

Frequently Asked Questions – General

Q. What did Ingram Micro announce?

Ingram Micro announced that it has successfully completed the acquisition of Ensim Corporation, a leader in enabling the distribution of cloud applications.

Q. What does Ensim do?

Headquartered in San Jose, California, Ensim is a leader in enabling the distribution of cloud applications.

Q. Will Ingram Micro retain the Ensim brand?

Ingram Micro gains access to the associated intellectual property and the Ensim brand and will continue to market the platform under that name.

Q. How will leadership change at both companies?

No changes are currently planned as we are focused on minimizing any disruption in the service while continuing efforts to build out the technology around the platform.

Q. How does this acquisition fit into Ingram Micro's company strategy?

This acquisition aligns with our strategic priorities. Specifically, Ensim is complementary to our Odin Service Automation platform and the Ingram Micro Cloud Marketplace, and will expand our ability to help channel partners bring cloud services to businesses of all sizes.

Q. How do Ingram Micro's current cloud offerings and Ensim's products complement each other?

Ensim is complementary to our global channels and vendor relationships, enabling us to expand our reach into new markets and accelerate the evolution of the cloud ecosystem.

Q. What are the benefits of the acquisition for Ensim customers and vendors?

With this acquisition, Ensim customers and vendors become part of one of the biggest cloud ecosystems in the world. A Fortune 100 company, Ingram Micro brings a global presence, demonstrated financial strength, expertise and breadth of cloud services, and an extensive business network of established technology relationships to support accelerated business success in the cloud. Ingram Micro is committed to being a leader in the cloud services ecosystem, as well as a key player in enabling vendors, resellers and end customers to benefit from the adoption of cloud technologies.

Q. How will the acquisition impact current Ingram Micro customers?

Ingram Micro customers are expected to benefit from an expanded technological reach. Through this acquisition, Ingram Micro expands its capabilities and provides channel partners with the ability to resell to new market segments.

Q. How many associates are involved in this acquisition?

Approximately 150 associates are involved in this acquisition.

Q. Do you expect the acquisition transaction to cause any issues with vendors or customers?

No, we don't foresee any disruption in the delivery of services and will proactively work with our customers and partners to ensure a smooth transition.

Q. Do you plan to close any of Ensim's facilities?

We will take this time to evaluate if there are any opportunities to consolidate any Ensim facilities with nearby Ingram Micro facilities.

Q. Who can I contact for more information?

We recommend directing any questions to your manager first so that he or she can route the questions to the appropriate source.

Q. What should I do if the investors or media contacts me?

Please refer all investors to [Damon Wright](#) (1-714-382-5013), and all media calls to [Danielle Gaut](#) (cloud contact) or [Tom Henson](#) (corporate contact, 1-714-382-1141).

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