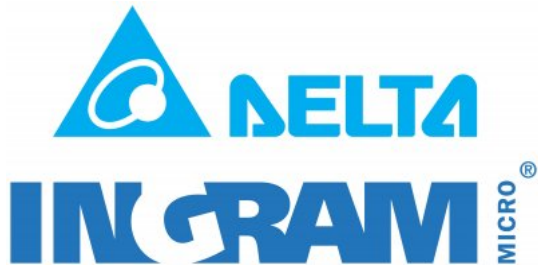




## Ingram Micro and Delta Establish Distribution Partnership



- *IT reseller gains access to the Delta Uninterruptible Power Supply (UPS) and Datacenter Infrastructure Solutions*
- *A dedicated team of experts is available to implement custom configurations and fulfill the specific requirements of each project*

Delta, a global leader in power and management solutions, has announced a new partnership with Ingram Micro. Ingram Micro, a leading distributor of ICT products, will offer Delta's uninterruptible power supplies (UPS) and Datacenter Infrastructure Solutions in the DACH region (Germany, Austria and Switzerland) with immediate availability. Delta established the partnership for the primary purpose of setting up a sales channel, distribution, and project support for IT resellers in the region. State-of-the-art Delta technologies for single and three-phase UPS devices give vendors the ability to close gaps in the technologies they currently offer.

For Delta, this is the first cooperation that focuses solely on IT channel sales in the EMEA region. It highlights the significance of the European market to Delta and the manufacturer's commitment to indirect sales. The new partnership will make it easier for resellers to gain traction with new technologies such as the IoT, edge computing, artificial intelligence, smart cities, and digitalisation.

"Ingram Micro is the ideal distributor for us," said Sebastian Thodam, UPS Sales Germany & Austria at Delta. "Our mutual interests have created a win-win-win situation for Delta, Ingram Micro, and all IT resellers. We're really looking forward to working with Ingram Micro and the vendors they supply."

With Delta, Ingram Micro now has access to the portfolio of an international leader in the data center and IT infrastructure space. "By partnering with Delta, one of the leading manufacturers of three-phase UPS systems for datacenters, we've added specialized solutions to our portfolio that now completely cover use cases such as compact form factors, leading efficiency, high power density and battery autonomy for industrial applications. This is the next logical step in implementing our value strategy of expanding the range of solutions we can offer while also fulfilling very demanding and specialized requirements," said Thomas Groß, Executive Director Advanced Solutions at Ingram Micro.

### **About Ingram Micro:**

Ingram Micro Deutschland is the leading ICT distributor with a focus on technology solutions, cloud, commerce, and lifecycle services. 35,000 customers and 350 manufacturers benefit from the broadest market reach, the largest ICT portfolio, and the expertise and strength of a global network. As a full-service provider, Ingram Micro helps its partners master their digital transformations and generate value along the entire technological lifecycle. This creates true added value in the pioneering solutions and services business. The company is represented in 52 countries on six continents and serves customers in 160 countries. More information is available at [www.ingrammicro.de](http://www.ingrammicro.de) and [www.ingrammicro.com](http://www.ingrammicro.com).

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*About Delta*

*Delta, founded in 1971, is a global provider of power and thermal management solutions and a major player in several product segments such as industrial automation, displays, and networking. Its mission statement, "To provide innovative, clean and energy-efficient solutions for a better tomorrow," focuses on addressing key environmental issues such as global climate change. As an energy-saving solutions provider with core competencies in power electronics and innovative research and development, Delta's business domains include Power Electronics, Automation, and Infrastructure. Delta has 169 sales offices, 70 R&D centers and 38 manufacturing facilities worldwide.*

*Throughout its history, Delta has received many global awards and recognition for its business achievements, innovative technologies and dedication to corporate social responsibility. Since 2011, Delta has been listed on the DJSI World Index of Dow Jones Sustainability™ Indices for 7 consecutive years. In 2017, Delta was selected by CDP (formerly the Carbon Disclosure Project) for its Climate Change Leadership Level for the 2nd consecutive year.*

*For detailed information about Delta, please visit: [www.deltaww.com](http://www.deltaww.com)*

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