



## Case Study

# Esteemed, Multinational Architecture Firm Adopts a More Flexible, Cost-Effective Cloud Strategy

## The client

For decades, the client has produced innovative and intelligent architecture for clients in the public and private sectors. Their work has included celebrated civic and cultural spaces, as well as transportation facilities, commercial office buildings, and many others. The firm consists of more than 700 employees and has established offices in North America, Europe, and Asia.

## The challenge: Determine the suitability of EA renewal versus more flexible options

The firm had been operating under an Enterprise Agreement (EA) for their Office 365® and Microsoft® Azure® environments. As the agreement neared its end, the firm faced a decision of whether to renew the EA or go with another option.

As a multinational organization with sizable cloud data needs, the firm wanted to evaluate consumption models that would allow them to scale more fluidly while optimizing cloud costs.

Industry:  
Architecture

## Insight provided:

- Strategic guidance for maximizing the business value of cloud investments
- Migration from an EA to the Cloud Service Provider (CSP) Program with Insight
- Ongoing managed services for Office 365 and Azure environments

## Insight services:

- Azure Fundamentals Envisioning Session
- Insight Cloud Care for Office 365
- Insight Cloud Care for Azure

## The solution: Tailored recommendations and Insight cloud services for cost optimization and proactive support

First, the client requested an Azure Fundamentals Envisioning Session with Insight. In this session, our Microsoft consultants review cloud decisions, strategies, and adoption best practices. Through looking at the firm's tenant together, we also recommended next steps they could take to better align their cloud strategy with their business objectives.

The firm's IT director decided they would benefit from moving from an EA to the Cloud Service Provider (CSP) Program with Insight, for both Office 365 and Azure. The CSP Program offers a simplified purchasing experience, real-time flexibility to adjust subscriptions and quantity on demand, price protection to eligible products, and 24/7/365 support services.

To ensure the best performance from their Office 365 and Azure environments, the client also requested our ongoing Insight Cloud Care services. These offerings provide the firm with a Cloud Success Manager from our team, who works diligently to monitor cloud spend and usage trends and provide informed guidance on optimization measures. The firm also has access to a customized and self-service Cloud Management Portal (CMP) to provision and manage the environment as they need.

## The benefits: Optimized Office 365 and Azure environments, ready to scale as needed

The firm has long been lauded for their revolutionary designs and impactful work. Our consulting sessions and ongoing cloud services are now allowing the firm to focus on what they do best, while trusting that they have the proactive and attentive care of Insight cloud experts to ensure the firm gets the best returns and value from their Microsoft cloud investments. They also have a much more flexible cloud environment that can scale and adapt to the client's evolving needs, project by project, without incurring unnecessary costs.

### Benefits:

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**Greater understanding** of Office 365 and Azure environments and the business's cloud requirements

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**Seamless migration** from an EA to Insight's CSP Program for greater flexibility and cost control



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**Proactive support from Insight's cloud experts** with utilization, spend, and optimization metrics and recommendations

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**Access to real-time data and self-service capabilities** to manage and provision the cloud environments

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**Increased returns on Microsoft cloud investments** through cost reductions and greater business value

