Exhibit 99.2



Insight Enterprises, Inc.

Third Quarter 2020

Earnings Conference Call and Webcast

Agenda

- Disclosures
- CEO Commentary
  - Financial Highlights and Results
  - Operating Highlights
  - Current Environment
- CFO Commentary
  - Year to Date Highlights
  - Cashflow and Debt Covenants
  - Financial Results by Region
  - Taxes and Cash Flow
- 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 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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Q3 2020 Financial Highlights

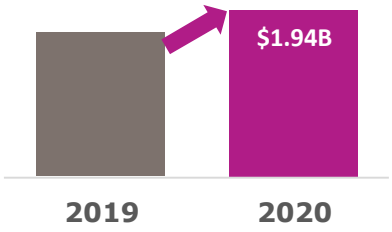
- Resilient business model, strong execution, delivered on financial commitments
- +38% - GAAP Earnings from operations growth (YOY)
- +22% - Adjusted Earnings from operations growth* (YOY)
- 15.9% - Third quarter record gross margins
- +45% - GAAP Diluted Earnings per Share growth (YOY)
- +25% - Adjusted Diluted Earnings per Share growth* (YOY)
- $462M– Record-level Cash Flow from Operations YTD

* 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. See appendix for reconciliation of GAAP to Non-GAAP financial measures.

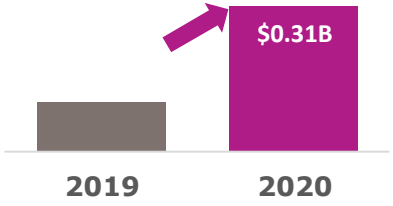
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Q3 2020 Year over Year Results

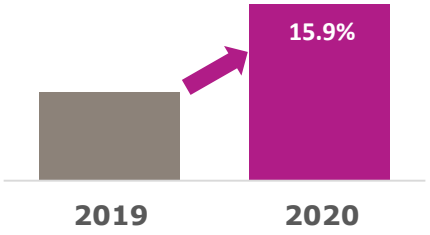
Net Sales
+1% YoY



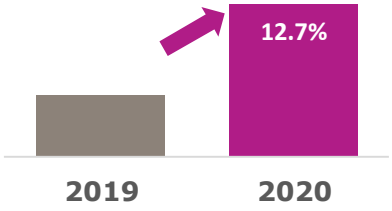
Gross Profit
+11% YoY



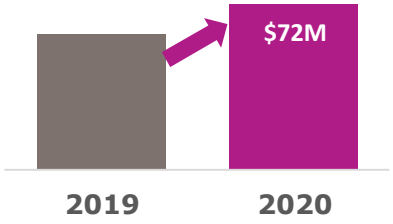
Gross Margin
+150 bps YoY



SG&A % of Net Sales
+100 bps YoY

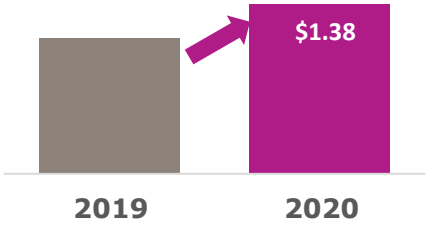


Adj EFO*
+22% YoY



GAAP Earnings from operations $61M

Adj Diluted EPS*
+25% YoY



GAAP Diluted EPS $1.10

* 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.

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Third Quarter Operating Highlights

- PCM Integration ahead of plan - Expect ~$60-$65 million in annualized run-rate cost savings by year end
- Investing in sales and technical talent
- Organizational updates
- North America hardware booking trends improved double digits sequentially in the third quarter
  - Elevated backlog heading into fourth quarter
- Fourth quarter hardware bookings trending positive year over year
- Software-as-a-service and cloud solutions growing *

* Reported in Services Net Sales

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Current Environment

- Markets open in limited capacity across geos
- Demand for solutions as economy recovers
- Solution Areas
- Partner Recognition
  - NetApp 2020 Cloud Innovation Partner of the Year
  - Dell Technologies 2019 Transformation Partner of the Year
- Named to Forbes World's Best Employers 2020

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CFO Commentary

- Year to Date Highlights
- Cashflow and Debt Covenants
- Q3-2020 Financial Results by Region
- Taxes and Cash Flow



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Nine months ended September 30, 2020 | Highlights

- PCM Integration ahead of Plan – Synergies of $60-$65M annual run rate by year end
- Gross Margins up more than 100 basis points year over year
- Cost reduction initiatives and integration plans
- Adjusted earnings from operations growth of 15% year over year
- Record level cash flow from operations of $462M
- ABL Facility paid off in Q3

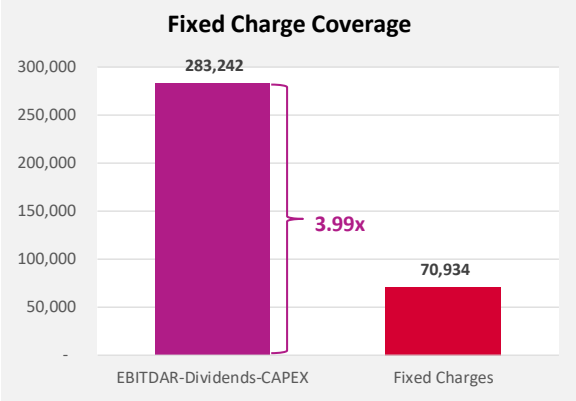
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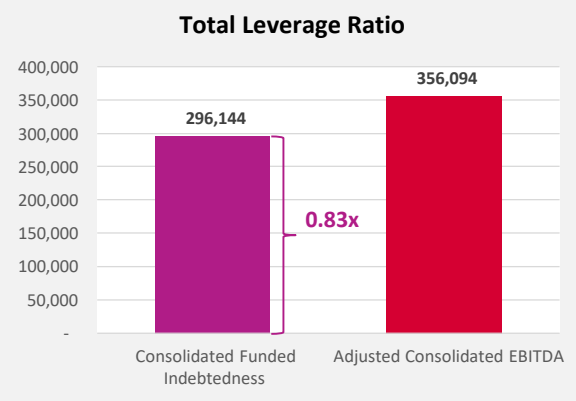
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Liquidity and Debt Covenants

US Dollar in $000s	Twelve Months Ended Sep 30, 2020	2019
Adjusted Consolidated EBITDA:		
Net Income	$ 162,202	$ 163,498
Interest Expense	43,469	23,074
Taxes	49,912	47,353
Depreciation	28,852	21,209
Amortization	39,636	17,928
Extraordinary Non-cash and Non-recurring	-	-
Non-cash Charges - FASB 123(R)	15,870	16,486
Cash Acquisition Charges	4,478	9,059
Severance and restructuring expenses	11,675	4,427
Adjusted Consolidated EBITDA	$ 356,094	$ 303,034
Less Capital Expenditures	(72,852)	$ (21,127)
Adjusted Consolidated EBITDA for FCCR Ratio	$ 283,242	$ 281,907
Taxes and interest *	$ 70,934	$ 57,602
Fixed Charge Coverage Ratio	4.0	4.9

* 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



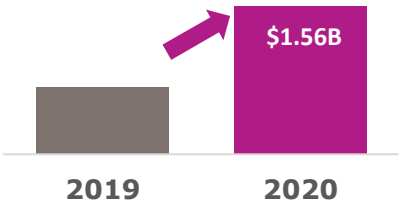


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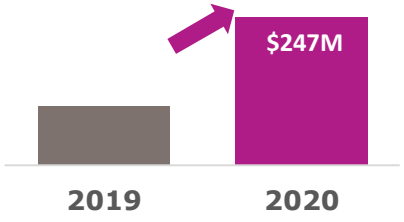
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Q3 2020 North America | Financial Results

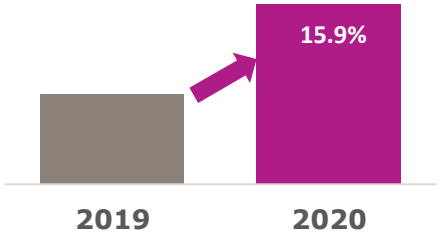
Net Sales
+3% YoY



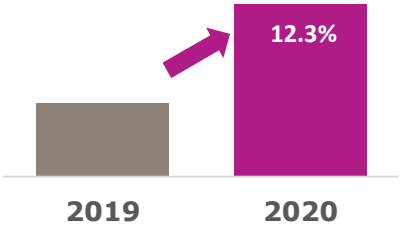
Gross Profit
+13% YoY



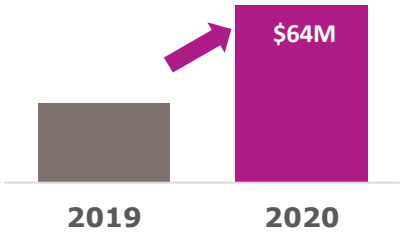
Gross Margin
+150 bps YoY



SG&A % of Net Sales
+100 bps YoY

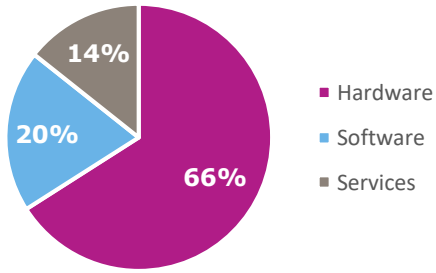


Adj EFO*
+20% YoY



GAAP Earnings from operations $54M

Sales Mix



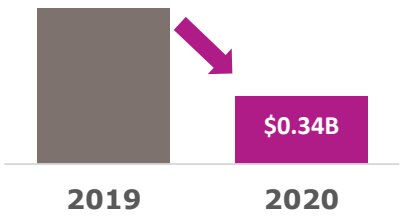
* Adjusted Non-GAAP excludes severance and restructuring expense and other unique items

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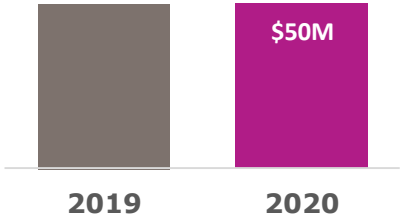
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Q3 2020 EMEA | Financial Results

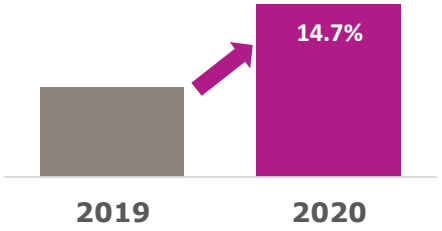
Net Sales
-8% YoY *(in constant $**)*



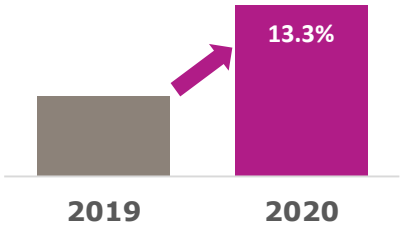
Gross Profit
+0% YoY *(in constant $**)*



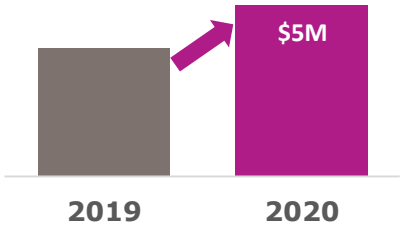
Gross Margin
+120 bps YoY



SG&A % of Net Sales
+80 bps YoY

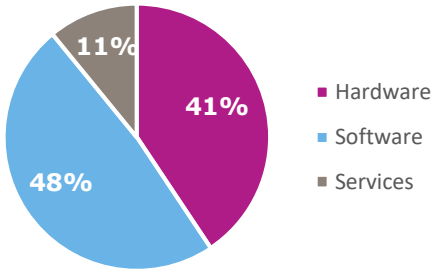


Adj EFO*
+53% YoY *(in constant $**)*



GAAP Earnings from Operations $5M

Sales Mix



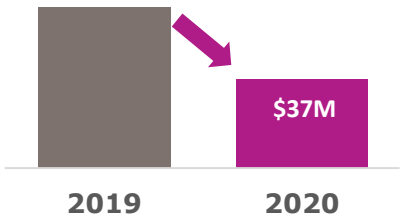
* Adjusted Non-GAAP excludes severance and restructuring expense and other unique items
** Reference "Constant currency" section on slide 3 of this presentation

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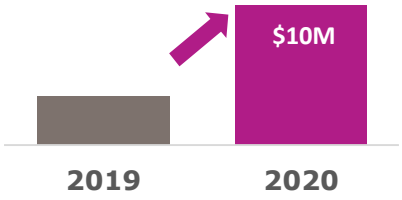
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Q3 2020 APAC | Financial Results

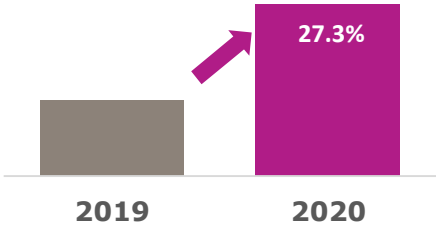
Net Sales
-13% YoY *(in constant $**)*



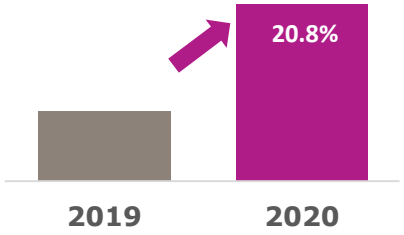
Gross Profit
+2% YoY *(in constant $**)*



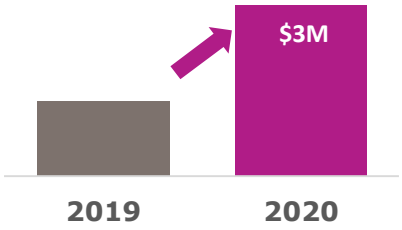
Gross Margin
+410 bps YoY



SG&A % of Net Sales
+240 bps YoY

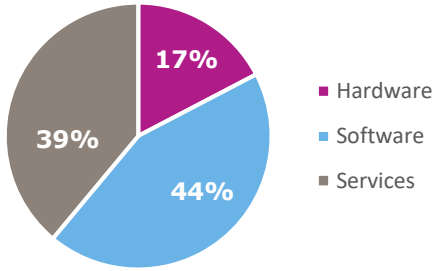


Adj EFO*
+19% YoY *(in constant $**)*



GAAP Earnings from Operations $2M

Sales Mix



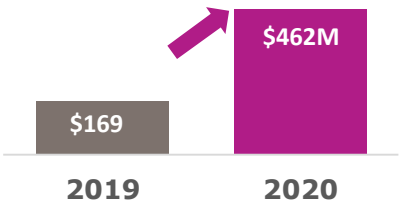
* Adjusted Non-GAAP excludes severance and restructuring expense and other unique items
** Reference "Constant currency" section on slide 3 of this presentation

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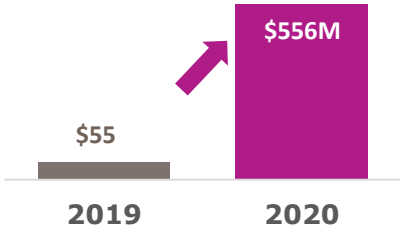
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Q3 2020 | Cash Flows and Cash Cycle

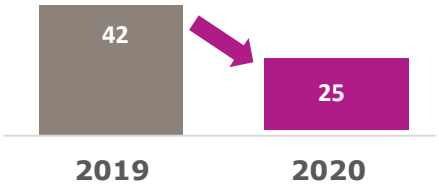
Net cash from operations



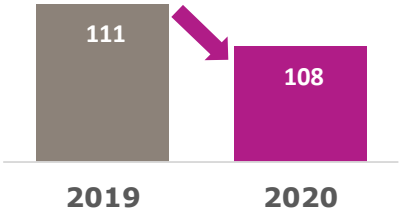
Adj Free Cash Flow*



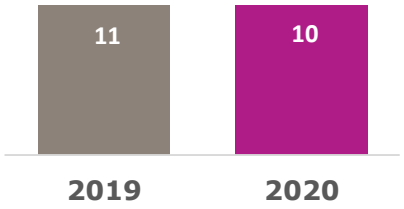
Cash Conversion Cycle
-17 days YoY



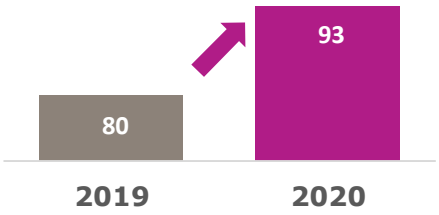
Days sales outstanding
-3 days YoY



Days inventory outstanding
-1 days YoY



Days purchases outstanding
+13 days YoY



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

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Q4 and Full Year 2020 Outlook

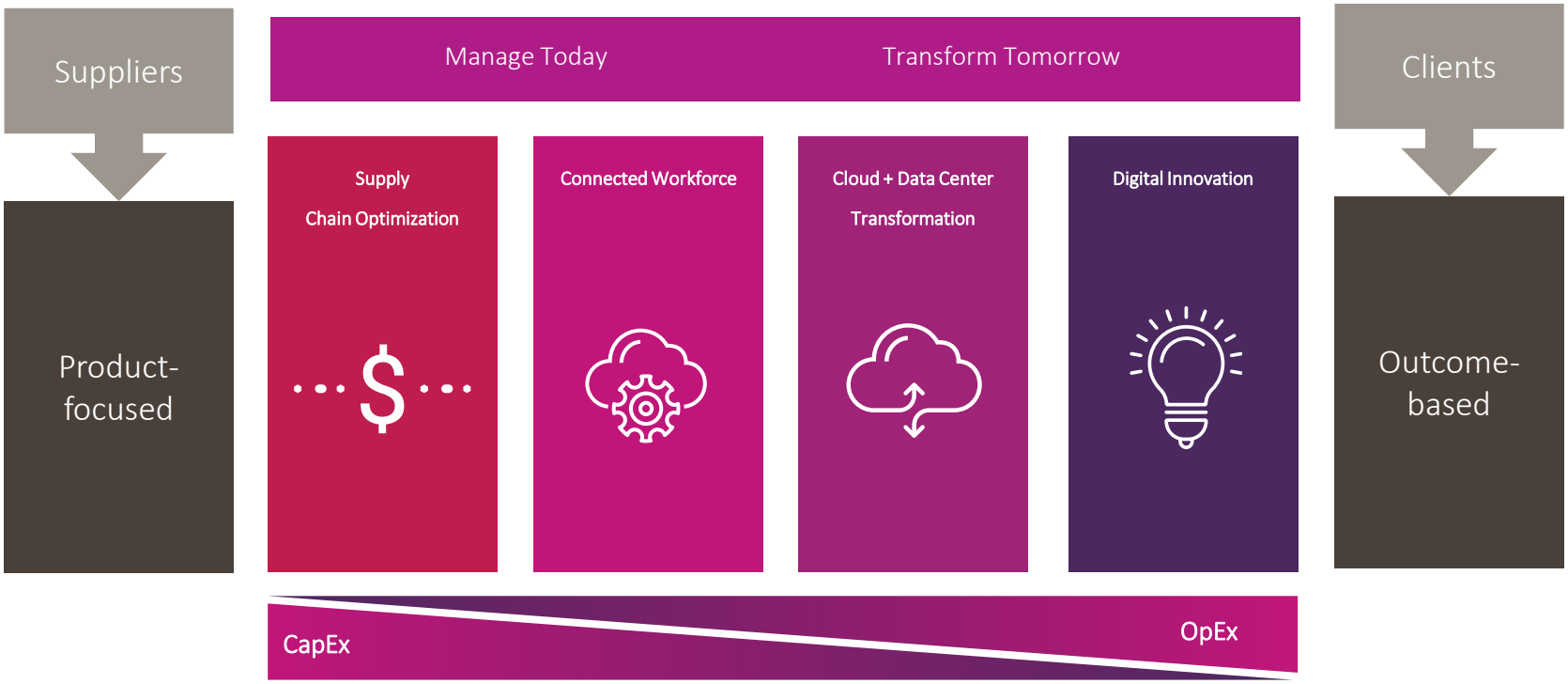
- Fourth quarter 2020 net sales are expected to be between $2.1 and $2.2 billion and Adjusted diluted earnings per share are expected to be between $1.45 and $1.55.

- Full year 2020 net sales are expected to be between $8.1 and $8.2 billion and Adjusted diluted earnings per share are expected to be between $5.88 and $5.98.

* 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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Closing Commentary



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Appendix – Reconciliation of GAAP to Non-GAAP Financial Measures

US Dollar in $000s, except per share data	Three Months Ended Sep 30, 2020	Three Months Ended Sep 30, 2019	Nine Months Ended Sep 30, 2020	Nine Months Ended Sep 30, 2019
Adjusted Consolidated Earnings from Operations:				
GAAP consolidated EFO	$ 61,482	$ 44,422	$ 188,533	$ 173,578
Severance and restructuring expenses	808	2,662	9,962	3,712
Acquisition and integration related expenses	118	5,896	2,195	9,059
Amortization of intangible assets	9,433	5,946	29,555	13,590
Construction in Process	-	-	-	-
Adjusted non-GAAP consolidated EFO	$ 71,841	$ 58,926	$ 230,245	$ 199,939
Adjusted Consolidated Net Earnings:				
GAAP consolidated net earnings	$ 38,906	$ 27,132	$ 119,252	$ 116,457
Severance and restructuring expenses	808	2,662	9,962	3,712
Acquisition and integration related expenses	118	5,896	2,195	9,059
Amortization of intangible assets	9,433	5,946	29,555	13,590
Construction in Process	-	-	-	-
Amortization of debt discount and issuance costs	2,919	1,398	8,636	1,398
Income taxes on adjustments	(3,335)	(3,414)	(12,562)	(5,588)
Adjusted non-GAAP consolidated net earnings	$ 48,849	$ 39,620	$ 157,038	$ 138,628
Adjusted Diluted EPS:				
GAAP diluted EPS	$ 1.10	$ 0.76	$ 3.37	$ 3.23
Severance and restructuring expenses	0.02	0.07	0.28	0.10
Acquisition and integration related expenses	0.00	0.16	0.06	0.25
Amortization of intangible assets	0.27	0.16	0.83	0.38
Construction in Process	-	-	-	-
Amortization of debt discount and issuance costs	0.08	0.04	0.24	0.04
Income taxes on adjustments	(0.09)	(0.09)	(0.35)	(0.15)
Adjusted non-GAAP diluted EPS	$ 1.38	$ 1.10	$ 4.43	$ 3.85

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

US Dollar in $000s	Three Months Ended Sep 30, 2020	Three Months Ended Sep 30, 2019	Nine Months Ended Sep 30, 2020	Nine Months Ended Sep 30, 2019
Adjusted North America Earnings from Operations:				
GAAP EFO from North America segment	$ 54,244	$ 39,306	$ 148,653	$ 135,550
Severance and restructuring expenses	773	2,449	7,799	3,260
Acquisition and integration related expenses	118	5,896	1,991	9,059
Amortization of intangible assets	8,730	5,765	27,594	13,037
Construction in Process	-	-	-	-
Adjusted non-GAAP EFO from North America segment	$ 63,865	$ 53,416	$ 186,037	$ 160,906
Adjusted EMEA Earnings from Operations:				
GAAP EFO from EMEA segment	$ 4,843	$ 3,110	$ 31,073	$ 29,631
Severance and restructuring expenses	19	213	2,118	328
Acquisition and integration related expenses	-	-	204	-
Amortization of intangible assets	585	67	1,625	205
Adjusted non-GAAP EFO from EMEA segment	$ 5,447	$ 3,390	$ 35,020	$ 30,164
Adjusted APAC Earnings from Operations:				
GAAP EFO from APAC segment	$ 2,395	$ 2,006	$ 8,807	$ 8,397
Severance and restructuring expenses	16	-	45	124
Amortization of intangible assets	118	114	336	348
Adjusted non-GAAP EFO from APAC segment	$ 2,529	$ 2,120	$ 9,188	$ 8,869

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

US Dollar in $000s	Nine Months Ended Sep 30, 2020	2019
Adjusted Free Cash Flow:		
Net cash provided by operating activities	$ 462,094	$ 168,595
Purchases of property and equipment	(20,688)	(16,922)
Net repayments under inventory financing facility	114,321	(96,472)
Adjusted non-GAAP free cash flow	$ 555,727	$ 55,201

US Dollar in $000s	Twelve Months Ended Sep 30, 2020	2019
Adjusted Return on Invested Capital:		
GAAP consolidated EFO	$ 255,549	$ 232,237
Severance and restructuring expenses	11,675	4,427
Acquisition and integration related expenses	4,478	9,059
Impairment of construction in progress	1,501	-
Adjusted non-GAAP consolidated EFO*	273,203	245,723
Income tax expense**	71,033	67,574
Adjusted non-GAAP consolidated EFO, net of tax	$ 202,170	$ 178,149
Average stockholders' equity***	$ 1,176,754	$ 1,027,884
Average debt***	636,215	292,842
Average cash***	(109,396)	(126,233)
Invested Capital	$ 1,703,573	$ 1,194,493
ROIC (from GAAP consolidated EFO)****	11.10%	14.10%
ROIC (from Adjusted non-GAAP consolidated EFO)*****	11.87%	14.91%

* 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 $66,443 and $63,865 for the twelve months ended September 30, 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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