

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.

We deliver a comprehensive product line from the industry's top manufacturers, including Cherry, Honeywell, Metrologic, Motorola Information Systems Group, Printronix, Socket Mobile, Zebra Card and Zebra Technologies. Customers receive expert support through regional sales and service offices as well as from 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. They can 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 networks, to security, Ingram Micro's customers find a truly complete solution to enhance their AIDC, POS and mobile applications.

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

CHERRY  **Honeywell**  **Metrologic**  **MOTOROLA**

PRINTRONIX
GLOBAL PRINTING...ENABLED.

socket
The Mobile Connection



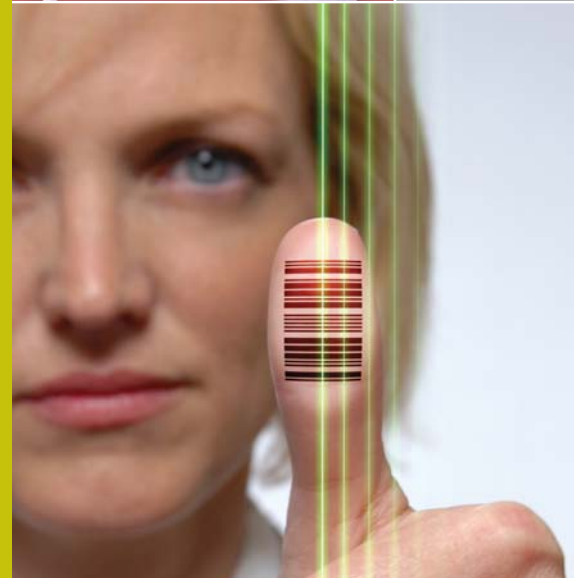
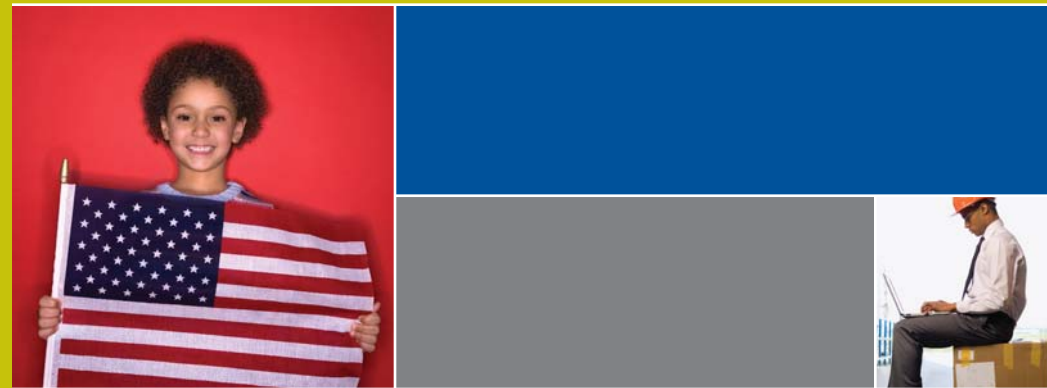
Zebra Card
Printer
Solutions

**INGRAM
MICRO**
Partner Smart™

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Data Capture/POS

Government and Education Solutions



**INGRAM
MICRO** Data Capture/
Partner Smart POS Division™



WHY SELL DATA CAPTURE (AIDC/RFID) SOLUTIONS INTO THE GOV/ED MARKET?



FEDERAL

- Warehouse management
- Asset management tracking
- Printing solutions — mobile/label/stationary
- Inventory control
- Ruggedized mobile systems and devices
- Identity management
- Network/Physical security
- Deployable communications
- Digital signage
- Wireless infrastructure
- Virtualization
- Disaster recovery



STATE/LOCAL

- Consolidation
- Information security
- Disaster recovery/Business continuity
- Electronic records management/Preservation/E-Discovery
- Health information technology
- Shared services
- Connectivity
- IT governance
- Interoperability
- Human capital/IT work force
- Field management
- E-Citations
- Self-service kiosks
- IP video surveillance
- Digital signage



EDUCATION

- School systems
- Asset management tracking
- Kiosks
- Point of sale
- Printers
- Connectivity
- Network security
- Smart cards/Security
- IP video surveillance
- Digital signage

Solution providers in the gov/ed market face unique challenges, which means they 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, user-friendly business-development tools designed to give you a competitive edge.

Partner with us to get a single, convenient source for all your high-quality data capture solutions, as well as access to our extensive product line and services portfolio. Choose from a wide variety of IT solutions, including mobile computing, networking, security, digital signage 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. We really are your one-stop shop.

We offer:

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