

UST joins Ingram Micro's Reseller program.

About Ingram Micro



Ingram Micro is the only global broad-based IT distributor, serving resellers in approximately 150 countries on six continents[citation needed] The company offers more than 1,400 suppliers access to a global customer base of more than 185,000 resellers of various categories, including Value Added Resellers (VARs), corporate resellers, direct marketers, retailers, Internet-based resellers, and government and education resellers.

In recent years, Ingram Micro built a presence in areas adjacent to its traditional distribution business, including enterprise computing, automatic identification and data capture (AIDC); point-of-sale (POS); managed, professional and warranty maintenance services; mobility; physical security; and consumer electronics (CE).[citation needed] The company has been a leader in addressing the continuing evolution of technology delivery, including cloud computing, or software-, platform- and infrastructure-as-a-service. Its fee-for-service logistics and supply-chain management business extends the company's reach to vendors selling products directly to consumers as well as retailers and e-tailers selling non-IT products.

Ingram Micro is based in Santa Ana, California.

Benefits of Partnering with Ingram Micro

As an Ingram Micro reseller, UST can be a one stop shop for its customers and be a full service

supplier for computer hardware, networking equipment, ADC (Automatic Data Capture) devices and a variety of software. Until now UST was primarily selling services and some software. Now, we would be a position to sell hardware, networking equipment, ADC and software from more than 1400 companies.

UST is pleased to partner with Ingram Micro and hopes it can deliver more for its customers through its VAR relationship with Ingram Micro.