

# We build meaningful connections to help businesses run smarter.



## Hunger

We are change agents, united in our passion to improve every day and deliver outstanding results for our clients, partners and Insight.

## Heart

We are teammates. We take care of each other, our clients and our communities.

## Harmony

We are a team of diverse individuals who value inclusivity and create meaningful connections so we can win together.

## Financial imperatives

- Grow gross profit greater than 10% every year.
- Transform business portfolio to ensure > 50% of gross profit is generated by services.
- Limit operating expense growth to 5%.
- In the near term, earn 4.5 cents from every \$1 of sales.

**Insight** 

## 2022 business goals



**Earn client loyalty.**  
Be client-obsessed and deliver exceptional client outcomes.



**Drive profitable growth.**  
Deliver high-value solutions supported by operational excellence and integrated global systems.



**Lead with Services & Solutions.**  
Deliver differentiated client outcomes leveraging our six areas of technical expertise, solutions skills and partner relationships.



**Champion people, leadership and culture.**  
Create growth opportunities, invest in teammates, and live our values of Hunger, Heart and Harmony to be an employer of choice.

## Portfolio solutions

Modern Workplace

Modern Apps

Modern Infrastructure

Intelligent Edge

Data & AI

Cybersecurity

## Leadership commitments

Create clarity. • Inspire people.

Demonstrate thought leadership. • Deliver results.



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