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NASDAQ - NSIT

FOR IMMEDIATE RELEASE
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SECOND QUARTER 2000 EARNINGS RELEASE
INSIGHT ENTERPRISES, INC. REPORTS 20TH CONSECUTIVE QUARTER OF SEQUENTIAL SALES AND EARNINGS GROWTH

Second Quarter Highlights:
- 45% net sales growth in U.S. core Direct business
- 221% sales growth in Direct Alliance business (on a service-based to revenue adjusted basis)
- 34% growth in overall net sales
- 83% increase in adjusted net earnings*
- 73% increase in adjusted diluted earnings per share* to $0.52 per share
- 72% increase in Direct business unassisted web sales to 11.3% of net sales
- Annualized inventory turns of 65 times for the quarter
- Increased number of account executives by 140, net, for the quarter to 1,822
- Completed acquisition of a 95,000 square foot Direct call center facility in Montreal, Canada and a 130,000 square foot administrative/distribution facility for Direct Alliance Corporation in Tempe, Arizona

"Continued top line and bottom line growth at each of our operating units resulted in another outstanding quarter for the Company. Looking ahead, increased Internet usage, a developing European platform in the Direct business, additional outsourcing opportunities and an expanded acceptance of our distribution channel will provide exciting growth opportunities in the future."
– Timothy A. Crown, Co-CEO

FINANCIAL AND OPERATING DATA SUMMARY TABLE

	Three Months Ended June 30,			Six Months Ended June 30,		
Financial Data:	**2000**	**1999**	**% change**	**2000**	**1999**	**% change**
Net sales (000's)	$ 488,174	$ 365,228	34%	$ 955,477	$ 703,364	36%
Earnings from operations (adjusted*) (000's)	$ 23,219	$ 12,962	79%	$ 43,542	$ 24,520	78%
Net earnings (adjusted*) (000's)	$ 14,422	$ 7,887	83%	$ 26,749	$ 14,694	82%
Basic earnings per share (adjusted*)	$ 0.54	$ .31	74%	$ 1.00	$ 0.58	72%
Diluted earnings per share (adjusted*)	$ 0.52	$ .30	73%	$ 0.96	$ 0.55	75%
Shares used in adjusted earnings per share calculation (000's):						
Basic	26,714	25,589	4%	26,723	25,535	5%
Diluted	27,968	26,616	5%	27,761	26,644	4%
Operating Data:						
Insight Direct Worldwide:						
Number of account executives	1,580	1,041	52%			
Average order size	$ 1,299	$ 943	38%	$ 1,207	$ 881	37%
Percent of sales to businesses	96%	91%	49% **	95%	89%	51% **
Percent unassisted web sales	11.3%	9.0%	72% **	10.9%	8.6%	77% **
Direct Alliance Corporation:						
Number of account executives	242	219	10.5%			
Percent e-commerce orders	47%	36%	189%	51%	33%	155%

* Second quarter 2000 adjusted earnings from operations, adjusted net earnings and adjusted earnings per share are before a $1.1 million ($685,000, net of taxes) accelerated vesting restricted common stock charge which was recorded in operating expenses.

**Based on net sales dollars

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Tempe, Arizona – July 25, 2000 – **Insight Enterprises, Inc. (Nasdaq: NSIT)** (the "Company"), the holding company of two operating units, Insight Direct Worldwide, Inc. ("Insight") and Direct Alliance Corporation ("Direct Alliance"), today announced record sales, net earnings and earnings per share for the three and six months ended June 30, 2000. This marks the Company's twentieth consecutive quarter of sequential sales and net earnings growth.

Net sales, from all operating units, for the quarter ended June 30, 2000 increased 34% to $488 million from $365 million in the same period in 1999. Net earnings, before the net effect of a restricted common stock charge, for the quarter increased 83% to $14.4 million from $7.9 million in the second quarter of 1999. Diluted earnings per share, before the net effect of a restricted common stock charge, rose 73% to $0.52 for the quarter ended June 30, 2000 compared to $0.30 in the same period in 1999. Sales from the Company's global direct marketing subsidiary, Insight, represented 95% of the quarter's net sales, with the remaining 5% from Direct Alliance, the Company's global outsourcing provider.

Net sales, from all operating units, for the six months ended June 30, 2000 increased 36% to $955 million from $703 million in the same period in 1999. Net earnings, before the effect of a restricted common stock charge, rose 82% to $26.7 million for the six months ended June 30, 2000 from $14.7 million for the six months ended June 30, 1999. Diluted earnings per share, before the net effect of a restricted common stock charge, rose 75% to $0.96 for the six months ended June 30, 2000 compared to $0.55 in the same period in 1999. Sales from Insight represented 95% of net sales, with the remaining 5% from Direct Alliance for the six months ended June 30, 2000.

Second quarter and six month net earnings and earnings per share figures discussed above are shown before the effect of a $685,000 charge, net of taxes, for restricted common stock which early vested during the quarter. As previously disclosed, from October 1998 to April 1999, the Company issued shares of restricted common stock as incentives to certain employees. These restricted common stock shares vested over three years and contained an acceleration clause which caused them automatically to vest when the Company's stock closed above $44 per share. On May 15, 2000, these restricted common stock shares automatically vested. The Company has included a pretax charge of $1.1 million related to vested restricted common stock, as shown in the tables that follow for the three and six months ended June 30, 2000. According to Timothy A. Crown, Co-CEO, "We set a challenging goal for our key employees to achieve. Based upon the weighted average grant price of the restricted common stock shares issued, Insight's stock price had to increase 140% in order for the vesting to accelerate. Fortunately for both our stockholders and participating employees, we achieved this goal."

Insight's net sales and net earnings increased 37% to $462.9 million and 98% to $12.7 million, respectively, compared to net sales of $338.3 million and net earnings of $6.4 million in the second quarter of 1999. Insight ended the quarter with 1,580 account executives, adding a net of 143 since March 31, 2000. 1,432 of Insight's account executives were located in North America and 148 were located in Europe. Insight's North American sales for the first quarter represented 93% of its net sales, up from 91% in the first quarter of 2000, with the remaining 7% occurring in Europe. This compares with 90% of net sales in North America and 10% in Europe in the second quarter of 1999. Insight's target customer, the small-to medium-sized business (including education and government), represented 96% of sales in the second quarter of 2000 compared to 91% in 1999.

"Insight's U.S. core Direct business grew 45% year-over-year while our maturing Canadian operations grew 55% year-over-year," said Tim Crown. "Our proven Direct business model works and is being replicated in the European market, which should strengthen its top line growth in the future." Crown continued, "With the acquisition of our new 95,000 square foot call center facility in Montreal, we will be able to aggressively add account executives to support strong growth opportunities in the United States and Canadian markets. Our plan to organically grow our United Kingdom operations dictates that we continue to add account executives rapidly there as well." Insight's sales initiative will continue to be supported by the addition of, on average, between 150 and 250 account executives per quarter.

Insight's strong electronic commerce focus (www.insight.com) resulted in another record quarter of unassisted web sales. Unassisted web sales (those sales completed without the assistance of an Insight account executive) represented 11.3%, or $52.0 million, of Insight's net sales in the second quarter, up from 8.9% or $30.2 million of Insight's net sales in the same quarter last year – an increase of 72% in net sales.

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Insight's product mix for the second quarter was as follows: notebooks 19%, desktops and servers 17%, software 12%, networking and connectivity products 9%, printers 8%, memory 7%, monitors and video 7% and storage devices 6%, with other items such as boards, input devices and accessories accounting for 15% of net sales. According to Tim Crown, "Insight did experience some supply shortages during the quarter, primarily in mid-range notebooks and hand-held personal computers."

Insight's average order size increased to $1,299 in Q2 2000 from $943 in Q2 1999 and was up sequentially from $1,124 in Q1 2000, a result primarily of an increased percentage of notebook sales. The average order size of Insight's North American operations was $1,480 in Q2 2000, increasing sequentially from $1,380 reported in Q1 2000 and up from $1,256 reported in Q2 1999. The average order size for the European operations was $456 in Q2 2000, up sequentially from $376 reported in Q1 2000 and up from $281 reported in Q2 1999.

Insight's gross profit as a percentage of net sales was 11.6% in the second quarter of 2000 as compared to 11.2% in the second quarter a year ago and 11.5% in the first quarter of 2000. "We are quite pleased that we have been able to maintain Insight's gross profit percentage compared to last quarter and a year ago," said Stanley Laybourne, Chief Financial Officer. As stated in previous releases, Insight does expect its future gross profit percentage to fluctuate depending on factors such as industry-wide pricing pressures, supplier reimbursement programs, pricing/selling strategies and product mix. Laybourne continued, "Insight's favorable margin results are due to stable average selling prices, the impact of various profitability improvement initiatives and increased supplier reimbursement programs."

Operating expenses at Insight continued to decrease year-over-year as a percentage of net sales. For Q2 2000, operating expenses were 7.2% of net sales compared to 8.1% in the same quarter in 1999. Operating expenses were 7.5% of net sales for the first quarter 2000. According to Laybourne, "Increasing economies of scale coupled with operational efficiencies have caused a gradual decline in Insight's operating expenses as a percentage of sales." Account executive additions and costs associated with international growth, however, offset these improvements.

Net sales and net earnings for PlusNet Technologies, Ltd. ("PlusNet"), Insight's 95% owned United Kingdom internet ("ISP") and applications ("ASP") service provider whose results are included in Insight's numbers, were $2.2 million and $151,000, respectively, for the quarter ended June 30, 2000 compared to net sales of $1.7 million and net earnings of $422,000 in the same period of 1999. During the quarter, PlusNet reinvested some of its profits into its application service provider division through the hiring of additional programmers. According to Crown, "PlusNet is well positioned for the second half of 2000 as the United Kingdom prepares for flat-rate Internet access and as it continues to excel in the quality of its application development." Crown continued, "We are actively pursuing a sale of PlusNet and would like to see a transaction occur before year end if the valuation is appropriate."

Net sales recognized from Direct Alliance's service-based programs grew 290% quarter over quarter. Direct Alliance posted overall net sales of $25.3 million in the quarter ended June 30, 2000, an expected 6% decline, compared to $26.9 million in the second quarter of 1999. According to Crown, "The reduced sales growth at Direct Alliance is due to its mix of outsourcing arrangements, that is more service-based programs and less revenue-based programs compared to a year ago. However, the strong net sales growth in service-based programs, which represented over two-thirds of total Direct Alliance net sales in the second quarter of 2000, indicates that the true growth of Direct Alliance is spectacular. If net sales had been recognized for all programs as if they were revenue-based programs, net sales growth quarter over quarter would have been 221%."

Direct Alliance's gross profit percentage was 17.3% in the second quarter of 2000 compared to 15.9% in the second quarter a year ago and 19.5% in the first quarter of 2000. The increase in gross profit percentage year over year is due to the shift to service-based programs while the decrease from Q1 2000 is due to an increase in allocable direct costs for service-based programs. Operating expenses at Direct Alliance were 7.3% for Q2 2000 compared to 6.6% in Q2 1999 and 6.7% in Q1 2000. The increase in operating expense percentage resulted from Direct Alliance's planned investment to enhance scalability and service offerings through increased breadth and depth of management and technical staff. Net earnings increased 15% to $1.7 million in the second quarter of 2000 compared to $1.5 million in 1999. Direct Alliance ended the quarter with 242 account executives, adding a net of 23 since June 30, 1999.

The Company's overall tax rate for the quarter ended June 30, 2000 was 39.2%, compared to 38.3% for the second quarter of 1999 and 39.7% for the first quarter of 2000.

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The Company's overall annualized inventory turnover was 65 times for the quarter as compared to 60 times in the second quarter of 1999 and 74 times for the year ended December 31,1999. Working capital, as of June 30, 2000, was $151 million, including $47 million in cash and cash equivalents. Goodwill increased from December 31, 1999 due to the issuance of treasury stock in the amount of $11.2 million in connection with the final PlusNet acquisition contingent payment. This payment was based upon profitability of PlusNet for the year ended December 31, 1999.

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Certain statements in this release may be "forward-looking statements" within the meaning of The Private Securities Litigation Reform Act of 1995. These forward-looking statements may include projections of matters that effect sales, gross profit, operating expenses or net earnings; projections of capital expenditures; projections of growth; hiring plans; plans for future operations; financing needs or plans; plans relating to Company's products; and assumptions relating to the foregoing. Forward-looking statements are inherently subject to risks and uncertainties, some of which can not be predicted or quantified. Future events and actual results could differ materially from those set forth in, contemplated by, or underlying the forward-looking information. Some of the important factors that could cause the Company's actual results to differ materially from those projected in forward-looking statements made by the Company, include, but are not limited to, the following: fluctuations in operating results, intense competition, reliance on outsourcing arrangements, mix of outsourcing arrangements, past and future acquisitions, international operations, risk of business interruption, management of rapid growth, need for additional financing, changing methods of distribution, reliance on suppliers, changes in supplier reimbursement programs, rapid change in product standards, inventory obsolescence, dependence on key personnel, sales and income tax uncertainty and increasing marketing, postage and shipping costs. These factors are discussed in greater detail under "Factors That May Affect Future Results And Financial Condition" in the Company's Annual Report on Form 10-K for the year ended December 31, 1999, as filed with the Securities and Exchange Commission.

Insight Enterprises, Inc., a *Fortune* 1000 company, is a holding company composed of the following operating units: **Insight Direct Worldwide, Inc.** is a leading global direct marketer of computers, hardware and software, offering a broad line of more than 110,000 brand name products primarily to businesses in the United States, Canada, the United Kingdom and Germany. Insight sells products via the Internet and by a staff of customer-dedicated account executives utilizing proactive outbound telephone-based sales, electronic commerce and electronic marketing. **PlusNet Technologies, Ltd.**, a 95% owned subsidiary of Insight Direct Worldwide, Inc., is an Internet ("ISP") and applications ("ASP") service provider providing Internet access and value-added Internet services within the United Kingdom to residential, small- and medium-sized business and corporate customers. **Direct Alliance Corporation** is a global outsourcing provider of web marketing, sales and transactional management services for traditional and e-commerce companies. For additional Company information, call (480) 902-1001 in the United States or visit www.insight.com, www.plus.net.uk or www.direct-alliance.com.

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INSIGHT ENTERPRISES, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS
(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)
(UNAUDITED)

	For the Three Months Ended June 30,		For the Six Months Ended June 30,	
	2000	1999	2000	1999
Net sales	$ 488,174	$ 365,228	$ 955,477	$ 703,364
Costs of goods sold	430,201	322,964	842,108	621,234
Gross profit	57,973	42,264	113,369	82,130
Selling, general and administrative expenses	34,429	28,997	69,162	56,999
Restricted stock charge	1,127	-	1,127	-
Amortization of goodwill	325	305	665	611
Earnings from operations	22,092	12,962	42,415	24,520
Non-operating (income) expenses, net	(517)	188	(638)	463
Earnings before income taxes	22,609	12,774	43,053	24,057
Income tax expense	8,872	4,887	16,989	9,363
Net earnings	$ 13,737	$ 7,887	$ 26,064	$ 14,694
Earnings per share:				
Basic	$ 0.51	$ 0.31	$ 0.98	$ 0.58
Diluted	$ 0.49	$ 0.30	$ 0.94	$ 0.55
Shares used in per share calculation:				
Basic	26,714	25,589	26,723	25,535
Diluted	27,968	26,616	27,761	26,644

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INSIGHT ENTERPRISES, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS
(IN THOUSANDS)

	June 30, 2000 (unaudited)	December 31, 1999
ASSETS		
Current assets:		
Cash and cash equivalents	$ 46,736	$ 66,675
Accounts receivable, net	252,398	200,910
Inventories, net	32,358	18,928
Prepaid expenses and other current assets	5,721	6,800
Total current assets	337,213	293,313
Property and equipment, net	72,297	56,436
Goodwill, net	36,423	25,285
Other assets	816	348
	$ 446,749	$ 375,382
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Current portion of long-term debt	$ 622	$ 638
Current portion of obligations under capital leases	360	260
Accounts payable	172,063	135,201
Accrued expenses and other current liabilities	13,213	15,687
Total current liabilities	186,258	151,786
Long-term debt, less current portion	13,470	13,798
Obligations under capital leases, less current portion	1,271	1,034
Stockholders' equity:		
Preferred stock	-	-
Common stock	273	268
Additional paid-in capital	139,131	125,923
Retained earnings	109,792	83,729
Accumulated other comprehensive income – foreign currency translation adjustment	(2,857)	(1,156)
Treasury stock	(589)	-
Total stockholders' equity	245,750	208,764
	$ 446,749	$ 375,382

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