks Award at Cisco's Worldwide Distribution Summit

SANTA ANA, CA -- (Marketwired) -- 06/26/13 -- Highlighting its exceptional execution and commitment to partner enablement, [Ingram Micro Inc.](#) (NYSE: IM) today announced it was named the Americas' Distributor of the Year for Cisco. The performance-driven award recognizes Ingram Micro's U.S., Canadian and Latin America regions for strategically aligning with Cisco's strategic priorities and working to meet and exceed mutual business goals around innovation, differentiation, growth and partner enablement.

During the 2013 Cisco Partner Summit, Ingram Micro U.S. was also presented with the Borderless Networks Award. The inaugural award recognizes Ingram Micro's Advanced Technology Division and Cisco Business Unit for successfully onboarding hundreds of new Cisco partners, as well as enabling Cisco's growing base of Ingram Micro channel partners with the business-building support and technical resources to specialize in Cisco's Borderless Networks.

"Ingram Micro's in-depth expertise, dedicated resources and proven track record for enabling Cisco channel partners to successfully build, sell and support Cisco solutions have become clear differentiators for our Advanced Technology Division and Cisco Business Unit," says Paul Bay, senior executive vice president and president, Ingram Micro North America. "We're pleased to be recognized once again by Cisco for our ability to execute to plan and accelerate the success of our Cisco channel partners."

Ingram Micro's Advanced Technology Division and Cisco Business Unit offer channel partners access to a team of highly specialized Cisco sales, marketing and technical support specialists. Additionally, channel partners can leverage Ingram Micro's field technical experts, Cisco Build-to-Order services and one-of-kind Experience Center featuring Cisco's Borderless Networks portfolio and Hosted Unified Communications solutions in action. Cisco channel partners selling cloud services can also take advantage of the Ingram Micro Cloud Marketplace for exclusive access to [Cisco's Hosted Collaboration Solution](#).

"Ingram Micro continues to raise the bar and Cisco is proud to recognize Ingram Micro as a valued distribution partner within the Americas, as well as worldwide," says Wendy Bahr, senior vice president, Americas Partner Organization, Cisco. "Year-over-year, Ingram Micro demonstrates its outstanding performance and shows up differently with new programs, resources and initiatives that help our Cisco channel partners grow their revenues and expand their Cisco expertise."

Cisco Partner Summit global awards are designed to recognize exemplary channel partners

who demonstrate best-in-class business practices and serve as a model to the industry. Areas of consideration include innovative practices, application successes, unique programs, problem solving and sales approaches. All winners are selected by a group of Cisco Worldwide Partnering Organization and regional executives.

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***About Ingram Micro Inc.***

Ingram Micro is the world's largest wholesale technology distributor and a global leader in IT supply-chain, mobile device lifecycle services and logistics solutions. 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 and mobile solutions, technical support, financial services and product aggregation and distribution. The company is the only global broad-based IT distributor, serving approximately 160 countries on six continents with the world's most comprehensive portfolio of IT products and services. Visit [www.ingrammicro.com](http://www.ingrammicro.com).

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