



Insight At A Glance

- \$4.8 billion annual revenue
- 5,000 teammates
- 1,100+ sales representatives
- 20+ nationwide locations
- 350+ field sales representatives
- \$115 million in IBM revenue in FY 2007
- ISO 9001:2000-certified Integration Services

Insight Certifications and Authorizations

- IBM Premier Business Partner
- IBM Tier 1 Reseller
- IBM EXAct Partner
- IBM Tier 1 Solution Provider
- IBM Tier 1 Global Services Partner
- IBM Storage CATE - Certified Advanced Technical Expert
- IBM Software Partner
- VMware Gold VAC partner
- Cisco Gold Partner

Teammate Certifications

- 9 UNIX certified engineers
- 15 UNIX certified representatives
- 3 IBM certified engineers
- 18 VMware certified engineers (VSE)
- 600 VMware certified representative
- Dedicated IBM Product Management, Purchasing, Special Bid Costing and Marketing



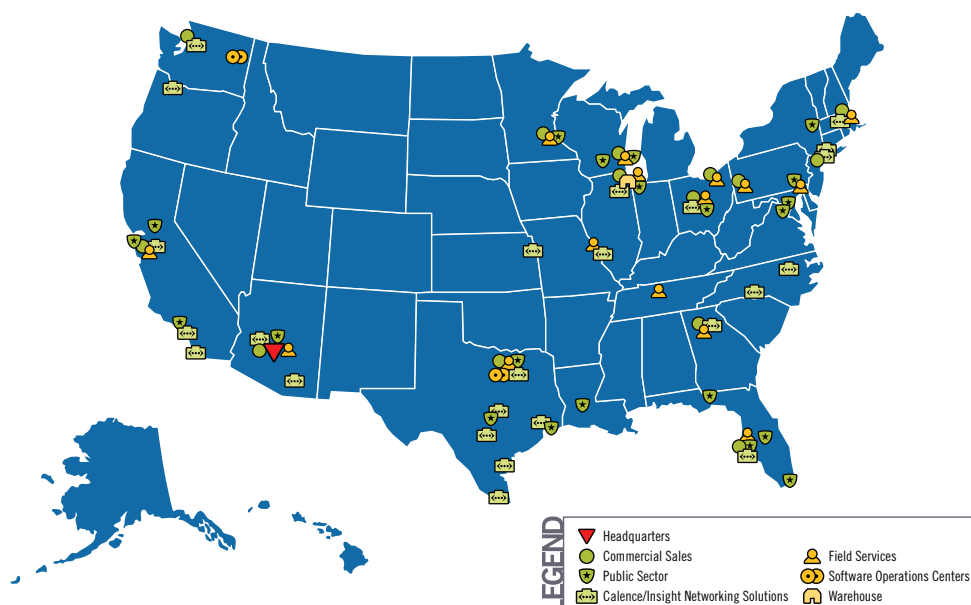
▼ Insight and IBM: Partnering for Success

As one of IBM's largest national resellers and longstanding partners, Insight plays a pivotal role in delivering IBM technology with value-added IT services and support to General Business, Mid-Market, Integrated, Aligned and Public Sector clients. Insight is a proven provider of IBM Server and TotalStorage solutions. Our product and service deployment strengths are aligned with IBM focus areas including Express, BladeServer, TotalStorage and pSeries.

As a result, Insight is uniquely positioned to support IBM field teams throughout the entire IT lifecycle from purchasing decision and design to implementation and deployment.

The Insight Advantage

Insight serves as a trusted advisor to our clients. When you partner with Insight, you have the support of a multi-billion-dollar IT solutions provider with global reach, technical depth and financial stability to meet the changing IT infrastructure needs of our clients. Insight's service and delivery organization has a long list of successful implementations in the areas of voice and data networking, server infrastructure, SAN and more.



Insight's Value

Insight's High Performance Systems & Storage (HPS/S) Practice is a leading IBM solutions partner. Insight's IBM-certified experts proactively help clients design and implement System x, BladeServer, pSeries and TotalStorage solutions. Our ISO 9001:2000-certified Integration Services enable us to pre-build, configure and test systems before they reach the end user.

Insight's Core IBM Offerings

System x and BladeServer Solutions

Insight provides the latest in IBM System x and BladeServer hardware and software solutions to help clients achieve and maintain a reliable, secure and scalable infrastructure. Our technical expertise, along with our Advanced Integration Lab and Executive Briefing Center, allows Insight to deliver end-to-end solutions and real value to our clients.

pSeries Solutions

Insight focuses on helping clients ensure their users have uninterrupted access to systems and resources they need, when they need it. Insight helps our clients maximize uptime and availability in their mission-critical environments by providing technical expertise and reliable IBM pSeries server solutions.

SAN Solutions

Insight focuses on helping our clients implement the right technologies to improve data storage efficiency and management. Insight meets TotalStorage infrastructure needs with IBM hardware and software solutions.

Server / Storage Assessments

Insight provides various levels of assessment services to ensure that our clients' server and storage infrastructures are aligned with current and future business goals. We identify areas of improvement and recommend appropriate strategies and technologies to improve server / storage efficiencies and lower total cost of ownership.

Backup / Disaster Recovery

Insight offers hardware and advanced software that allow our clients to generate one or multiple sets of critical data in-house. We help our clients retain full control over their valuable data rather than risking reliance on a third party. Insight meets infrastructure optimization needs with IBM hardware and software solutions.

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