

# Insight to Acquire Cardinal Solutions, Expanding Digital Innovation Capabilities

Insight assembles one of the largest app-development organizations in the industry to meet a rising need for digital transformation in business

**TEMPE, Ariz., Aug. 1, 2018** – Insight Enterprises (Nasdaq: NSIT), the global system integrator of Insight Intelligent Technology Solutions™ for organizations of all sizes (“Insight”), announced today the [acquisition of Cardinal Solutions](#) (“Cardinal”), a national provider of digital solutions across mobile, web, analytics and cloud with 20+ years of experience.

The acquisition expands [Insight’s Digital Innovation](#) solution area into one of the largest application development teams in the industry. Giving additional scale to our Digital Innovation enhances our other solutions, which include [Supply Chain Optimization](#), [Connected Workforce](#), and [Cloud and Data Center Transformation](#).

Insight acquired BlueMetal in late 2015 and Ignia (Australia) in 2016. Creating a combined organization with [Cardinal](#) further propels Insight’s global Digital Innovation solution area into a more than \$150 million business with 825 teammates.

“As we continue to focus on what our clients need in 2019 and beyond, the breadth and scale of this expanding team allows us to more effectively turn ideas into real business outcomes,” said Ken Lamneck, CEO of Insight. “Insight is now more aligned than ever to support our clients on their transformation journey. Having one of the largest digital innovation organizations in the industry positions us to drive differentiation within their business, workforce and customer experiences.”

The acquisition further strengthens our existing capabilities in digital innovation for clients across sectors, including producing transformative results for:

- [Steward Health Care](#), the largest for-profit hospital operator in the United States, with the application of predictive modeling of staffing and patient data to optimize operations and improve the patient experience by reducing their length of stays;
- One of the largest brokerages in the U.S. with a [conversational agent](#) that changed the way consumers engaged with them and helped them tap into a new type of investor — namely young, digital natives who historically have been difficult for the financial services company to reach;
- Vivli, a non-profit organization, by helping to build a [global data-sharing platform](#) to accelerate medical research and clinical research;

- And the manufacturing and retail sectors with the transformation of “dumb” devices into [IoT smart devices](#) by using Microsoft’s Azure Sphere and exploring [mixed-reality possibilities](#) as the preferred channel partner for North America of Microsoft HoloLens

This acquisition makes Insight one of the top partners in the Microsoft ecosystem. The Cardinal, BlueMetal and Ignia teams have received numerous awards, including Microsoft’s Worldwide Partner of the Year for [Artificial Intelligence](#) (2018), Mobile App Development (2017), Open Source on Azure (2017), and Internet of Things (2016).

“We were looking for the right partner who understood the importance of building a digital innovation team at scale and in a way that no other organization had yet to do,” said Kelly Conway, president of Cardinal. “Insight offers a very unique situation: the resources and capital of a multi-billion dollar public company with an organization that has the look, feel and culture of an emerging business. They are passionate about the work we are passionate about and share the same objective of creating an organization that is expert in cloud solutions and digital innovation.”

“We see this merger as a continuation of our investment in our clients’ most critical business needs,” said Steve Dodenhoff, president of Insight North America. “Innovation is a differentiator, and you need to be able to deploy it globally and at scale. Cardinal helps us achieve that and absolutely lives up to the high bar we’ve set. We believe we are building something together that will benefit our clients, partners and teammates.”

For more information on Insight, visit [www.insight.com](http://www.insight.com) or call 1.800.INSIGHT.

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## About Insight

Today, every business is a technology business. Insight Enterprises Inc. empowers organizations of all sizes with Insight Intelligent Technology Solutions™ and services to maximize the business value of IT. As a Fortune 500-ranked global provider of digital innovation, cloud and data center transformation, connected workforce, and supply chain optimization solutions and services, we help clients successfully manage their IT today while transforming for the future. From IT strategy and design to implementation and management, our 6,600+ employees help clients innovate and optimize their operations to run business smarter. Discover more at [insight.com](http://insight.com). NSIT-M

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