

News Release

INGRAM MICRO AND ORACLE SIGN AGREEMENT TO BROADEN ORACLE'S REACH INTO SMB IN EUROPE

Leading business software provider signs distribution agreements with Ingram Micro in United Kingdom and Germany

BRUSSELS, (Belgium), July 11, 2006 – Further strengthening the company's value added products and solutions portfolio, Ingram Micro Europe today announced it has signed new distribution agreements with Oracle, the world's largest enterprise software company, for the German and UK markets. The new agreements mark an important extension to Ingram Micro's existing Oracle relationships in Spain and the United States, and will help Oracle grow their footprint within the European small to medium sized business (SMB) market.

Under the new agreements, Ingram Micro resellers in Germany and the UK will have immediate access to the software giant's renowned database and middleware technologies including Oracle® Database 10g and Oracle Fusion Middleware.

Both product ranges are ideally equipped to meet the needs of small to medium sized business. Oracle Database 10g is the world's leading relational database for collecting and organizing information and delivers performance, scalability, availability, and security at a low cost of ownership. Oracle Fusion Middleware is a portfolio of leading, standards-based, and customer-proven software products, including J2EE and developer tools, integration services, business intelligence, collaboration, and content management. It offers complete support for Grid Computing and Service-Oriented Architecture (SOA).

Both Ingram Micro Germany and Ingram Micro UK will offer Oracle products through their specialized value added business units. Initial recruitment efforts for new Oracle channel partners will focus on the distributor's unparalleled reach into the SMB market. To actively assist its resellers with selling Oracle's technology, Ingram Micro will provide pre-sales support, technical work shops, dedicated marketing and training programmes as well as help with Oracle-Partner certification.

“We are excited that Oracle has appointed two of our European flagship countries, UK and Germany, as Value Added Distributor partners. Oracle is an important addition to our value added products offering and their technology represents new opportunities and revenue streams for our customer base”, commented Peter van den Berg, Vice President Business Development at Ingram Micro Europe.



Today's agreement with Oracle also demonstrates the significant value that Ingram Micro is adding to its vendor partners business. "We offer Oracle an enormous channel breadth to develop the right reseller partners, a proven fulfillment engine with financial strength and on top of that our in-country, highly specialized value added business units to drive this solutions-based enterprise business", continued Van den Berg. "We look forward growing our partnership with them".

"The Value Added Distributor channel is a key element of our strategy to continue increasing our sales to small-to-medium sized enterprises in the EMEA region," said Stein Surlien, Vice President, Alliances & Channels, Oracle Europe, Middle East & Africa. "Ingram Micro can help us achieve scale in this sector, and will initially engage in the UK and Germany, two key markets for Oracle. Ingram Micro will drive programmatic partner recruitment and development campaigns and focus on Oracle database and middleware products, which give their channel partners the best solutions for price/performance and ease of implementation."

About Ingram Micro Inc.

Ingram Micro Inc. is the world's largest technology distributor. As a vital link in the technology value chain, Ingram Micro creates sales and profitability opportunities for vendors and resellers through unique marketing programs, logistics services, technical support, financial services and product aggregation and distribution. The company serves 100 countries and is the only global IT distributor with operations in Asia. Ranked 72 on the Fortune 500, Ingram Micro generated \$28.8 billion in revenues for fiscal year 2005. Visit www.ingrammicro.com or www.ingrammicro-europe.com

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