Exhibit 99.2



Insight Enterprises, Inc.

Fourth Quarter and Full Year 2020

Earnings Conference Call and Webcast

Agenda

- Disclosures
- CEO Commentary
  - Fourth Quarter and Full Year 2020 Consolidated Financials
  - 2020 Full Year Highlights
  - Commitment to Long-Term Priorities
- CFO Commentary
  - Fourth Quarter and Full Year 2020 Financial Results by Region
  - Business Strategy Impacts to Profitability
  - Cashflow and Debt Covenants
  - 2020 Business Highlights
- Closing Comments

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Disclosures

- Safe harbor statement

  This presentation includes “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 related to Insight’s plans and expectations. Statements that are not historical facts, including those related to Coronavirus strain (“COVID-19”), our future responses to and the impact of COVID-19 on our Company, our expectations about future financial results, our expectations about future benefits relating to the PCM integration, future expected trends in the IT market and our opportunities for growth, are forward-looking statements. These forward-looking statements are subject to assumptions, risks and uncertainties which could cause actual results or future events to differ materially from such statements. The Company undertakes no obligation to update publicly or revise any of the forward-looking statements, except as otherwise required by law. More detailed information about risk factors is included in today’s press release and discussed in the Company’s most recently filed periodic reports and subsequent filings with the Securities and Exchange Commission.

- Non-GAAP measures

  This presentation will reference certain non-GAAP financial information as ‘Adjusted’. A reconciliation of non-GAAP financial measures presented in this document to our actual GAAP results is attached to the back of this presentation and included in the press release issued today, which you may find on the Investor Relations section of our website at investor.insight.com.

- Constant currency

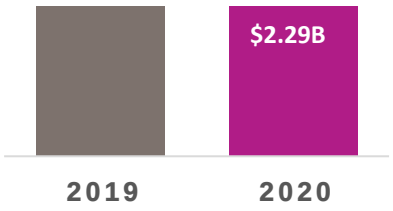
  In some instances the Company refers to changes in net sales, gross profit and earnings from operations on a consolidated basis and in North America, EMEA and APAC excluding the effects of fluctuating foreign currency exchange rates. In computing these changes and percentages, the Company compares the current year amount as translated into U.S. dollars under the applicable accounting standards to the prior year amount in local currency translated into U.S. dollars utilizing the weighted average translation rate for the current period.

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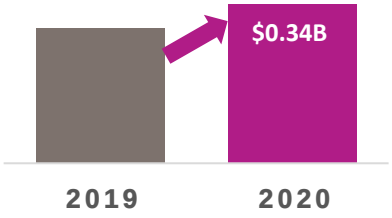
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Q4 2020 Year over Year Results

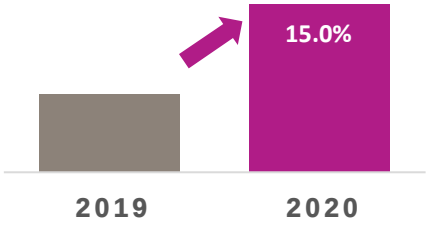
Net Sales
0% YoY



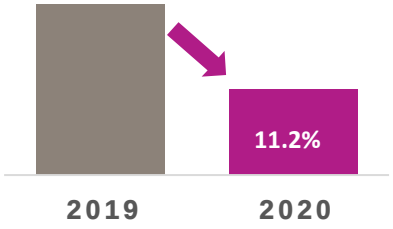
Gross Profit
+1% YoY



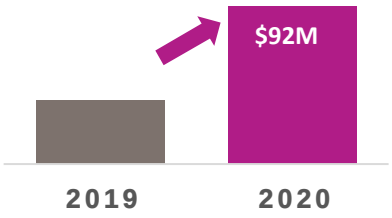
Gross Margin
+30 bps YoY



SG&A % of Net Sales
-40 bps YoY

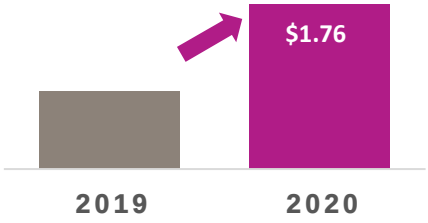


Adj EFO*
+12% YoY



GAAP Earnings from operations $83M

Adj Diluted EPS*
+12% YoY



GAAP Diluted EPS $1.50

* Adjusted Non-GAAP excludes severance and restructuring expense and other unique items as well as Amortization expense related to acquired intangibles and non-cash imputed interest on convertible notes, as applicable.

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2020 Full Year Financial Highlights

- Record net sales of $8.3 billion
- 15.6% - New record gross margins
  - *20% - Cloud as a percent of gross profit*
- 130bps - Mix of Services gross profit growth (YOY)
  - *48% - Services gross profit as a percent of total gross profit*
- $356M - Cash Flow from Operations
- +13% - GAAP Earnings from operations (YOY)
- +14% - Adjusted Earnings from operations* (YOY)
- +10% - GAAP Diluted Earnings per Share growth (YOY)
- +14% - Adjusted Diluted Earnings per Share growth* (YOY)

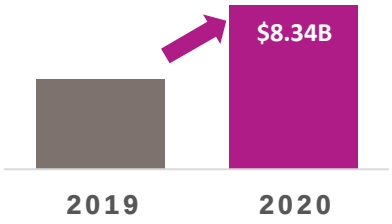
* Adjusted Non-GAAP excludes severance and restructuring expense and other unique items as well as Amortization expense related to acquired intangibles and non-cash imputed interest on convertible notes, as applicable. See appendix for reconciliation of GAAP to Non-GAAP financial measures.

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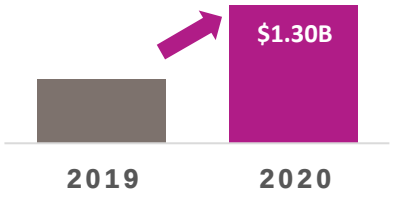
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FY 2020 Year over Year Results

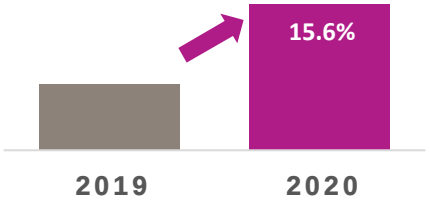
Net Sales
+8% YoY



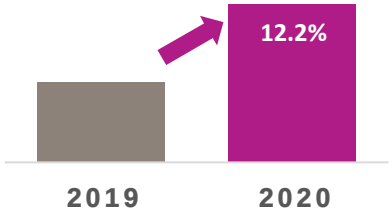
Gross Profit
+14% YoY



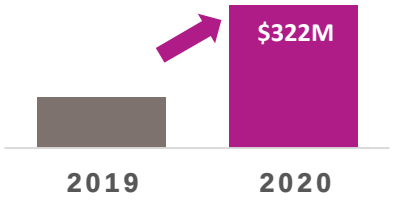
Gross Margin
+90 bps YoY



SG&A % of Net Sales
+80 bps YoY

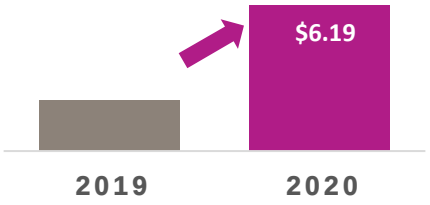


Adj EFO*
+14% YoY



GAAP Earnings from operations $272M

Adj Diluted EPS*
+14% YoY



GAAP Diluted EPS $4.87

* Adjusted Non-GAAP excludes severance and restructuring expense and other unique items as well as Amortization expense related to acquired intangibles and non-cash imputed interest on convertible notes, as applicable.

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2020 Full Year Highlights

- Completed integration of PCM
  - Retired 9 ERP systems
  - Exited year with approximately $70 million in annualized run rate cost savings, ahead of schedule to meet 2-year target
- Response to COVID-19 was solutions focused
- Modernized online experience ensured strong client engagement
- Invested in sales force and technical talent
- Hardware bookings started to recover
- Recognized for our continued focus on culture and employee benefits and leadership development

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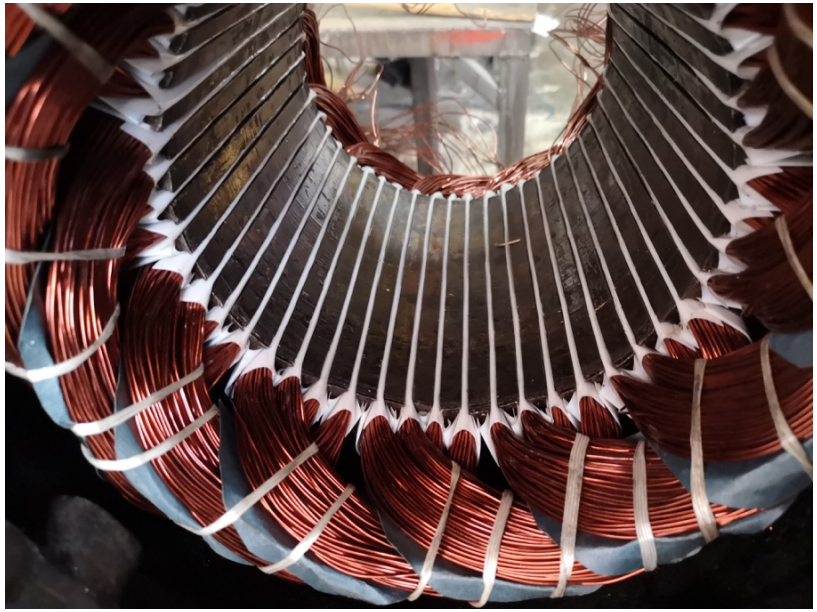
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Digital Innovation at Work

Product quality AI

The challenge

A manufacturer of commercial generators wanted to improve quality and reduce scrap. The company depended on operators for visual inspections during production, but most defects weren't identified until final testing.



The solution

Insight Digital Innovation used a combination of computer vision analytics and machine learning to successfully identify issues early in the production process. The team was also able to identify the key attributes leading to quality issues.

Success metrics

- Scrap reduced by 30%
- Labor savings 30%
- ROI greater than x100 annually

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Solutions Focused









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Commitment to Long-Term Priorities

- Continue to innovate to capture market share in high growth areas
- Develop and deliver solutions that drive better business outcomes for clients
- Expand and scale business with strategic clients and end markets
- Continue to optimize client experience
- Deliver on 5-year key initiatives*
  - Grow sales faster than the market at 8-10% CAGR
  - Expand EBITDA margin to 5.0-5.5%
  - Optimize return on invested capital to a range of 19-21%
  - Increase services gross profit as a % of total GP to between 50-52%

*5-year CAGR base year is 2019

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CFO Commentary

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- Cashflow and Debt Covenants
- 2020 Business Highlights

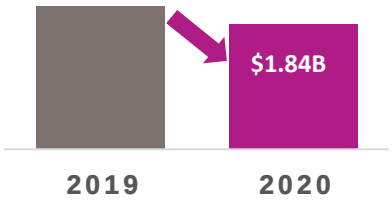


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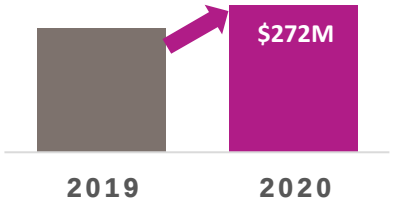
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Q4 2020 North America | Financial Results

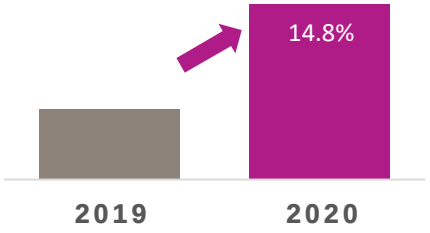
Net Sales
-1% YoY



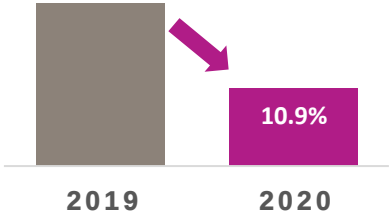
Gross Profit
+1% YoY



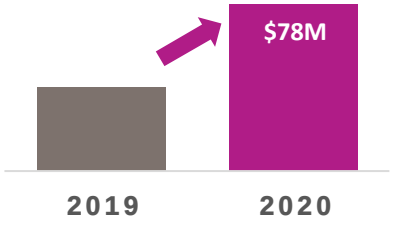
Gross Margin
+20 bps YoY



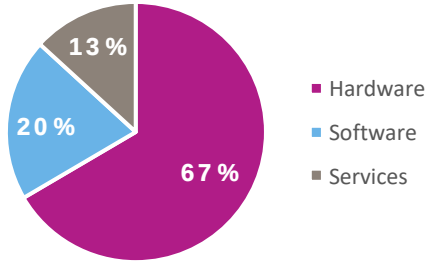
SG&A % of Net Sales
-50 bps YoY



Adj EFO*
+13% YoY



Sales Mix



GAAP Earnings from operations $71M

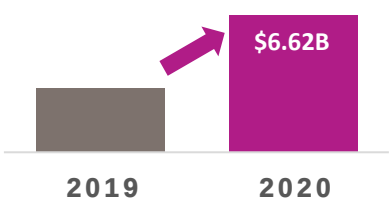
* Adjusted Non-GAAP excludes severance and restructuring expense and other unique items

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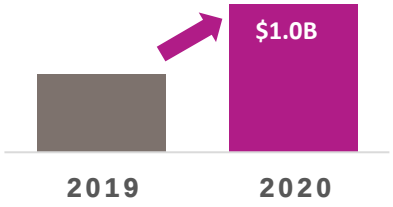
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FY 2020 North America | Financial Results

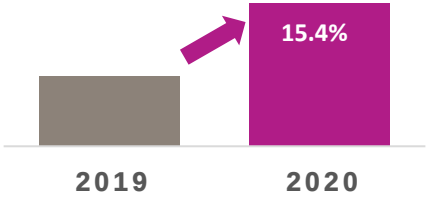
Net Sales
+10% YoY



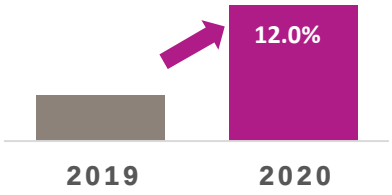
Gross Profit
+17% YoY



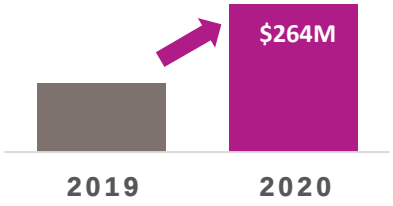
Gross Margin
+90 bps YoY



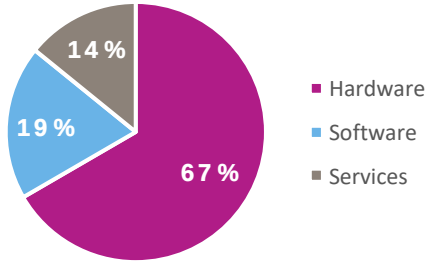
SG&A % of Net Sales
+100 bps YoY



Adj EFO*
+15% YoY



Sales Mix



GAAP Earnings from operations $219M

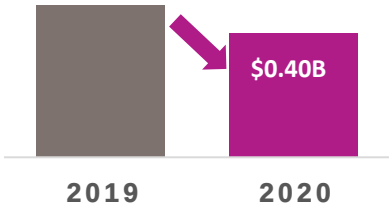
* Adjusted Non-GAAP excludes severance and restructuring expense and other unique items

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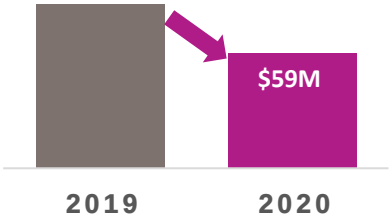
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Q4 2020 EMEA | Financial Results

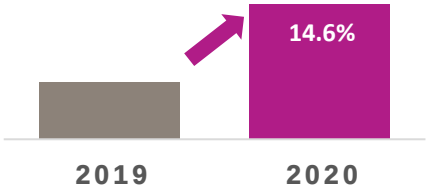
Net Sales
-5% YoY *(in constant $**)*



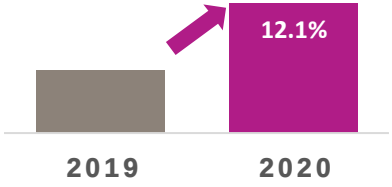
Gross Profit
-3% YoY *(in constant $**)*



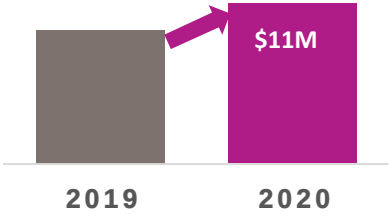
Gross Margin
+20 bps YoY



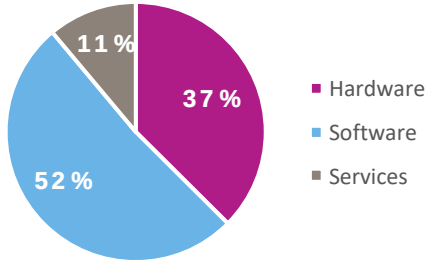
SG&A % of Net Sales
+20 bps YoY



Adj EFO*
+1% YoY *(in constant $**)*



Sales Mix



GAAP Earnings from Operations $9M

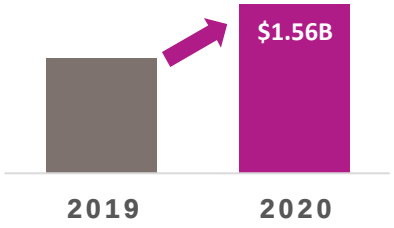
* Adjusted Non-GAAP excludes severance and restructuring expense and other unique items
** Reference "Constant currency" section on slide 3 of this presentation

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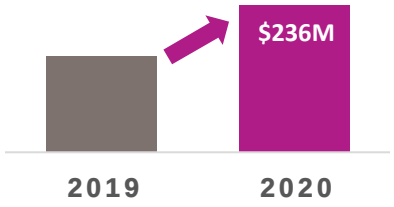
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FY 2020 EMEA | Financial Results

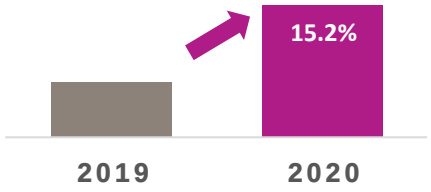
Net Sales
+1% YoY *(in constant $**)*



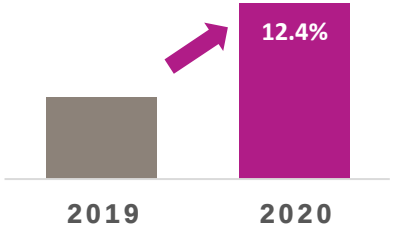
Gross Profit
+3% YoY *(in constant $**)*



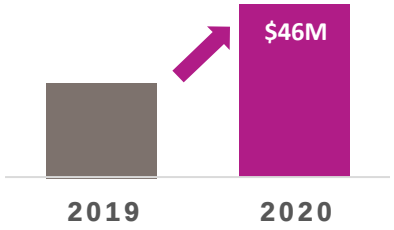
Gross Margin
+30 bps YoY



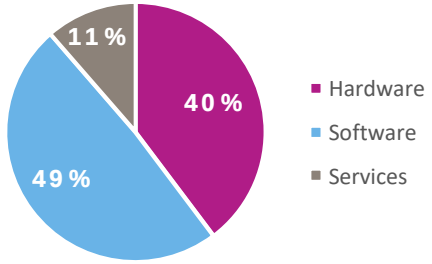
SG&A % of Net Sales
+20 bps YoY



Adj EFO*
+12% YoY *(in constant $**)*



Sales Mix



GAAP Earnings from Operations $40M

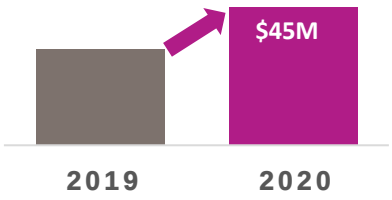
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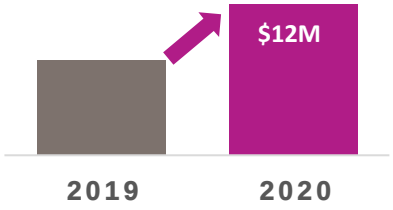
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Q4 2020 APAC | Financial Results

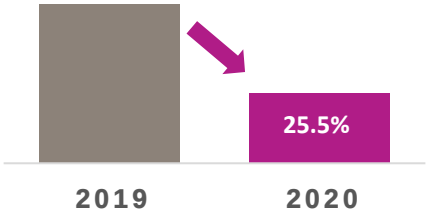
Net Sales
+24% YoY *(in constant $**)*



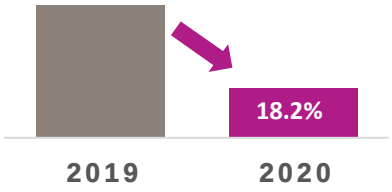
Gross Profit
+16% YoY *(in constant $**)*



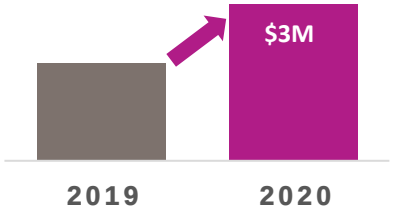
Gross Margin
-190 bps YoY



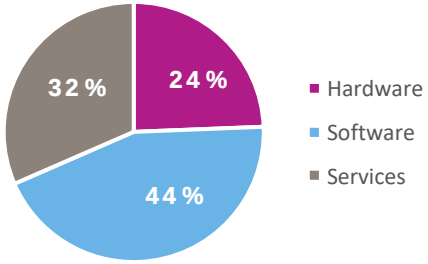
SG&A % of Net Sales
-350 bps YoY



Adj EFO*
+58% YoY *(in constant $**)*



Sales Mix



GAAP Earnings from Operations $3M

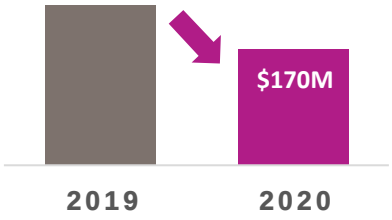
* Adjusted Non-GAAP excludes severance and restructuring expense and other unique items
** Reference "Constant currency" section on slide 3 of this presentation

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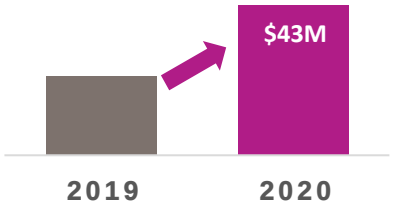
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FY 2020 APAC | Financial Results

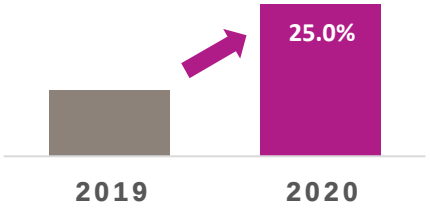
Net Sales
-4% YoY *(in constant $**)*



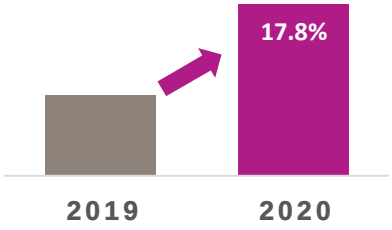
Gross Profit
+8% YoY *(in constant $**)*



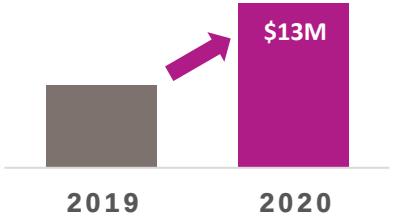
Gross Margin
+290 bps YoY



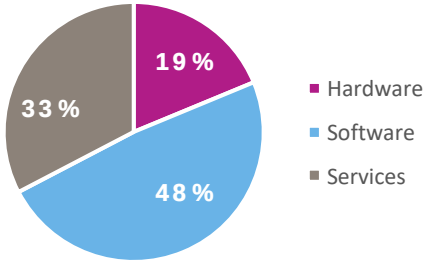
SG&A % of Net Sales
+150 bps YoY



Adj EFO*
+17% YoY *(in constant $**)*



Sales Mix



GAAP Earnings from Operations $12M

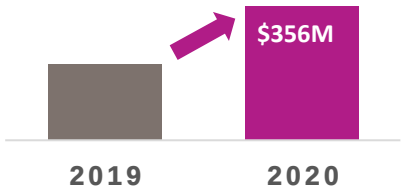
* Adjusted Non-GAAP excludes severance and restructuring expense and other unique items
** Reference "Constant currency" section on slide 3 of this presentation

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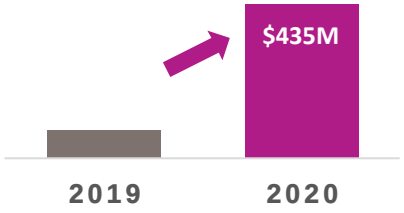
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Q4 2020 | Cash Flows and Cash Cycle

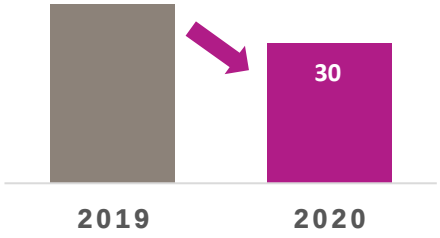
Net cash from operations



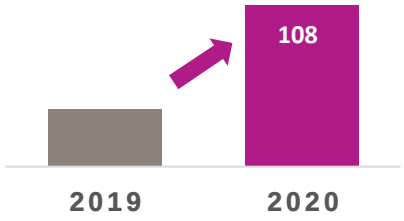
Adj Free Cash Flow*



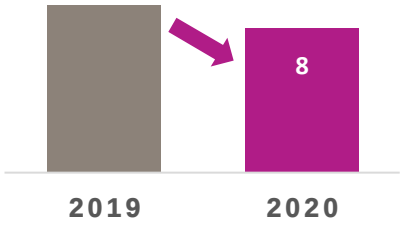
Cash Conversion Cycle
-8 days YoY



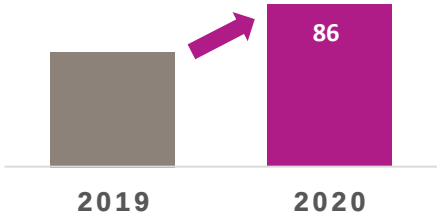
Days sales outstanding
+8 days YoY



Days inventory outstanding
-2 days YoY



Days purchases outstanding
+14 days YoY



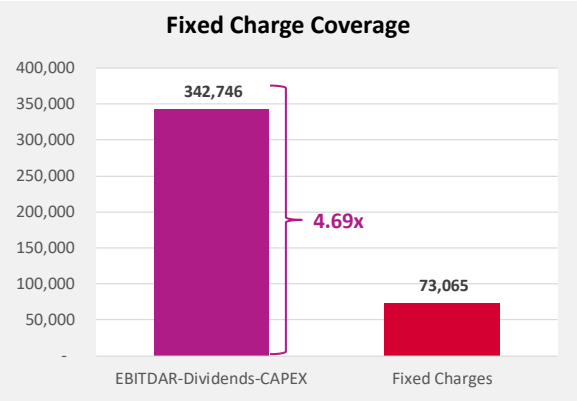
* Adjusted Non-GAAP excludes severance and restructuring expense and other unique items

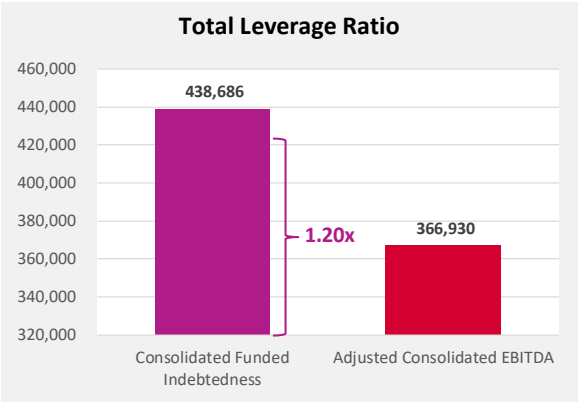
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Liquidity and Debt Covenants

US Dollar in $000s	Twelve Months Ended Dec 31, 2020	2019
Adjusted Consolidated EBITDA:		
Net Income	$ 172,640	$ 159,407
Interest Expense	41,913	29,614
Taxes	55,812	52,309
Depreciation and amortization of property and equipment	28,025	23,224
Amortization of intangible assets	37,535	22,985
Non-cash stock-based compensation	17,727	16,011
Other*	13,278	18,268
Adjusted Consolidated EBITDA	$ 366,930	$ 321,818
Less Capital Expenditures	(24,184)	$ (69,086)
Adjusted Consolidated EBITDA for FCCR Ratio	$ 342,746	$ 252,732
Taxes and interest **	$ 73,065	$ 66,899
Fixed Charge Coverage Ratio	4.7	3.8





* "Other" includes (i) severance and restructuring expenses, net, (ii) acquisition and integration related expenses, and (iii) impairment of property and equipment, as applicable.

** Tax Expense plus Interest Expense less non-cash imputed interest under the Inventory Financing Facility and the Company's Convertible Notes as discussed in Management's Discussion and Analysis – Interest Expense, Net

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2020 Expense Controls

- Reduced discretionary spending across the business
- Right-sized operational and delivery platforms
- Accelerated existing PCM integration plans
  - Exited the year with run-rate savings of $70 million
- Cost discipline while investing in business
  - SG&A, excluding amortization expense, as % of net sales anticipated at 11.7% in 2021

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Full Year 2021 Outlook

- 2021 net sales expected to grow between 4% and 8%
- Adjusted diluted earnings per share* are expected to be between $6.60 and $6.80 per share for the full year 2021
- Assumptions:
  - Interest expense between $25 and $28 million
  - Effective tax rate of 25% to 26% for the full year 2021
  - Capital expenditures of $75 to $85 million including approximately $60 million for the build out of new corporate headquarters
  - Average share count for the full year of approximately 36 million shares
- Exclusions:
  - acquisition related intangibles amortization expense of approximately $32 million (posted on website)
  - amortization of convertible debt discount and issuance costs reported in interest expense of approximately $12 million (posted on website)
  - acquisition-related or severance and restructuring expenses.

* Adjusted results exclude severance and restructuring expense and other unique items as well as Amortization expense related to acquired intangibles and non-cash imputed interest on convertible notes.

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Appendix – Reconciliation of GAAP to Non-GAAP Financial Measures

US Dollar in $000s, except per share data	Three Months Ended Dec 31, 2020	Three Months Ended Dec 31, 2019	Twelve Months Ended Dec 31, 2020	Twelve Months Ended Dec 31, 2019
Adjusted Consolidated Earnings from Operations:				
GAAP consolidated EFO	$ 83,042	$ 67,016	$ 271,575	$ 240,594
Amortization of intangible assets	7,980	9,395	37,535	22,985
Other*	1,121	5,497	13,278	18,268
Adjusted non-GAAP consolidated EFO	$ 92,143	$ 81,908	$ 322,388	$ 281,847
Adjusted Consolidated Net Earnings:				
GAAP consolidated net earnings	$ 53,388	$ 42,950	$ 172,640	$ 159,407
Amortization of intangible assets	7,980	9,395	37,535	22,985
Other*	1,121	5,497	13,278	18,268
Amortization of debt discount and issuance costs	2,949	2,825	11,585	4,223
Income taxes on non-GAAP adjustments	(3,021)	(4,485)	(15,583)	(10,073)
Adjusted non-GAAP consolidated net earnings	$ 62,417	$ 56,182	$ 219,455	$ 194,810
Adjusted Diluted EPS:				
GAAP diluted EPS	$ 1.50	$ 1.20	$ 4.87	$ 4.43
Amortization of intangible assets	0.23	0.27	1.06	0.64
Other*	0.03	0.15	0.37	0.51
Amortization of debt discount and issuance costs	0.08	0.08	0.33	0.12
Income taxes on non-GAAP adjustments	(0.08)	(0.13)	(0.44)	(0.28)
Adjusted non-GAAP diluted EPS	$ 1.76	$ 1.57	$ 6.19	$ 5.42

* "Other" includes (i) severance and restructuring expenses, net, (ii) acquisition and integration related expenses, and (iii) impairment of property and equipment, as applicable to the operating segment.

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Appendix – Reconciliation of GAAP to Non-GAAP Financial Measures (continued)

US Dollar in $000s	Three Months Ended Dec 31, 2020	Three Months Ended Dec 31, 2019	Twelve Months Ended Dec 31, 2020	Twelve Months Ended Dec 31, 2019
Adjusted North America Earnings from Operations:				
GAAP EFO from North America segment	$ 70,545	$ 54,902	$ 219,198	$ 190,452
Amortization of intangible assets	7,396	8,659	34,990	21,696
Other*	163	5,470	9,953	17,789
Adjusted non-GAAP EFO from North America segment	$ 78,104	$ 69,031	$ 264,141	$ 229,937
Adjusted EMEA Earnings from Operations:				
GAAP EFO from EMEA segment	$ 9,295	$ 10,161	$ 40,368	$ 39,792
Amortization of intangible assets	463	623	2,088	828
Other*	871	6	3,193	334
Adjusted non-GAAP EFO from EMEA segment	$ 10,629	$ 10,790	$ 45,649	$ 40,954
Adjusted APAC Earnings from Operations:				
GAAP EFO from APAC segment	$ 3,202	$ 1,953	$ 12,009	$ 10,350
Amortization of intangible assets	121	113	457	461
Other*	87	21	132	145
Adjusted non-GAAP EFO from APAC segment	$ 3,410	$ 2,087	$ 12,598	$ 10,956

* "Other" includes (i) severance and restructuring expenses, net, (ii) acquisition and integration related expenses, and (iii) impairment of property and equipment, as applicable to the operating segment.

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Appendix – Reconciliation of GAAP to Non-GAAP Financial Measures (continued)

US Dollar in $000s	Twelve Months Ended Dec 31, 2020	2019
Adjusted free cash flow:		
Net cash provided by operating activities	$ 355,582	$ 127,876
Purchases of property and equipment	(24,184)	(69,086)
Net borrowings (repayments) under inventory financing facility	103,254	(50,454)
Adjusted non-GAAP free cash flow	$ 434,652	$ 8,336

US Dollar in $000s	Twelve Months Ended Dec 31, 2020	2019
Return on invested capital:		
GAAP consolidated EFO	$ 271,575	$ 240,594
Other	13,278	18,268
Adjusted non-GAAP consolidated EFO*	284,853	258,862
Income tax expense**	74,062	71,187
Adjusted non-GAAP consolidated EFO, net of tax	$ 210,791	$ 187,675
Average stockholders' equity***	$ 1,224,713	$ 1,071,346
Average debt***	556,581	410,976
Average cash***	(106,949)	(126,956)
Invested Capital	$ 1,674,345	$ 1,355,366
ROIC (from GAAP consolidated EFO)****	12.00%	12.87%
ROIC (from Adjusted non-GAAP consolidated EFO)*****	12.59%	13.85%

* The adjusted non-GAAP consolidated EFO amount used for the Adjusted non-GAAP ROIC calculation does not exclude amortization of intangible assets. This calculation remains consistent with the metric utilized in management's compensation plan.
** Assumed tax rate of 26.0% and 27.5% for 2020 and 2019, respectively.
*** Average of previous five quarters.
**** Computed as GAAP consolidated EFO, net of tax of $70,610 and $66,163 for the twelve months ended December 31, 2020 and 2019, respectively, divided by invested capital.
***** Computed as Adjusted non-GAAP consolidated EFO, net of tax, divided by invested capital.

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