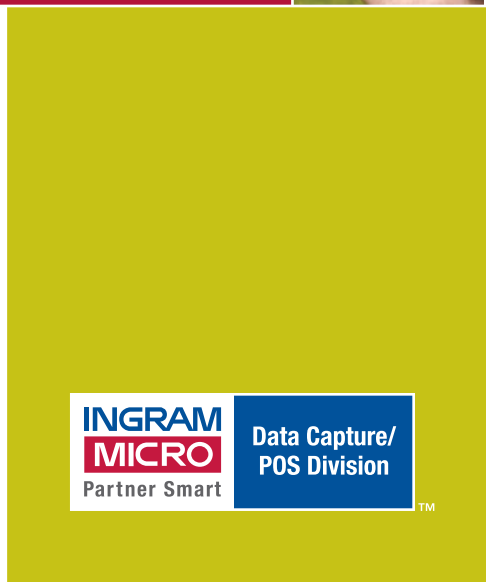
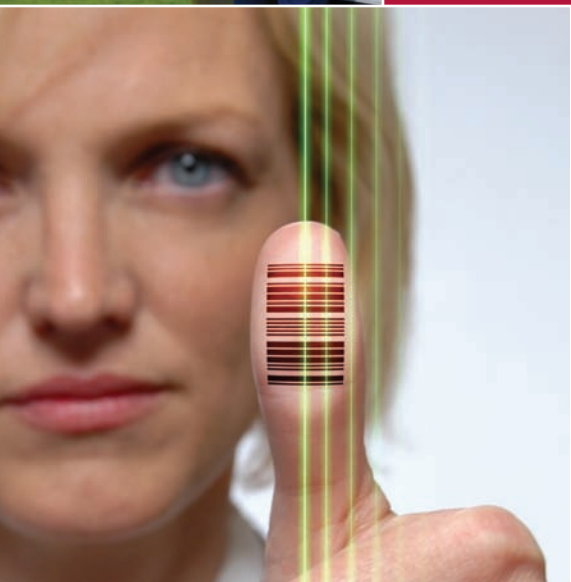


Data Capture/POS

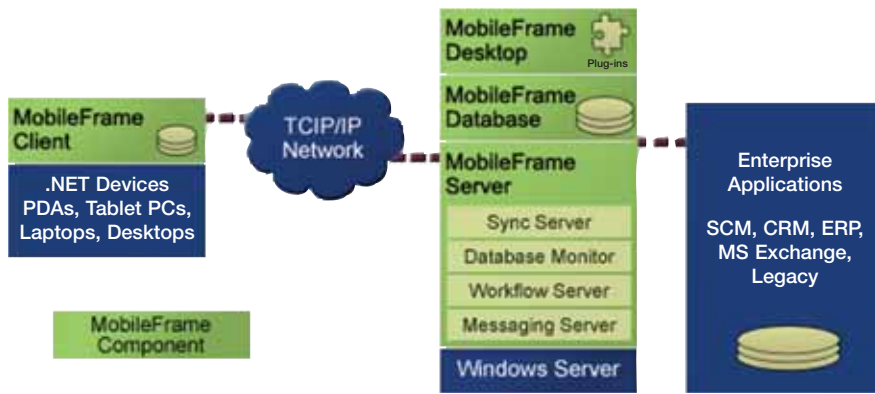
Field Sales Automation Solutions



INGRAM
MICRO
Partner Smart

Data Capture/
POS Division

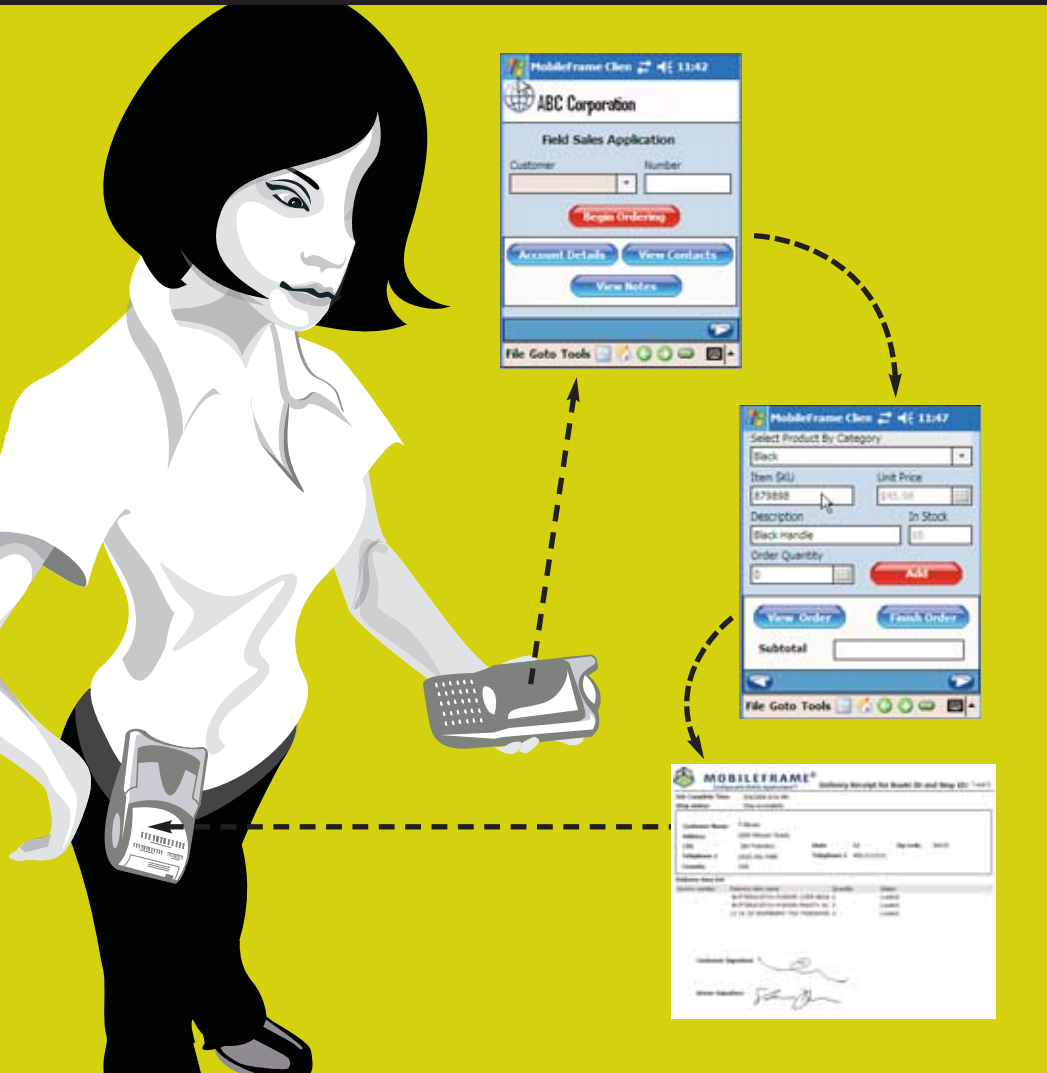
TM



EMPOWER YOUR CUSTOMER'S FIELD SALES FORCE



FIELD SALES MOBILITY SOLUTION



As more businesses transition to mobile workforces, employees in the field require faster, more reliable access to technology that will help them develop their customer bases, access relevant information and speed the sales process.

Simply put, your customers need help turning every client interaction into a revenue-generating opportunity. Ingram Micro can make it happen.

Ingram Micro's field sales automation solution covers it all. We provide instant visibility into back-office sales data and information for managing a sales organization across the entire supply chain.

Let us help you get started with proven technology solutions to empower your customer's field sales force with the tools needed to stay competitive in today's market.

From the sales representative to the customer, and the service technician to the supplier, we are your one source for the complete solution.

Our field sales automation solutions are perfect for:

- **Field Sales** — Improve service levels to customers by providing instant visibility into a client's account to help close more business.
- **Sales Management** — Provide instant insight to senior sales management to facilitate decision-making processes.
- **Inventory Visibility** — Increase data accuracy and provide better inventory-management capabilities through real-time or batch part-level visibility.
- **Customer Satisfaction** — Improve your customer's ability to deliver special orders, drive incremental revenue, and provide accurate feedback on inventory, shipping and delivery schedules on the fly.
- **Complete Customer Information** — Put full contact data, account information, order status, history, product pricing, promotional information, inventory updates, and payment collection data at your customer's fingertips.

One Source. Complete Solutions.

Ingram Micro's Data Capture/POS Division enables profitable point-of-sale (POS) and auto-ID businesses for our channel partners. With the largest dedicated field-sales organization in the market, our partners have easy access to unmatched product breadth, precise logistics support and value-add services. Resellers, whether established data capture/POS VARs or those expanding into this market, can leverage the division's support to accelerate growth and extend relationships with their clients.

Our customers gain ready access to Ingram Micro's expansive line card, featuring best-of-breed, complementary IT products. From computers, to wireless networks, to security, Ingram Micro's customers find a truly complete solution to enhance their AIDC, POS and mobile applications, establishing them as trusted advisors to their clients and opening new business opportunities.

We offer:

- Complete, end-to-end solutions • Innovative marketing programs
- World-class logistics • Flexible financing options
- Innovative credit programs • Inside and outside sales expertise
- Dedicated technical help desks
- Advanced e-commerce capabilities

To find out how Ingram Micro works with manufacturer partners to provide complete mobility solutions, visit dcpos.ingrammicro.com or call (800) 876-4629.



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