



INGRAM MICRO LAUNCHES MANAGED SERVICES OFFERING WITH INTRODUCTION OF THE INGRAM MICRO SEISMIC PLATFORM AND VIRTUAL SERVICES WAREHOUSE

Industry leader opens Ingram Micro Seismic Success Support Portal to educate and support solution providers, teams with Level Platforms to deliver first service offering

MISSISSAUGA, ON., October 05, 2006 – Leading with the next generation in broadband distribution services, Ingram Micro Inc., (NYSE: IM) today announced the Ingram Micro Seismic Platform and Virtual Services Warehouse. A cornerstone of the distributor's new North America Services Division, the Ingram Micro Seismic Platform and Virtual Services Warehouse is a primary catalyst for growing, hosting and delivering Ingram Micro's new managed services portfolio.

To help drive this multiphase go-to-market strategy, Ingram Micro is forming an alliance with LPI Level Platforms Inc. to resell its Managed Workplace product and host remote monitoring and managed (RMM) services solutions on the Ingram Micro Seismic Platform. Together, the two market leaders will develop and deliver a leading small to midsize business (SMB) managed service platform for solution providers to use in building and growing their professional IT service businesses.

Starting Oct. 2, 2006, Ingram Micro will resell Level Platforms Managed Workplace product in traditional license form. In early 2007, Ingram Micro will be Level Platforms' go-to-market hosting provider to the SMB channel, offering and delivering the Managed Workplace platform in a fully managed and hosted model.

In addition to the hosted Managed Workplace, the Ingram Micro Seismic Platform will offer an industry-leading suite of managed applications and products. These offerings will use Level Platforms' network management and remote monitoring technology platform as a foundation for adding higher-value managed services solutions such as disaster recovery, remote backup and security management. The leading IT distributor also plans to leverage Level Platforms'

technology and existing reporting tools to make it easy for virtually any IT manufacturer to access the new opportunities offered in this rapidly growing SMB managed services environment.

“Our goal is to quickly bring scale and flexibility to the managed service delivery model and reduce the investment solution providers are required to make in their services portfolio,” says Justin Crotty, vice president of services, Ingram Micro Services Division, North America. “This is not about transforming your business overnight. It is about strategically adding capabilities that will help build our customers’ revenue and profits and give them the tools to deliver long-term value and client satisfaction. The Seismic Platform will lower business risk for our solution-provider partners and empower them to enjoy the benefits of managed services. Our alliance with Level Platforms is about two market leaders establishing a set of standards and best practices that will help our solution providers become successful in this complex and challenging market.”

“Historically, the ante to play in the managed services game has been too high and the odds were not in your favor,” says Arlin Sorenson, president, Heartland Technologies. “The Ingram Micro Seismic Platform and Virtual Services Warehouse simplifies what many consider a complex and cost-intensive services delivery model. By lowering the barrier to entry and reducing the risk, Ingram Micro is making managed services a viable service delivery model for VARs of all sizes and capabilities.”

Introducing the Ingram Micro Seismic Success Support Portal

To further assist solution providers and existing managed service providers, Ingram Micro has developed an industry-leading best practices portal called the Ingram Micro Seismic Success Support Portal. This exclusive online training and education knowledge base is available for solution providers and MSPs who are taking advantage of any Ingram Micro Seismic Platform managed services offerings.

Available today, the new web portal features a customized resource-delivery logic that allows solution providers to receive the right mix of resources and best practices according to their present stage in the managed services evolution. The portal also includes a complete library of managed services best practices, how-to tutorials, services benchmarking, online training, white papers and other managed services-specific reference materials and marketing collateral.

“Managed services represent the biggest opportunity of the decade for solution providers”, says Peter Sandiford, chief executive officer of Level Platforms. “To date there are 2,000 solution providers using Level Platforms’ agentless remote monitoring and management technology to radically lower services costs, improve customer response and deliver creative new managed services. The Ingram Micro Seismic hosted offering of Managed Workplace will accelerate this growth and make it easier than ever for solution providers to achieve an immediate jump in profitability.”

Pricing and Availability

The Ingram Micro/Level Platforms Managed Workplace offering is now available. Whether you are a solution provider that is considering getting into Managed Services, an existing Level Platforms partner or using another remote monitoring software, please contact **Richard M. Caballero, Senior Manager** for the Canadian Services Division at 1-800-668-3450 ext. 55043, or send an e-mail to richard.caballero@ingrammicro.ca.

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 services, technical support, financial support, and product aggregation and distribution. The company services more than 140 countries worldwide and is the only global IT distributor with operations in Asia. Visit www.ingrammicro.com.

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