InsightGlobal | BERT'S CORNER

BERT'S REPORT & GPOTW

November 23, 2026



Something to believe in.

We have quite the "all company call" today. If the rumor mill hasn't made it to you yet, let me share what it's about. We're selling the company to a new private equity partner. Their name is Leonard Green Partners (LGP). Well now...they're not that new to us. They've actually been invested in IG since 2016, but always in a smaller position. They've long admired Insight Global, but the timing has never lined up for them to become the outright owners. That's about to change. By the end of the year, it's LGP's goal to become our new majority owner. This is a big deal for them. In fact, with this new investment, it will be the largest position they've ever taken in a single company. Their owner has told me, more than once, this is a "bet the firm investment" into Insight Global. They are all in. Why? Because they BELIEVE.

What about our current owners, Harvest Partners? They're not going anywhere. They are reinvesting the full amount their firm allows and will be taking a minority position in IG. Even though Harvest first invested in us 16 years ago and even though they've made more than 20x their original investment, they still want to reinvest in us...in you and me. Why? Simple. They BELIEVE.

About a month ago, I started having conversations with our senior leaders and top LTI holders about this upcoming transaction. I asked them, if we were to get a deal done, would they have interest in reinvesting into the new company? This is a personal decision and so I understood not everyone would be able to. Everyone's personal financial situation is different. So, you can imagine my surprise at the response. They came back collectively with over $100MM they're prepared to invest in IG. They BELIEVE.

You'll have that opportunity too and we'll talk about some of that on today's call.

I grew up in the 90s. The height of the internet boom. It seemed every week there was some big tech company launching an IPO and creating 100s of new millionaires. Yahoo, eBay, Cisco, PayPal, Amazon, Nvidia were all born during that time. Companies like Microsoft and Oracle were exploding in growth during those years. I didn't even know what an IPO meant, but I wanted to be part of it. However, I was just a kid in high school. It's kinda hard to explain, but I remember feeling bummed at the time, because I was too young to take part in all the growth and excitement happening in this new and emerging world.

Funny...now it's 27 years later. The SpaceX and Anthropic IPOs make those IPOs of the 90s look silly. The AI age is now upon us and will most likely have an even greater societal impact than the internet. But it's still early days. There is still much we don't know. Will companies figure out AI? Will they see productivity gains? Is the recent market volatility a sign of darker days ahead? We need more data centers to keep up with compute demands. Who will build them? We need a stronger electrical grid and more power generation to keep up with demand. Who will do that work? Will we actually see orbital data centers in the next 5 years? It's the same swirl and the same excitement as the 90s. But now, I'm right in the middle of it. WE are right in the middle of it. We are those builders. We are doing that work. We are playing a vital role in shaping how this will all go. And I believe it's going to explode.

Which brings me to today. I'm so proud for our company. Not only do we get to be in the middle of this moment, but with this new company transaction, our people will have the opportunity to invest in the best company in the world, Insight Global. And to do so before an IPO. They have a chance to create wealth and value, before we ring the bell. An IPO is in our near future. The world is about to hear from us and this transaction gets us one important step closer to that moment. That's why so many investors are lining up to invest in us. They know who we are and have followed us for a long time. They recognize the same moment as I do. That's why they BELIEVE.

And how perfect this all is. The company who strives to develop its people so they can Be the Light to the world around them, will also be the same company responsible to for building a better future in this new age. What a moment.

Talk soon.

InsightGlobal

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November 19, 2026



GPOTW - GPOTW - Helen Heston, Neeraj Madan, and Siva Chidambaram - The AT&T Squad

These three have worked tirelessly the last 5 months to try to win a 6 year deal worth +$50MM at AT&T. Last Friday, I attended the final pitch with them in Baltimore as we presented our case to the President of Public Sector for AT&T. This leader is responsible for providing AT&T voice and data services to tens of thousands of government workers across 60 different agencies. Our proposal was what I'd consider a "Transformational Deal." It will require transformation in the way we bring new teams to the work, how we create new processes to complete orders more accurately, and apply agentic transformation over time.

The team worked the room together beautifully. It was months of hard work that all came together in one of the best presentations I've ever seen. When the customer was skeptical about our technical solution, Siva stepped in and dazzled with his deep technical understanding of AT&T's architecture. When the customer quizzed us on how to improve their process flow of orders, Neeraj broke down their process gaps in excruciating detail. He'd spent months studying how to improve AT&T's process flow and it was evident he knew how to fix it. And then there was Helen. It was amazing to watch Helen at the peak of her skills. Like so many of us, she started at IG years ago as Recruiter. Now, she's the top sales leader for our second largest account in the company. Helen opened the meeting with a sledgehammer of confidence and just the right amount of humility. She had such command of the room. She was convicted in our approach to their problem and utterly convincing as to why Insight Global should win this work. The customer was blown away.

It's now down to us against IBM. Damn... Little 'ole IG, taking on the giant. And I would put our chances at greater than 50% that we'll win. We should know in 2 weeks. And whether we win or not, the customer now sees IG in a completely new light. We belong in the room now. The big Consulting guys of the old guard are now on notice. They've got hungry, gritty competitors like Siva, Neeraj, and Helen coming after them. And there's thousands more at IG just like them. Unafraid and realizing every day we can compete and win against anyone. They better get their minds right. Because we're coming and we're playing to win.