
Ambition in Action
INVESTOR DAY
Insight

JOYCE MULLEN

Insight


Insight®
Image from James Webb Space Telescope


SOLUTIONS
INTEGRATOR
EFFICIENT ACCESS
SIMPLIFIED EXPERIENCE
DEEP EXPERTISE
Insight


AHEAD
OF THE
CURVE


THE
LEADING SOLUTIONS
INTEGRATOR
Insight


ACCELERATED
PROFITABLE
GROWTH
Insight

+200 BPS GROWTH

+GROSS PROFIT

+6.5% - 7% EBITDA




+ 20%
CAGR


SOLUTIONS
INTEGRATOR
Insight

Insight®

SOLUTIONS INTEGRATOR

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OTHERS

Systems Integrator

Reseller

Distributor

THE LEADING **SOLUTIONS INTEGRATOR**

CAPTIVATE
Clients

SELL
Solutions

DELIVER
Differentiation

CAPITALIZE
on Culture

Insight

CAPTIVATE CLIENTS

NPS E-Commerce Automation Sustainability

Insight

NPS




70
NPS
Insight


10x
GROSS PROFIT DOLLARS
Insight

THE LEADING **SOLUTIONS INTEGRATOR**

CAPTIVATE
Clients

SELL
Solutions

DELIVER
Differentiation

CAPITALIZE
on Culture

Insight

SELL
Solutions

Insight

SALES TRANSFORMATION

Streamlined coverage

Solution-selling experts

Compensation program

New pricing strategy

Transformation office

Insight


ORGANIC
SALES GROWTH
+20%
Insight


TRANSFORMATION
does not follow a straight line.
Insight

THE LEADING **SOLUTIONS INTEGRATOR**

CAPTIVATE
Clients

SELL
Solutions

DELIVER
Differentiation

CAPITALIZE
on Culture

Insight

DELIVER
Differentiation

Insight

DELIVER DIFFERENTIATION

Innovative, scalable solutions

Exceptional talent

Unique portfolio strategy

Insight

INNOVATIVE, SCALABLE SOLUTIONS

70+ PATENTS PENDING

Gartner

FORRESTER®

13x Microsoft award winner in 2022

Insight


INNOVATION
Insight


4 RECORD SERVICES QUARTERS
Insight

DELIVER DIFFERENTIATION

Innovative, scalable solutions

EXCEPTIONAL TALENT

Unique portfolio strategy

Insight

EXCEPTIONAL TALENT

5300+ TECHNICAL PROFESSIONALS	INDUSTRY-RECOGNIZED EXPERTS	TALENT THROUGH ACQUISITION
DISTINGUISHED ENGINEER CAREER TRACK	RECRUITING EXPERTISE & RIGOR	DEVELOPMENT PROGRAMS

Insight

DELIVER DIFFERENTIATION

Innovative, scalable solutions

Exceptional talent

UNIQUE PORTFOLIO STRATEGY

Insight


UNIQUE PORTFOLIO
STRATEGY
Insight

DELIVER DIFFERENTIATION

Azure SnapStart

Data analytics & AI

LENS

Insight

PORTFOLIO STRATEGY:
Internal Shaping and Strategic M&A

Insight

THE LEADING **SOLUTIONS INTEGRATOR**

CAPTIVATE
Clients

SELL
Solutions

DELIVER
Differentiation

CAPITALIZE
on Culture

Insight

CAPITALIZE
on Culture

Insight

HIGH PERFORMANCE

Hunger Heart Harmony

Insight

CAPITALIZE ON CULTURE

Compensation

ALIGNED

with shareholder interests

Aggressive internal

PLANNING & DECISION-MAKING

Insight

CAPITALIZE ON CULTURE

Attrition rates among the best

Employer of choice recognitions

Commitment to diversity & inclusion

High teammate engagement

Insight

GROWTH &
Operations

Insight

REDEFINING the Cost Curve

Insight

M&A is an ACCELERATOR

Insight

THE LEADING **SOLUTIONS INTEGRATOR**

CAPTIVATE
Clients

SELL
Solutions

DELIVER
Differentiation

CAPITALIZE
on Culture

Insight


Insight®
Image from James Webb Space Telescope