



Ingram Micro | Data Capture/POS Division

Why sell Data Capture (AIDC/RFID) solutions into the gov/ed market?

These solution providers face unique challenges and therefore need unique support. Fortunately, Ingram Micro Data Capture/POS Division, in conjunction with Ingram Micro GovEd Alliance, can supply the resources necessary to succeed.

Whether you're building sales in the federal, state or local segments of this marketplace, you'll benefit from our wide selection of products and services. Ingram Micro offers targeted support, specialized resources and flexible, easily used business-development tools designed to give you a competitive edge.

Why partner with Ingram Micro for gov/ed technology solutions?

With a comprehensive menu of value-added services, GovEd Alliance helps its members increase profitability, build customer loyalty and compete more effectively.

Choose from a wide variety of IT solutions, including mobile computing, data capture and all the adjacent technologies that gov/ed solution providers need. Ingram Micro's gov/ed manufacturers can accommodate the varied demands of this marketplace.

Ingram Micro Managed Services Division

Expand your service menu with managed services. Provide a remote system-monitoring solution, which transforms your service offering from the passive break/fix model to one that's more proactive. Empower your customers to monitor and replace hardware before failure occurs.

Product Solutions From Ingram Micro's Data Capture/POS Division

Federal Government

Defense | Manage inventory, track and maintain assets and communicate with vehicles and mobile workers more efficiently, using:

- Portable data terminals (PDTs)
- Industrial-grade printers
- Mobile printers
- RFID systems

- Rugged mobile computers
- Wireless networking
- Security card systems
- Biometric security solutions

Homeland Security | Effectively track people and freight as they move into and out of the country, using:

- PDTs
- Industrial-grade printers
- Mobile printers
- RFID systems
- Rugged mobile computers
- Wireless networking
- Security card systems
- Biometric security solutions
- Ticketing kiosks

Civilian Agencies | Meet government mandates and better serve civilians by developing a flexible infrastructure in such environments as customs and immigration, using:

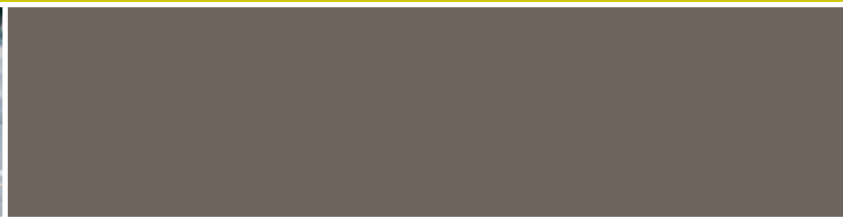
- PDTs
- Industrial-grade printers
- Mobile printers
- RFID systems
- Rugged mobile computers
- Wireless networking
- Security card systems
- Biometric security solutions
- Accurate identification systems

Local and State Governments

Public Safety | Secure public events, support law enforcement officers in the field, automate citations and deliver critical data to first responders during major emergencies, using:

- Portable data terminals (PDTs)
- Mobile printers
- RFID systems
- Wireless networking
- Accurate identification systems

Government Offices | Increase operating efficiencies, support key operational activities, and enhance customer service



levels in environments such as veteran and prison administration agencies, using:

- PDTs
- Industrial-grade printers
- RFID systems
- Wireless networking
- Security card systems
- Biometric security solutions

Community Services | Speed services to customers in motor-vehicle, social-service, voting and passport-administration offices by easily verifying customers' identities and providing them with quick access to data, using:

- PDTs
- Mobile printers
- Wireless networking
- Handheld devices
- Accurate identification systems
- Bar-code scanners
- Bar-code printers
- Kiosks

Additional Revenue Opportunities

- Servers and data storage
- Networking equipment, both wired and wireless
- Security – physical, data, IP surveillance

One Source. Complete Solutions.

The Ingram Micro Data Capture/POS Division is a specialized distribution and value-add service division, offering Auto ID/Data Capture (AIDC and RFID), point-of-sale (POS) and mobile computing products. With ongoing product development and advancements in technology, we continue to create new applications for these products used in corporate offices, government, healthcare, hospitality, manufacturing, retail and warehousing.

We deliver a comprehensive product line from the industry's top manufacturers like Cherry, Honeywell, Metrologic, Motorola, Printronix, Socket Mobile, Zebra and Zebra Card. Customers receive expert support through regional sales and service offices and our state-of-the-art product distribution centers across the United States and Canada.

Our customers also gain ready access to Ingram Micro's expansive line card, featuring best-of-breed complementary IT products. These products offer recurring revenue streams with the added benefit of providing a chance to reach out to their customers on a regular basis to discover additional opportunities. From computers to wireless network to security, Ingram Micro customers find a truly complete solution to enhance their AIDC, POS and mobile applications.

- Unified threat management (UTM)
- Visitor-based networking (VBN) for hotspots
- VoIP
- Web sites
- Managed services (Ingram Micro Seismic)
- Software, in the form of OS, AV, applications, etc.
- Digital Signage

Leverage these Ingram Micro resources:

- Pre- and post-sales technical support
- Technology solutions engineers (TSEs) who are field-deployable

Resources

Data Capture/POS Division Business Development Managers

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