

News Release

INGRAM MICRO APPOINTS SENIOR EUROPEAN MOBILITY MANAGER

European Mobility Solutions team supports resellers to sell end-to-end wireless mobility solutions

BRUSSELS (Belgium) March 16, 2007 – Ingram Micro Europe, a division of Ingram Micro Inc (NYSE:IM) the world’s largest technology distributor, today announced the appointment of Guido Kok as Senior European Mobility Manager, responsible for leading Ingram Micro’s European Mobility Solutions team. Together with Remco van de Panne, European Business Manager Mobility, Kok will team up with Ingram Micro’s in-country mobility experts and the company’s mobility vendor partners to support resellers throughout Europe capitalise on the expanding mobility market.

“Guido will be an excellent fit to further drive our mobility solutions offering as he has a solid track record in both Telco and IT markets”, commented Anita Lussenburg, Director Vendor Management Ingram Micro Europe. “His experience in managing channel and business development projects – among which at his former employer Vodafone Netherlands – will help us take our efforts to the next level”. Guido Kok added: “The market opportunity for integrated mobile solutions is growing year over year. Our ambition is to increase the reach of Ingram Micro’s ‘working Out of Office’ solutions and ensure our resellers are empowered with the right technical and marketing tools and services they need to successfully sell integrated mobile solutions.”

Full mobility solutions portfolio

Since 2005, when Ingram Micro first announced the launch of its European Mobility team, the company has become a strong business partner in the mobility space. Mobile operators and mobility vendors have identified the IT channel as an attractive platform for growth. Ingram Micro is ideally positioned to couple complementary IT products from the company’s broad portfolio with the new mobility products. Resellers benefit from complete wireless solutions that not only include the mobile device but also the server, the infrastructure and security, the software and the mobile data service contract that enables mobile access to information anytime, anywhere.



Targeted at resellers who sell mobile and wireless products and services, Ingram Micro's European Mobility team offers:

- Strategic relationships with high-profile operators, including Vodafone, T-Mobile, Orange and KPN;
- Business Alliances with top manufacturers including Sony Ericsson, HP, Microsoft, Palm, and TomTom;
- Solutions around mobile broadband notebooks –with integrated SIM cards – from HP, Acer, Toshiba, Lenovo and Fujitsu Siemens Computers;
- Streamlined sim card activation services;
- Wide range of pre-sales and online training and education programs;
- Targeted mobility marketing programs;
- Valuable in-country sales and marketing support.

Training and education resources ready to drive new business

Focused on helping solution providers build their businesses, Ingram Micro's Mobility Team offers education and training seminars focused on mobile solutions. In addition, solution providers can tap into Ingram Micro's dedicated infrastructure of sales, marketing and technical support teams to initiate or learn more about expanding their mobility practices and services strategies.

“Being successful in this market requires that resellers understand the market opportunities and the primary sales drivers”, says Lussenburg. “At Ingram Micro, we train our reseller partners on how these technologies work together and on which applications and environments hold the most promise for their business models. This is where Ingram Micro excels. We're committed to keeping our resellers at the forefront of market trends, business needs and profitable, in-demand technologies”.

About Ingram Micro

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 140 countries and is the only global broadline IT distributor with operations in Asia. Ranked 72 on the Fortune 500, Ingram Micro generated \$31.36 billion in revenues for



fiscal year 2006. Visit www.ingrammicro.com or www.ingrammicro-europe.com

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