



Why Insight and Cisco?

At Insight, we define, architect, implement and manage Insight Intelligent Technology Solutions™ that help your organization run smarter. Our strong supply chain optimization and workplace solutions combined with our data center transformation expertise and modernized applications keep business running, foster flexible work environments and put you at the forefront of innovation. Here are a few ways we deliver compelling capabilities and meaningful outcomes with Cisco:

- Cisco Gold partner
- Cisco's 4th largest North American partner
- 350+ pre-sales engineers with 2,000+ Cisco technical certifications
- 4,000+ sales and service delivery engineers
- Cisco-mentored practices organization



Meaningful connections designed to help you run smarter

Your organization needs a reliable, secure infrastructure that can scale to support your business needs. Insight and Cisco provide a variety of architectures — from cloud solutions to centralized data centers — with unmatched defenses against cyberattacks. You'll benefit from:

- Architecture and practice expertise
- Software lifecycle management and Software as a Service (SaaS) solutions
- Integrated service solutions for business outcomes
- Insight OneCall™ support services
- Enterprise Agreement (EA)

Insight + Cisco
Manage today.
Transform the future.
Together.

Insight: The perfect partner for Cisco

Today, technology is not just supporting the business; it's becoming the business. At Insight, we help you navigate the complex challenges to develop fresh solutions and processes. We'll help you manage today's priorities and prepare for tomorrow's needs.

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| Global scale & coverage | Operational excellence & systems | Software DNA | Services solutions | Data center transformation | Next-generation tech skills | App dev & IoT expertise | Digital platform | Partner alignment |

| Digital Innovation | Cloud + Data Center Transformation | Connected Workforce | Supply Chain Optimization |
|-------------------------|------------------------------------|-------------------------------|-------------------------------|
| Digital Transformation | Data center transformation | Insight Managed Office | Procurement |
| Workforce Applications | Hybrid cloud solutions | Insight Managed Mobility | E-commerce |
| Real-Time Business | Security solutions | Insight Managed Collaboration | Software lifecycle services |
| Application development | Managed IT services | Insight Managed Deployment | Hardware lifecycle services |
| DevOps | Software-defined solutions | Workplace Services | Warranty management solutions |

Insight's Value Add Cisco Lab Services

- CCNA, CCDA certified technicians
- Test for DOA on all Cisco devices before they ship to your DC
- Push config files, upgrade firmware on Cisco devices before they ship to your DC
- Full rack builds at depot which ship on shock pallets
- Network in a box solutions (rack build, SAN, POS, Workstations, VPN links to corporate)

Inventory Management Programs

There are four warehousing options offered by Insight:

Client Reserved Inventory

- Insight can reserve inventory in our warehouse for up to 60 days
- Client will only be invoiced when inventory ships

Client Reserved Inventory – Rolling Stock

- Keep a set amount of stock at Insight warehouse to be able to scale up or replace units with quick turnaround time at all times
- Get invoiced only when stock is shipped out

Client Owned Inventory

- Pre-purchased inventory held for shipment via sales order
- Spend budget by a deadline without having to deal with shipments and storage space
- Buy up going out of life product to meet forecasted demand

Client Supplied Inventory

- Client may supply their own product for Insight to keep in warehouse and redeploy
- Good if locations are closing and IT product can be redeployed

Why should a client warehouse with Insight?

- Take advantage of volume discounts or other special promotions
- Save space at client location
- Remove excess packaging at the source instead of at the destination
- Insight serves as the consolidation center for all shipments
- Eliminate 2-4 week lead time from OEMs
- Setup threshold stock levels reserved for you to quickly respond to IT product needs
- Easily manage product from multiple distributors/OEMs in one location

Certifications and awards

| Certificates (Canada only) | Awards (North America, 2019) |
|--------------------------------|---|
| Advanced Enterprise Networking | 2019 Americas Partner of the Year |
| Advanced Security | 2019 Customer Experience Partner of the Year |
| Advanced Collaboration | 2019 Marketing Partner of the Year |
| Advanced Datacenter | 2019 Canada Sales Acceleration Partner of the Year |
| | 2019 Canadian Marketing Innovator Partner of the Year |