



Computer Services

Delivering IT solutions with a leading **edge**

Insight

With Lenovo ThinkEdge servers, powered by 3rd Gen Intel® Xeon® Scalable processors, solutions integrator Insight helps its clients harness the huge potential of edge computing to enhance safety, boost business value, and reach out to new opportunities.

Powered by



Lenovo

1

Who is Insight?

Insight Enterprises, Inc. is a global Fortune 500 solutions integrator. Founded in 1988 in Arizona, Insight currently employs more than 11,500 people and has offices in 19 countries worldwide.

Insight helps clients of all sizes—including enterprises, schools, and government and healthcare organizations—to define, architect, implement, and manage their IT. The company delivers secure, end-to-end technology transformation through its comprehensive portfolio of solutions, far-reaching partnerships, and 30+ years of broad IT expertise.



2

The Challenge

How can our emergency services respond faster to citizens in need? How do we protect retail margins while delivering an excellent shopper experience? How can we keep workers safe in high-risk environments?

These are questions that Insight solves for its clients every day. While their needs and circumstances might differ, the company increasingly turns to a common solution to help them all: edge computing.

As Juan Orlandini, Chief Architect and Distinguished Engineer at Insight, explains: "The intelligent edge is becoming a key part of how we help our clients solve new challenges. They might be looking to meet changing demands from their customers, enter a different market space, or eliminate redundancy and risk from their operations. Our job is to get to the heart of that business need, identify the right technology solution to address it, and deploy the infrastructure to support it: in the data center, on cloud, or—increasingly—at the network edge."

Operating at the edge brings its own challenges, and to power the best results for its clients, Insight needs IT that's optimized for these unique demands. That's why, for years, it's counted on Lenovo to serve as a trusted technology partner.



“With edge computing, there are all kinds of variables that we have to account for. We often need to deploy systems in places that are more remote, where space is more limited, and conditions are harsher than in your average data center. Then, as we start scaling solutions, we need to make sure we have enough compute power to support them and the ability to manage everything efficiently. That makes our choice of hardware platform absolutely critical.”

Juan Orlandini

Chief Architect and Distinguished Engineer, Insight

Unlocking new opportunities for clients of all kinds

Insight makes use of Lenovo ThinkEdge servers, powered by 3rd Gen Intel® Xeon® Scalable processors, to support an ever-growing number of use cases for clients of all sizes, operating across different sectors.

One of those clients is Kroger: the largest supermarket chain in the US in terms of revenue. Insight delivered a machine learning solution, running on Lenovo servers, to process video images captured at self-checkouts (SCO) across hundreds of locations. The solution allows Kroger to monitor transactions and automatically identify incidents where items are improperly scanned, providing prompt resolution to reduce delays at the checkout and minimizing losses.

Hardware

Lenovo ThinkEdge SE450 powered by 3rd Gen Intel® Xeon® Scalable processors

Chris McCarrick, Senior Manager of Asset Protection Solutions & Technology at Kroger, confirms: “The edge solution fits in seamlessly with our existing SCO systems, and make the checkout process more robust, in a way that’s non-disruptive for our customers. Now, if customers make an error when scanning, the system will give them a gentle nudge to get things back on track. In fact, over 75% of the time, customers are able to resolve scanning errors themselves, with no intervention from our associates, which makes their job a little easier. It really is a win-win situation.”

For another client, a regional grocery chain Harris Teeter, Insight helped to design and deploy an automated system for scanning employee temperatures at distribution centers to protect essential workers during the COVID pandemic. Built on nine thermal cameras and three Lenovo ThinkEdge servers, the platform is capable of performing hundreds of temperature scans every day, giving Harris Teeter a fast, reliable way to detect potential symptoms and help prevent the spread of illness, all while eliminating the need to contract medical staff for manual scanning. This helped the company achieve a near-immediate return on investment (ROI) of US\$195,000 with the new platform.

Finally, Insight worked with one of the largest emergency services providers in the US to provide real-time insights into emergency events and location of response teams. This included equipping emergency vehicles and individual equipment with Lenovo edge devices, allowing operations planners to see where assets are at all times, and route them to incidents faster. It's cut emergency response times in half, resulting in improved safety and service for a major metropolitan area that's home to more than four million people.



“Lenovo has been a fantastic partner to us. We especially appreciate the clarity of vision that Lenovo brings to produce a very focused set of products, which we can leverage in turn to solve highly specific needs for our clients.”

Juan Orlandini

Chief Architect and Distinguished Engineer, Insight

3

Results

Designed and built with the unique requirements of edge computing in mind, Lenovo ThinkEdge servers are versatile and rugged enough to suit a wide range of environments and use cases—making them an ideal fit for Insight’s diverse client base.

Equally importantly, Insight can count on Lenovo and Intel to keep that technology at the cutting edge of innovation, giving the company access to increasingly powerful and efficient hardware that’s well-equipped to meet client demands, now and far into the future.

- ✓ >75% of self-checkout errors corrected without employee intervention for supermarket chain Kroger
- ✓ \$195,000 in immediate ROI for grocery retailer Harris Teeter
- ✓ 2x faster response times for emergency services in a major US city
- ✓ Powerful, purpose-built edge servers support a broad spectrum of client needs

¹Data provided by Insight Inc. and Kroger



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“There’s a reason why we’ve used Lenovo ThinkEdge servers for so long. They really are a superior piece of hardware. As Lenovo continues to refine its ThinkEdge technology—and the integrated Intel® Xeon® Scalable processors become more mature and powerful—it means we can continue to deliver better results and faster time-to-value for our clients with edge computing.”

Juan Orlandini

Chief Architect and Distinguished Engineer, Insight

Why **Lenovo**?

Lenovo's ThinkEdge servers are rugged and secure with physical tamper-proofing, data encryption, and the ability to withstand conditions of all kinds.

"We've been there since the start of Lenovo's edge computing business, working closer and closer together throughout that journey," says Orlandini. "It's a really positive and open partnership; we're able to bring feedback from our clients, our developers, and our deployment teams directly to Lenovo."

"And Lenovo has responded tremendously with products and capabilities that keep getting better over time—like more compute power, smaller form factors, improved thermals, and reduced noise. It's really exploded the variety of use cases that we can address with Lenovo edge servers, which is a win-win for our clients and our business."



How do you tap into the immense power of edge computing?

Empowering clients to run more efficient operations, keep staff safer, and deliver better service with Lenovo and Intel® technology.

[Explore Lenovo Edge Solutions](#)

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