



Talend Selects Ingram Micro as Distributor in Southeast Asia and Hong Kong

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Collaboration to Streamline Access to Cloud and Big Data Integration Solutions

REDWOOD CITY, Calif. & SINGAPORE--(BUSINESS WIRE)--Sep. 7, 2016-- [Talend \(NASDAQ: TLND\)](#), a global leader in [cloud](#) and [big data integration](#) software, today announced the company has chosen [Ingram Micro](#) Inc., as its first authorized distributor in Southeast Asia and Hong Kong. With a mandate to distribute all Talend solutions, including [Talend Data Fabric](#), [Talend Integration Cloud](#), [Big Data](#) and [Master Data Management \(MDM\)](#). Ingram Micro will provide Talend access to an extensive network of thousands of channel partners and resellers in the region.

"Our relationship with Ingram Micro is an important component of our strategy in Southeast Asia and Hong Kong," said Kamal Brar, senior vice president and general manager Asia Pacific, Talend. "Ingram Micro is a proven player with deep roots in the technology space in these markets. In addition to their understanding of the culture and nuances of the region, Ingram Micro's extensive network will help Talend increase its reach and better support solution partners and resellers."

Ingram Micro enables an efficient distribution channel for introducing Talend's complete product line to a wider customer base in the region. As a global distributor of IT solutions, Ingram Micro simplifies and accelerates complex sales channels for approximately 1,700 companies with its technical expertise and large scale, worldwide logistics distribution capabilities.

"This partnership enables us to extend our reach and bring the value of Talend's solutions to enterprises in the region more efficiently. Ingram Micro's proven logistics management system and order processing supports the rapid completion of IT projects with resellers across the rather complex and varied market place of Southeast Asia and Hong Kong. This flexibility and scalability is critical to helping service markets in the region, where Cloud and Big Data Integration, as well as MDM, are quickly gaining traction," explained Kamal Brar.

"In addition to accessing our extensive network, our appointment as a strategic partner ensures our reseller customers get the best support to realise new opportunities in the region. Our commitment with Talend allows them to serve a wider range of customers across a range of industry verticals including government agencies, telecommunications, financial services, and manufacturing," said Francis Choo, vice president, ASEAN & Hong Kong for Ingram Micro.

Talend's Kamal Brar added: "The ability to integrate and leverage data to draw predictive insight and take informed action is the key to success in hyper-competitive markets. The Asian market is ripe with opportunities and we believe that in partnership with Ingram Micro we will be in a strong position to deliver business critical data integration solutions that can meet their customers' evolving needs and be a driver of big data technology adoption in the region."

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About Ingram Micro

Ingram Micro helps businesses Realize the Promise of Technology™. It delivers a full spectrum of global technology and supply chain services to businesses around the world. Deep expertise in technology solutions, mobility, cloud, and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve. Unrivalled agility, deep market insights and the trust and dependability that come from decades of proven relationships, set Ingram Micro apart and ahead. More at www.ingrammicro.com

About Talend

Talend is a next generation leader in cloud and big data integration software that helps companies become data driven by making data more accessible, improving its quality and quickly moving data where it's needed for real-time decision making. By simplifying big data through these steps, Talend enables companies to act with insight based on accurate, real-time information about their business, customers, and industry. Talend's innovative open-source solutions quickly and efficiently collect, prepare and combine data from a wide variety of sources allowing companies to optimize it for virtually any aspect of their business. Talend ([NASDAQ: TLND](#)) is headquartered in Redwood City, CA. For more information, please visit www.talend.com and follow us on Twitter: [@Talend](#).

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Source: Talend

Talend
Chris Taylor, 408-674-1238
VP, Corp. Communications
ctaylor@talend.com

or

For Talend
Cristie Hilado
Cristie.hilado@priorityconsultants.com