



ACCESSCHANNEL OPENS DOORS TO U.S. TECHNOLOGY CHANNEL FOR EMERGING VENDORS Ingram Micro and AccessChannel Sign Strategic Agreement

San Jose, CA – June 13, 2005, AccessChannel today announced that it has signed a strategic agreement with Ingram Micro Inc. (NYSE: IM), the world's largest technology distributor, to deliver a quick and cost-effective service that enables emerging manufacturers and software publishers to achieve broad access to U.S. resellers and retailers. The agreement allows AccessChannel to provide outsourced vendor management, logistics, and accounting services to vendors by leveraging Ingram Micro's catalog and North American distribution center network.

AccessChannel clients will have their products offered through a standard distribution agreement with Ingram Micro and available for purchase by more than 40,000 resellers in the United States, including many of the largest players in the channel. Since a vendor's product can be made available in the Ingram Micro catalog in a few weeks, the program speeds time to market.

"We are excited about working with Ingram Micro to expand its portfolio of vendors, helping to satisfy Ingram Micro's customers demand for new technologies and innovative products," said Al Mann, CEO of AccessChannel.

"AccessChannel has identified a new and unique approach that provides our customers with greater product choice when designing solutions for their clients," said Paul Bay, senior vice president, vendor management, Ingram Micro U.S. "The AccessChannel team's experience and knowledge enables vendors to travel the fast track into Ingram Micro's system and then out to the channel." "Prior to AccessChannel, many manufacturers with great products did not have the revenue momentum to qualify as a vendor with a Tier I distributor. They were caught in a "catch 22" situation – without distribution they could not achieve revenue and without revenue they could not get distribution," said Lisa MacKenzie, Founder and President of LD/MacKenzie, a leading technology marketing services

company.

Program Details The AccessChannel model helps emerging vendors to quickly gain market awareness and access to an expanded customer base through the market leader in distribution. The program ensures that vendors maintain the key ingredients available with a traditional direct relationship while leveraging the reseller reach of Ingram Micro. For example, vendors have direct contractual relationships with Ingram Micro and their products are available under standard distribution terms and conditions through Ingram Micro's telesales, website, and electronic transactions. AccessChannel takes responsibility for inventory management, logistics, program management, accounting, and reporting. Vendors will receive daily updates on inventory and POS. The total cost of the program is kept affordable by simplifying the required marketing programs and limiting price uplifts to a single product mark-up made by Ingram Micro. The AccessChannel service is now fully operational.

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 100 countries and is the only global IT distributor with operations in Asia. Visit www.ingrammicro.com.

About AccessChannel AccessChannel was founded by two veterans of the distribution industry. Al Mann, AccessChannel's CEO, and Mike Terrell, COO, together they have over 50 years experience and both held executive positions at Ingram Micro in addition to other achievements. AccessChannel is a subsidiary of the Proficio Group - a global management execution company. For more details see www.accesschannel.net. **Contacts:** Al Mann CEO AccessChannel 949-433-7632 amann@accesschannel.net

Chris Kelly Ingram Micro 714-382-3355 chris.kelly@ingrammicro.com