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For Immediate Release

INGRAM MICRO & NeXT SIGN NATIONAL DISTRIBUTION AGREEMENT

INGRAM MICRO'S POSITION AS THE WORLDWIDE LEADER IN THE DISTRIBUTION OF UNIX PRODUCTS BUILDS FURTHER MOMENTUM

SANTA ANA, Calif., April 14, 1993 — Ingram Micro today announced an agreement with NeXT Computer Inc., to distribute the NeXTSTEP for Intel processors object-oriented system software. Ingram Micro will distribute both the user development versions of the NeXTSTEP for Intel processors environment to resellers in the U.S., Canada, and Mexico.

"We view this as an important relationship between Ingram Micro and NeXT," said Robert Grambo, vice president of product marketing for Ingram Micro. "NeXTSTEP is a leader in object-oriented system software, and we see enormous potential for NeXT's software now that it is available for industry-standard PCs."

NeXTSTEP is a leading object-oriented software environment for developing and deploying client/server applications. NeXTSTEP for Intel processors is the version of the software that runs on industry-standard PCs powered by Intel486 and Pentium microprocessors.

Ingram Micro's channel marketing programs and business development strategies for the distribution of NeXTSTEP will be guided by Ingram Micro's Strategic Product Group for UNIX and its Technical Products Division, Ingram Micro business units that focus on product sales to value-added dealers (VADs) and system integrators.

"As a distributor with enormous coverage and top-notch reputation, Ingram Micro is a tremendous partner for NeXT," said Erna Arnesen, NeXT's director of channel sales. "With Ingram Micro, we can leverage and gain visibility with almost any reseller we would like to reach with NeXTSTEP."

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2-2-2 Ingram Micro & NeXT

NeXTComputer, Inc. develops and markets the industry-acclaimed NeXTSTEP object-oriented software for industry-standard computer architectures. NeXTSTEP is used by corporate customers to develop and deploy client/server applications, using both custom and shrink-wrapped productivity software. NeXT is headquartered at 900 Chesapeake Drive, Redwood City, Calif., 94063.

Ingram Micro Inc. is the world's largest wholesale distributor of microcomputer products. The company's inventory includes 16,000 products from over 750 of the world's leading hardware and software companies. It sells to 60,000 reseller customers in 65 countries and has distribution operations in eight nations, including international subsidiaries in Canada, the United Kingdom, Belgium, France, the Netherlands, Germany, Italy and a majority interest in Mexico's leading distributor Ingram Dicom. Ingram Micro also operates major export offices in Santa Ana, Brussels and Singapore. The company is headquartered in Santa Ana, California and achieved sales of $2.7 billion in 1992.

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