



## Client Story

# As-a-Service Success: Health System Drives Cost Savings & Agility

On the heels of a longtime partnership with Insight, this health system is leaning on an as-a-service model to gain agility and provide top-tier medical care to 600,000+ patients.

The vision: Quality care on the front end, cloud agility on the back end

Financial flexibility and operational efficiency are crucial to the healthcare industry. For this healthcare provider, traditional cloud solutions weren't providing the speed and agility they needed to deliver on their mission — and their approach to IT spend had created challenges. Application procurement was decentralized, which meant budgetary ambiguity and hindered cost transparency and accountability across the org.

For years, the client had been leaning on Insight's expertise across data centers, networking, infrastructure and equipment — as well as all of their HPE® compute and storage. And on a new journey to optimize the operational model, HPE GreenLake® emerged as a best-fit solution.

Industry:  
Healthcare

### The challenge:

Decentralized spend, budget ambiguity and the burden of traditional CapEx models for IT infrastructure

### The solution:

Cloudlike, as-a-service IT consumption through HPE GreenLake

### Insight provided:

- Consulting Services
- Long-standing data center & infrastructure expertise, including design architecture & strategy
- As-a-service billing of HPE GreenLake
- Ongoing weekly meetings with client for visibility

## Shifting the paradigm in IT consumption

Working with Insight and HPE, the health system adopted a flexible IT consumption model offering cloudlike agility within their on-premises environment. GreenLake provides a subscription-based approach, enabling health systems to allocate costs transparently to individual departments based on resource usage.

### The outcome: Cost savings and resilient operations to deliver on a health-centric mission

An as-a-service approach has revolutionized IT operations for the health system, driving tangible cost savings and operational efficiencies. Weekly meetings with Insight and HPE ensure continuous optimization and proactive issue resolution. By transitioning from capital expenditures to an OpEx model, our teams estimate a reduced total ownership cost of about 35% over a five-year period. The pay-as-you-go structure of GreenLake has eliminated the need for large upfront investments — optimizing financial flexibility across the org.

In the future, the healthcare provider looks forward to additional enhancements in agility and innovation, positioning themselves for future growth and success.

## Benefits & outcomes:

Estimated reduced TCO by

**~35%**  
over 5 years



**Improved scalability & flexibility** through resource allocation on demand

**IT expenditures aligned with organizational growth**



**Enhanced resilience & redundancy**

**Predictable costs with OpEx model that eliminated large upfront investments**



**Reduced personnel dedicated to system upkeep**

**Resources allocated to strategic initiatives**

