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# Ingram Micro Unveils New Lineup of Cloud-Based Services for North American Channel Partners

## Distributor Teams With IBM and Intermedia to Offer Compute-on-Demand, Cloud-Based Backup and VoIP Solutions via the Ingram Micro Services Division and Ingram Micro Cloud

SANTA ANA, CA -- (MARKET WIRE) -- 04/12/11 -- Expanding its cloud services portfolio, the Services Division of [Ingram Micro Inc.](http://www.ingrammicro.com) (NYSE: IM) today unveiled four new cloud-based, managed service offerings available now to channel partners throughout North America.

Previewed earlier this week at the Ingram Micro [2011 Spring VentureTech Network \(VTN\) Invitational](#), the new cloud service offerings are managed by industry leaders IBM and Intermedia and include:

- IBM Smart Business Cloud Enterprise - The first compute-on-demand service available within Ingram Micro's cloud services portfolio, IBM's infrastructure-as-a-service offering enables channel partners to provide customers quick access to a security-rich, enterprise-class virtual server environment on the IBM Cloud. This offering supports development and test activities, as well as other dynamic production workloads.
- IBM Managed Backup Cloud - Fast Protect Online - A security-rich, affordable offsite data backup solution that protects critical user data -- stored on laptops and desktops - against loss and corruption, offering virtually continuous, scalable protection along with easy-to-use restore capabilities.
- IBM Managed Backup Cloud - Remote Data Protection - A managed, offsite data backup and recovery solution for servers that is designed to be automatic, secure and reliable.
- Intermedia Hosted PBX - A hosted, business-grade, VoIP telephone service that integrates with Intermedia's [hosted Exchange](#) offering and can be managed remotely from a single control panel. It offers such features as "click to call," hunt groups, OCS calling, unique extensions, unlimited calling to the U.S. and Canada, "voicemail to email" functionality, international calling, music on hold and toll-free numbers. The new Intermedia hosted PBX offering is the first VoIP offering featured within Ingram Micro's cloud services portfolio.

Solution providers and managed service providers can purchase the new Ingram Micro compute-on-demand, backup cloud and hosted VoIP service as part of the distributor's growing IT cloud services portfolio, which can be found at [www.ingrammicrocloud.com](http://www.ingrammicrocloud.com).

"Cloud-based services such as compute-on-demand, backup and hosted VoIP represent significant business opportunities for channel partners and offer a great entry point for demonstrating the power, convenience and cost savings of cloud computing to business owners," says Renee Bergeron, vice president, managed services and cloud computing, Ingram Micro North America. "We're thrilled to expand our relationships with IBM and Intermedia and bring to market high-value business services that make it easy for resellers to buy and sell cloud services to their end users."

As a master aggregator of cloud services, Ingram Micro is building the IT industry's most comprehensive portfolio of cloud services available to channel partners throughout North America.

"Cloud computing is the future of IT services, and as the trusted business advisor to thousands of solution providers and MSPs, it's our mission to ensure the IT channel remains at the forefront of the cloud movement and has the tools, technologies, services and resources necessary to thrive in this new IT marketplace," concludes Bergeron.

A complete listing of Ingram Micro's cloud services and managed service offerings can be found at [www.ingrammicrocloud.com](http://www.ingrammicrocloud.com).

For more information about Ingram Micro's new cloud offerings, channel partners in the U.S. can email [saleservices@ingrammicro.com](mailto:saleservices@ingrammicro.com) or call (800) 705-7057. In Canada, please email [services@ingrammicro.ca](mailto:services@ingrammicro.ca) or call (877) 755-5002.

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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).

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