

Calence / Insight Networking Solutions

OVERVIEW

Insight Enterprises, Inc. is a leading provider of brand-name information technology hardware, software and services to large enterprises, small- to medium-sized businesses and public sector institutions in North America, Europe, the Middle East, Africa and Asia-Pacific. With the acquisition of Calence in April 2008, the company expanded upon its strong networking solutions capabilities and positioned itself as a leading provider of Cisco networking solutions and managed services in the United States. The combined value proposition of Calence and Insight provides clients a one-stop source for selecting, purchasing and managing all of their business' networking and communications needs. This wider breadth of offerings further helps clients enhance their business performance and be competitive in the marketplace with innovative cost effective IT solutions. Insight is ranked number 477 on Fortune Magazine's 2008 'Fortune 500' list. Calence / Insight Networking Solutions delivers core network solutions, advanced technologies, consulting, and management services to some of the world's most prominent organizations. With a focus on customer satisfaction, improved operational efficiency and increased productivity, Calence helps leverage advanced network technologies to address specific business goals and priorities, improve internal processes and communications, and reduce IT costs. For more information, please visit www.insight.com or www.calence.com

SOLUTIONS & SERVICES

Calence's Practice areas include Unified Communications, Network Security, Network Infrastructure, and Management Services built upon a unique lifecycle review, plan, design, implement and manage methodology. Calence's offerings include strategic consulting for IP communications, IT security, network infrastructure; product provisioning; operations support and management; telecom expense management and network business process outsourcing.

REVENUE

Approximately \$4.8 billion annually (2007)

EMPLOYEES

Calence has more than 5400+ professionals worldwide with 44 U.S. markets

LEADERSHIP

Mike Fong, General Manager

PARTNERSHIPS

As the world's leader in networking technology, Cisco is Calence's top strategic partner. Cisco Advanced and Core Technologies form the platform for Calence's leading network solutions offering. Calence's network optimization and lifecycle services directly align with Cisco's Unified Communications, Security, Wireless LAN and Core Switching and Routing solutions, ensuring these networks are properly designed, implemented and supported. Calence's solution partners include 4What Interactive, APC, AeroScout, Air Tight Networks, Cistera Networks, eGain, ICI Networks, IPcelerate, ISI, Netcordia, NetScout, NICE Systems, Pelco, Solsoft, TANDBERG, Tangoe, Trend Micro, VBrick, Websense and Western Datacom.

AWARDS

Calence has been recognized with numerous awards, both national and local, for the performance, services and value we have delivered for our customers. A few of our recent awards include:

- Cisco awards for Global Channel Partner of the Year–US/Canada; National Partner of the Year Commercial Segment; Western Area Partner of the Year Enterprise Segment; National Security Partner of the Year; and Best Performance in Customer Satisfaction Award
- "Best Places to Work in IT" - *Computerworld*
- One of the Fastest Growing Privately-Held Companies in the US, *Inc. Magazine* –four years in a row
- 2007 ACE Awards: #1 Fastest Growing Private Company in AZ and #17 Largest Private Company in AZ

URL

<http://www.calence.com>

TOLL FREE

1.877.CALENCE