



Ingram Micro First to Market with Cross Platform Digital Signage Solutions for Windows and Mac

Industry Leader Signs Distribution Agreement with Nanonation, Broadens Reach to Apple Specialists and Extends Value Proposition to Channel Partners

SANTA ANA, Calif., June 8, 2010 – [Ingram Micro Inc.](#) (NYSE: IM) is pleased to announce its Digital Signage Division has signed a U.S. distribution agreement with [Nanonation](#), a leading developer of customer experience software and one of the few IT vendors in the U.S. to offer a cross platform digital signage software solution that runs on open standards and works within both Windows and Mac environments.

“Digital signage represents a sizable sales and service opportunity for Apple Specialists, as well as mainstream Windows-based IT professionals,” says Kevin Prewett, vice president, vendor management for the Ingram Micro Digital Signage Division U.S. “With the addition of Nanonation, Ingram Micro is enabling our channel partners to expand their addressable market by offering a compelling, cross platform digital signage solution designed for both Mac OS and PC-based environments. That’s a tremendous value proposition that is sure to resonate with Apple Specialists and attract even more channel partners to our growing Digital Signage Division.”

Under the terms of the new agreement, Ingram Micro becomes the first broad-based distributor to market, sell and support Nanonation’s award-winning digital signage software solution to Apple Specialists and channel partners throughout the U.S. Available now through the Ingram Micro Digital Signage Division, the Nanonation software solution includes:

- [Nanopoint Kiosk and Digital Signage Client Software](#) – An end-to-end solution designed for everything from interactive kiosks to networked digital signage that delivers content and self-service applications to devices throughout the business enterprise.
- [Commandpoint System Management and Reporting Software](#) – Real-time, web-based reporting tools that can remotely monitor, measure and manage multiple kiosk and digital signage deployments anywhere, anytime, from any web-enabled PC.

To raise awareness and generate demand for Nanonation’s Nanopoint and Commandpoint solution, the Ingram Micro Digital Signage Division is conducting a number of training and education seminars, such as the Digital Signage Boot Camp in Boston, MA July 14-15, as well as hosting a webinar this summer. In addition, Ingram Micro is providing pre- and post-sales, marketing and technical support for the Nanonation solution.

“It’s great to see Ingram Micro expand its portfolio to include a Mac-friendly digital signage solution,” says Mike Ohren, CEO, [MacMan](#), an Ingram Micro solution provider and Apple Specialist. “Nanonation is a recognized brand among Apple Specialists selling digital signage solutions, and this new relationship with Ingram Micro will certainly strengthen its partner enablement capabilities and make it that much easier for us to source complete solutions.”



“Digital signage represents one of the most lucrative sales and service opportunities for channel partners in the U.S.,” says Brian Ardinger, senior vice president and chief marketing officer, Nanonation. “By teaming with the Ingram Micro Digital Signage Division, we are expanding our footprint and enabling more channel partners and Apple Specialists to leverage our software to help businesses create effective ways to deliver targeted information, more often, to more people with more impact.”

For more information about Ingram Micro’s Digital Signage Division and Nanonation’s software, solution providers can contact (800) 456-8000 x77607, visit www.ingrammicro.com/digitalsignageinfo, or send an email to DigitalSignageDivision@ingrammicro.com.

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About Nanonation

Nanonation’s enterprise-class software for digital signage and kiosks drives sales and fuels profits. With proven tools and technologies to enhance the customer experience, businesses can now deliver powerful messaging and integrated marketing services seamlessly across an enterprise – all while monitoring, measuring, and managing each customer interaction. Nanonation’s client list includes Build-A-Bear Workshops, Royal Caribbean, Mazda, Harley-Davidson, and many others in the retail, hospitality, entertainment, and financial services markets. For more information, visit www.nanonation.net.

About Ingram Micro

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 services and product aggregation and distribution. The company serves approximately 150 countries and is the only global broad-based IT distributor with operations in Asia. Visit www.ingrammicro.com.

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