



Why Your Business Deserves a True Technology Partner

Insight offers full
support for your most
complex IT challenges.



Manage today. Transform the future.

The IT challenges that come with a rapidly changing world can feel insurmountable. From complex landscapes and evolving trends to barriers in cloud migration and workforce connection, the environment continually shifts. As a business, you're tasked with overcoming these challenges and more, all while growing and supporting your company.

Imagine one singular partner positioned to solve your most complex IT challenges:

- One step for managing a complete device lifecycle, implementing the right software for your needs and ensuring IT security
- One guide for continued innovation, improved operations and better business outcomes

With Insight, this partnership is a reality.

Whether you're looking for guidance on a large transformation or have a specific need that falls under one of our solution areas, we're poised to help. With product finders, unbeatable deals and deep partnerships, finding the right technology has never been easier. When it comes to managing this technology, we provide solutions in:



Digital Innovation

Harness the power of data to optimize operations.



Cloud + Data Center Transformation

We'll be your guide in a technology landscape that's increasingly complex.



Connected Workforce

Create better workspaces, simplify device management and keep workers happy.

With our unmatched resources, services, support and products, we're here to help you thrive in a digital-first world.

If you feel overwhelmed while procuring devices, coordinating resources and maintaining vendor relationships, know that you're not alone. Insight can help.

Technology customized to your needs

It can be challenging to stay up to date in a world of digital transformation. With multiple vendors and partners that often cater to larger organizations, many are left without the customization their business needs to thrive.

Shared challenges

According to our 2020 Technology Report: IT Trends for Midmarket and Small Business:¹

- **41%** of small and midmarket businesses depend on six to 10 unique vendors for IT support.
- **43%** admit it's very or extremely challenging to coordinate internal and external resources on IT projects.

Many struggle to find a partner who can tailor to and solve their unique needs:

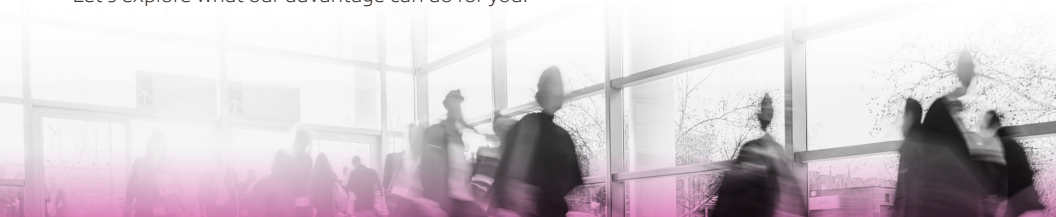
- **43%** believe vendors don't understand the needs of their business.
- **44%** report that customizing solutions to their business needs and objectives is also very or extremely challenging.

Don't go it alone.

95% of survey respondents say they have implemented or have plans to implement a digital transformation initiative within the year.¹ If you're planning to transform your IT tools and solutions, Insight is the partner you need for customized success.

In this ebook, we'll take a look at the value of an Insight partnership for all your hardware, software and security needs. From key products to top deals, you'll have the right technology to meet your biggest goals.

Let's explore what our advantage can do for you.



It's time to advance your business tools.

Through Insight, you'll have more than 600,000 products and 7,500 in-house brand experts at your fingertips. From accessories to devices, monitors, servers, storage and more, we offer the technology you need at an affordable cost — plus, you'll gain the option of discounted pricing from a variety of top brands, including:



The Insight value

Devices are invaluable to business operations — billions are in use today. And with today's workforce more scattered than ever before, it's vital to stay connected. Maintaining productivity requires the right tools at the right times, but managing the device lifecycle can consume the bulk of your budget. In fact, PCs continue to make up the largest capital component in the annual IT budget for many enterprises.²

So how can your team satisfy employees while moving the business forward?

Your dedicated support system

Insight's powerful tools and dedicated consultants help simplify the process for buying and managing devices from all leading Original Equipment Manufacturers (OEMs). From readiness to end of life, we offer easier and faster solutions. With our expertise, we'll eliminate the time and hassle of managing multiple vendors, ensure maximum uptime and lifespan, offer employee choice, improve user experience and reduce device Total Cost of Ownership (TCO).

Don't let the challenges of navigating device lifecycle consume your focus. We support all phases of the process, allowing you time to focus on high-level, strategic priorities.

With Insight, you'll enjoy zero complexity with one, singular partner.

Think beyond the box.

In today's evolving business world, having the right software to support your work is crucial to success. These tools can automate repetitive processes, eliminate redundancies and free team members to focus on important tasks. But why spend time juggling vendors for the right product, only to be left with no issue support, maintenance, licensing assistance and overall partnership? The right software requires more than just what can be found in the box.

Procuring software on your own comes with a host of challenges, including unused products, auditing issues, duplicated technologies, wasted resources and disempowered IT groups. At Insight, we help you think beyond.



We'll subvert these challenges and bring you improved efficiency, effectiveness, compliance and strategic alignment. Through our deep partnerships with trusted brands, we offer a comprehensive catalog of software for business:



Productivity

Business applications streamline your operations and improve efficiency, collaboration and performance.



Security

Security software detects, prevents and remediates cyberthreats in all aspects of your IT environment. (Keep reading as we dive deeper into software security.)



Creativity

You'll produce unparalleled work with feature-rich platforms for designing, editing, drafting and more.



Networking

Powerful networking applications keep your users and devices connected across your business.



Operating systems

With an efficient, robust operating system, you'll seamlessly manage hardware and software resources.

A full-service technology partner will not only help you find the right technology, but will also provide unmatched benefits before, after and along the way.

With Insight, you'll find:

- Optimized software costs
- Increase readiness for internal and external audits
- Improve accuracy with entitlements
- Consistent compliancy
- Better forecasting for licensing needs
- Greater visibility of your software assets

Why buy software from Insight?

When you work with Insight, you'll leverage a proven partner with decades of success. Our extensive software management experience, thousands of certifications and deep partnerships become your advantage.

In addition to identifying your software needs, we offer hands-on support, expertise that counts, a true global footprint and effective advocacy. We'll take the lead in researching, analyzing and negotiating license agreements, so you can save time and resources for your strategic priorities. Our teams are streamlined and agile, providing fast and accurate handling of any request.

ONE PARTNER, ONE TEAM

Leverage a team of experts to guide you through the software purchasing process, including:

- Account executive
- Software account executive
- Software licensing consultant
- Software support representative
- Clear advisors
- Software publisher BDM
- Software annuity specialist
- Technical resources



Safeguard your system with security software.

The IT sector is one of the world's fastest growing industries, and it's vital that you have the most up-to-date security software in place. A cyberattack can bring down your entire IT system, resulting in financial loss, damaged reputation and countless additional fallout.

Having the right software makes all the difference. At Insight, we offer solutions to protect every part of your IT environment — from endpoint to the cloud. We'll help you find, deploy and manage security software that minimizes vulnerabilities and neutralizes cyberthreats to keep you confident and secure.

Endpoint security

Protect against cyberthreats and malware for all devices, including employer-owned hardware, Bring Your Own Devices (BYODs) and the Internet of Things (IoT)

Email security

Defend against malicious messages in your organization's inboxes.

Identity and Access Management (IAM)

Expand visibility and control over users across your network.

Network and infrastructure security

Minimize vulnerabilities across your IT environment with boosted security for network devices and infrastructure.





Application security

Reduce the risk of threats, breaches and code hijacking.



Data security

Employ trusted solutions for encryption, access, tokenization and more to protect your most critical informational assets.



Internet security

Foster a safer browsing environment for all users (wherever they're located) without reducing speed or performance.



Cloud security

Boost visibility and protection with risk monitoring, threat detection and more.

Feel secure with the best of the best.

Our partnerships with leading brands offer a full catalog of enterprise security systems.

Top security partners include:



Local presence, global reach

With teammates across the globe, we're here for you, wherever you are.

11,000+ Insight teammates worldwide

19 countries with Insight operations

6,000+ hardware, software and cloud partners

8,000+ client-facing teammates

3,700+ engineers, architects and consultants

Deep partnerships are the foundation of our work.

Our business revolves around building meaningful connections, and we'll help you procure and manage technology from leading OEMs. As a trusted partner to our clients, we remain vendor agnostic to match the best solution to your needs. However, our deep partner relationships are also to your benefit.

With broad expertise and end-to-end capabilities, we're here to help you prepare for what's next. We'll work closely with you to understand where you are currently and create a strategy that continues your digital evolution.



Our extensive breadth and depth have helped some of the world's most successful companies differentiate their services, transform IT, advance workplaces and streamline product delivery.

We live by our core values.

Hunger, heart and harmony are more than just words on a page. We strive to exemplify our values in everything we do.

Hunger

Status quo? Not at Insight.

Our insatiable desire to create new opportunities for our clients and our business is apparent in everything we do.

Heart

We seek to have a positive impact in the lives of the people we serve by always putting our clients, partners and teammates first.

Harmony

We're many teammates on one global team. We invite perspective, and we celebrate each other's unique contributions as we work together.

Meaningful connections start with community, and it's our honor to support and give back. Each year our teammates volunteer approximately 86,000 hours in our local communities.

In addition, living our values empowers everyone to focus on inclusivity. That's why we've joined the United Nations (UN) Global Compact. Expanding our values across the globe furthers our commitment to maintaining and promoting business practices that support human rights, labor, the environment and anti-corruption.

Rest assured that you've partnered with a company dedicated to making a positive impact.



About Insight

Insight Enterprises Inc. empowers organizations of all sizes with Insight Intelligent Technology Solutions™ and services to maximize the business value of IT. As a Fortune 500-ranked global provider of Digital Innovation, Cloud + Data Center Transformation, Connected Workforce, and Supply Chain Optimization solutions and services, we help clients successfully manage their IT today while transforming for tomorrow.



1.800.INSIGHT | [insight.com](https://www.insight.com)

¹Insight (2020). Technology Report: IT Trends for Midmarket and Small Business.

²Gartner (2019, June 24). Market Guide for Enterprise Desktops and Notebooks.