

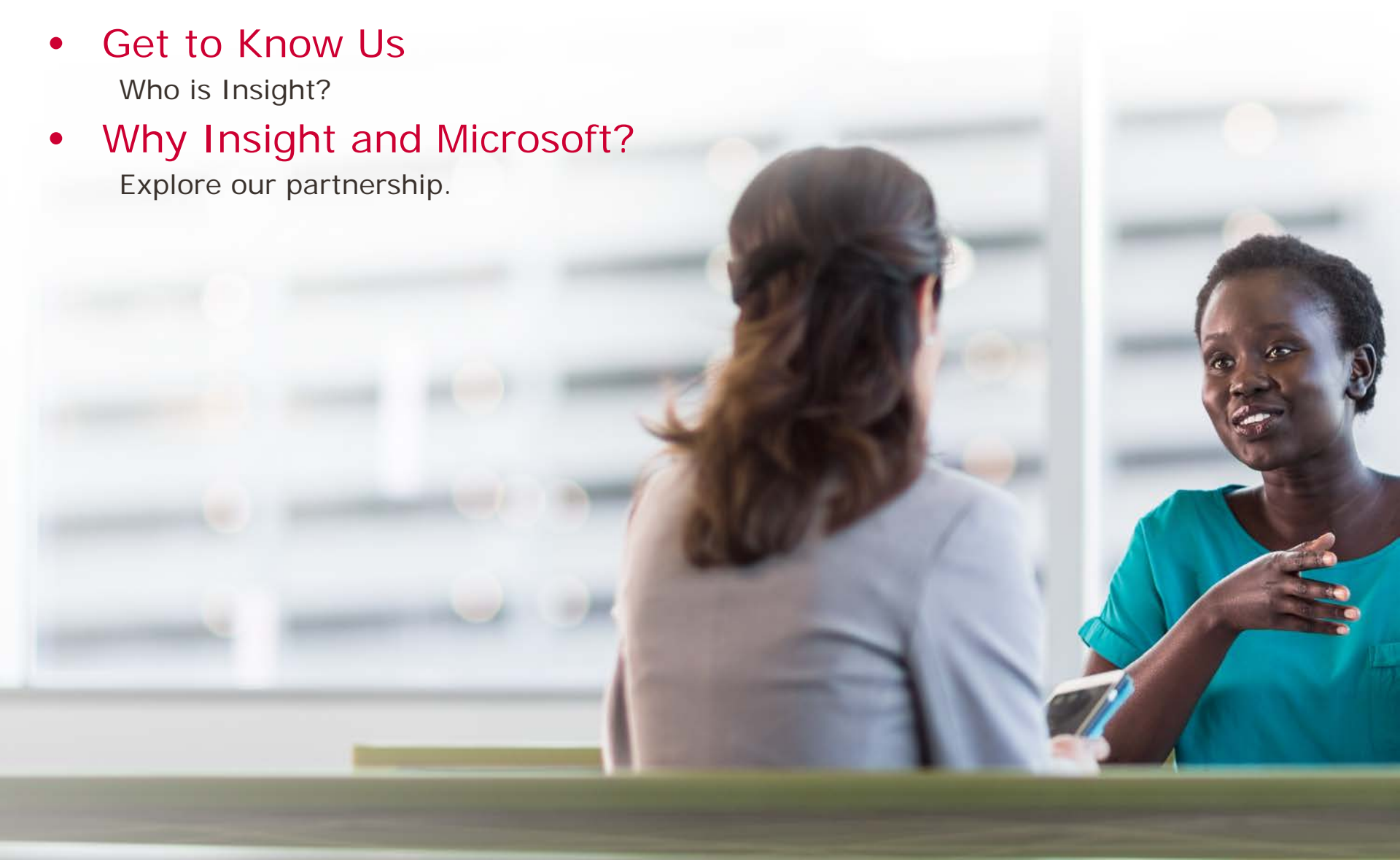


# Insight and Microsoft

March 2016



- **Get to Know Us**  
Who is Insight?
- **Why Insight and Microsoft?**  
Explore our partnership.



# Get to Know Us

Who is Insight?

## Insight at a glance

**5,400+**

Insight teammates worldwide

**2,300+**

technical certifications

**7+ million** seats managed  
in the cloud

**3,600+**

partnerships with hardware  
and software manufacturers

**1,200+**

consulting and service  
delivery professionals

Operation in **22** countries  
Clients in **200+** countries  
and territories

Serving **80%**  
of the global Fortune 500

**\$3.3 billion**

on-hand, virtual and  
client-owned inventory

**2,000**

systems a day processed  
in our integration labs

**30,000+**

pieces per day moved  
in the distribution center

## We help businesses run smarter.

### Consultation

We listen, assess and create customized solutions

### Depth

Robust resources and a broad partner portfolio

### Commitment

Strong client relationships through dedicated teams

### Expertise

Certified and experienced IT service professionals

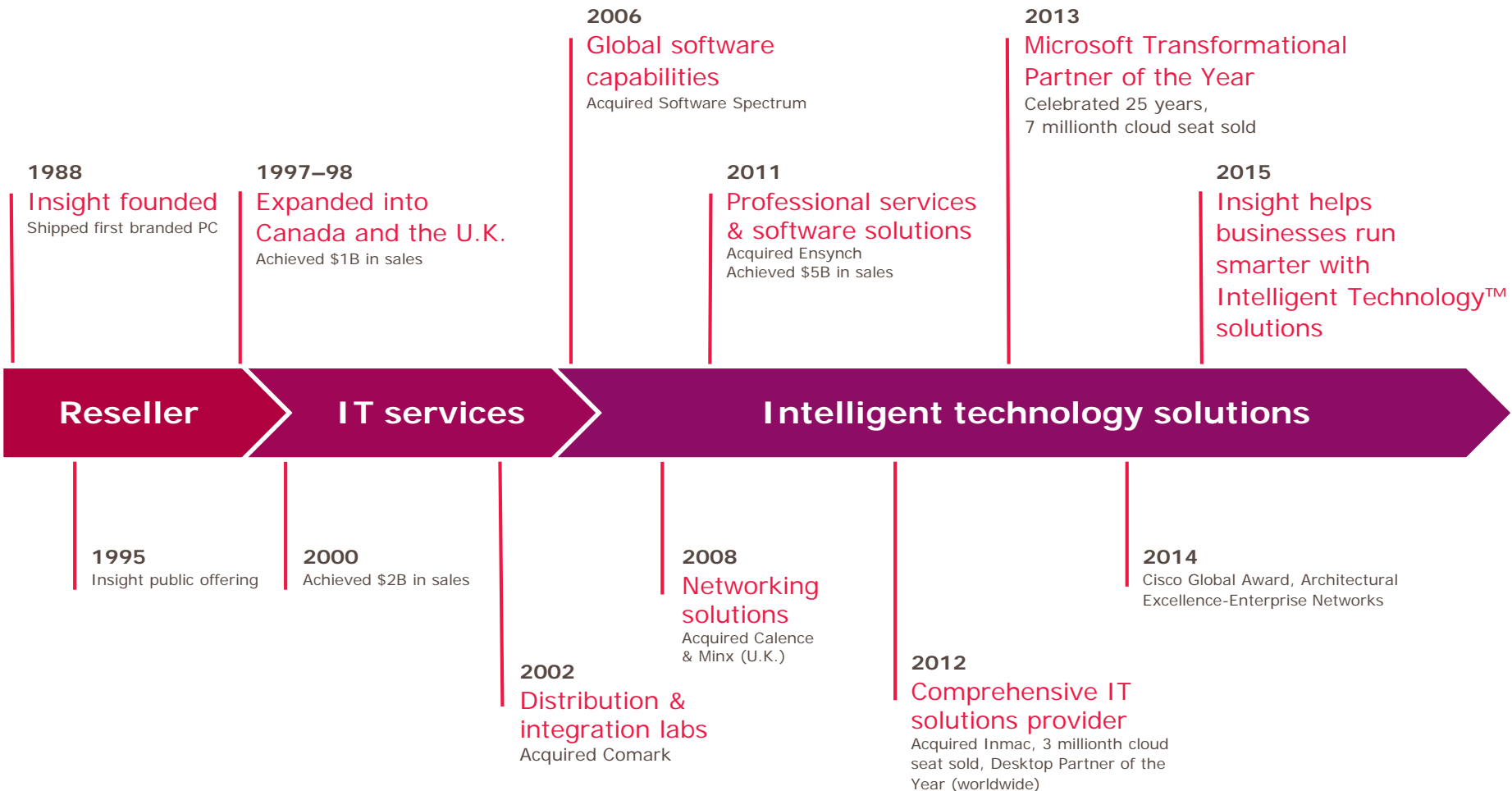
### Value

Products and support throughout your IT lifecycle

### Accessibility

Always available with help from around the world

# We constantly evolve within the industry.



# Why Insight and Microsoft?

Explore our partnership.

We maximize the value of your Microsoft investment.





## Our connection makes us stronger.

### Licensing Solution Provider

- Microsoft Partner since 1992
- No. 1 Microsoft® Global Licensing Solution Provider
- 17,000+ globally owned Microsoft agreements
- 150+ dedicated Microsoft resources
- 7M+ cloud seats sold
- Software Asset Management (SAM) consultant team to simplify licensing

### National Solution Provider

- 5M+ Exchange seats migrated
- Software Asset Management (SAM) consultant team
- Cloud-enablement specialists
- Top 1% of Microsoft services partners
- 14 Gold competencies, 2 Silver Competencies
- Microsoft Azure™ and Infrastructure Partner Advisory council member
- Technical cloud pre-sales specialists

## Our end-to-end services help you succeed.

### Pre-sales consulting

#### **Microsoft licensing analysis**

- Cost analysis — ability to show long-term cost benefits of various Microsoft licensing vehicles

#### **Microsoft licensing optimization**

- Technology workshops
- Cross-vendor SAM services
- Benchmarking — leveraging our extensive database to provide quantifiable data around cost leveling and expected incentives

### Post-sales deployment

- 100+ Microsoft technical engineers
- Support for the full Microsoft stack from a deployment standpoint
- Access to Microsoft funding to offset deployment costs
- Standard or customized statements of work, depending on the complexity of implementation/integration

## Practice aligned with the Microsoft solution stack

### Core infrastructure

- Desktop/endpoint
- Systems management
- Virtualization
- Identity management

### Business productivity

- Unified communications
- Messaging
- Office 365™
- Portals & collaboration

# Ways to purchase Microsoft

## Enterprise Agreement (EA)

*Recommended for 500+ seats  
3-year commitment*

## Microsoft Products and Services Agreement (MPSA)

*Recommended for midmarket  
Evergreen commitment*

## Modern Workforce Solutions

*Recommended for midmarket  
1-year commitment*

## Open licensing

*Recommended for midmarket  
2-year commitment*

# Enterprise Agreements and software management

## T-36 Engagement Plan

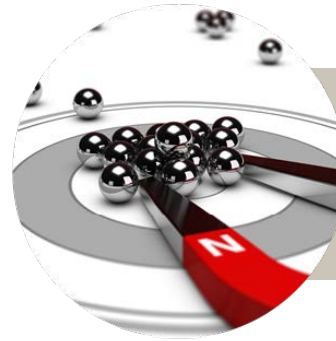
- Maximizes the value of your Microsoft investment
- Better structure of EA management
- Consistent visibility into Microsoft licensing environment
- Helps maintain compliance



# Seeing you through the entire software lifecycle



Select



Acquire



Design/man  
age/support



Value  
realized

## Summary of Insight competencies

### Gold Partner

- Messaging
- Virtualization
- Server Platform
- Volume Licensing
- Identity and Security
- Systems Management
- Portals and Collaboration
- Software Asset Management
- Midmarket Solution Provider

#### **BlueMetal, an Insight company**

- Application Development
- Cloud Platform
- Collaboration and Content
- Devices and Deployment

### Silver Partner

- Search
- Mobility
- Desktop
- Communications
- Content Management
- Application Integration
- Project and Portfolio Management
- Independent Software Vendor

#### **BlueMetal**

- Data Platform