Flexibility in Action: Achieve Your Financial Goals With As a Service

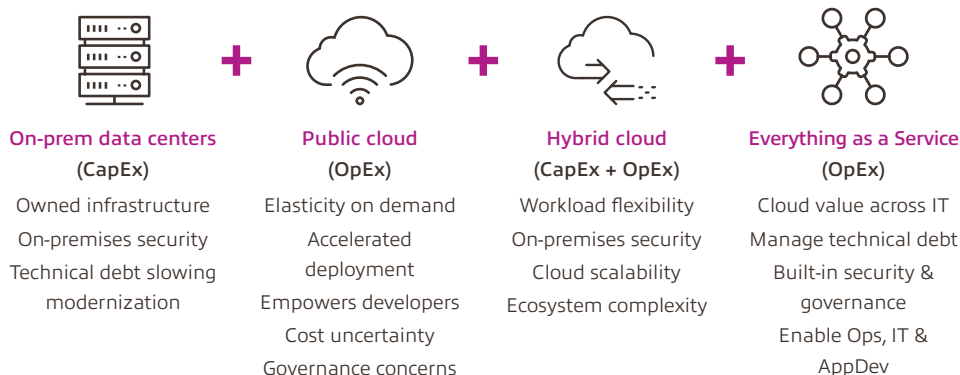## Models for financial flexibility and agility

In today's cloud-forward environment, you likely have a choice for how to finance the technologies that keep your organization running. While CapEx approaches have their time and place, OpEx procurement has become an increasingly simple and accessible way to adopt new technologies while adding value for the organization.

Companies that used to avoid significant operational expenses are shifting toward as-a-service delivery models to realize three key benefits that are largely unavailable through capital expenditures.

Cost-effective, flexible financial arrangements	Simpler approvals and adoption processes	Solution scalability and support
Instead of making long-term commitments to technologies through an inflexible CapEx model, companies can choose as-a-service options spanning software, infrastructure, AI and more, which fall under the OpEx procurement model and support savings in several ways: • Offer transparency, with an agreed monthly commitment. • Free up budget dollars for more projects.	The monthly payment model of as-a-service solutions can help streamline cash flow over time. That's good for: • Going live with services faster to support operations • Selecting a system you need today without worrying about oversizing • Paying for what you need today with instant scalability on-site • Capital items that are typically approved through several layers of management (including C-suite), which slows up purchasing	From scaling consumption up or down to adding capabilities as needed, as a service is not only easier to scale, but also offers the benefit of working with a third-party solution provider for comprehensive support. • Pay for infrastructure and support in one regular payment. • Include operations and management capabilities in your contract, so that the provider will handle them as part of your monthly service. • Leverage provider expertise for forecasting, integrations and ongoing transformation.

The journey to Everything as a Service

Every iteration of IT has added ways to solve client challenges. The evolution of as a service is a fresh way to meet client expectations and drive key outcomes: scalability, financial flexibility and agility for innovation.

On-prem data centers (CapEx)
Owned infrastructure
On-premises security
Technical debt slowing modernization

+

Public cloud (OpEx)
Elasticity on demand
Accelerated deployment
Empowers developers
Cost uncertainty
Governance concerns

+

Hybrid cloud (CapEx + OpEx)
Workload flexibility
On-premises security
Cloud scalability
Ecosystem complexity

+

Everything as a Service (OpEx)
Cloud value across IT
Manage technical debt
Built-in security & governance
Enable Ops, IT & AppDev

Why Insight for as a service

With a wide scope of industry partnerships and decades of experience driving digital transformation, Insight has the scale, expertise, methodologies and tools to assess available solutions and help clients quickly and cost-effectively implement the best-fit offerings for their needs.

As a service and Managed Services offerings from Insight help clients free up cash flow previously frozen in CapEx purchases, relieve day-to-day operational demands and empower innovation while allowing client leadership to refocus on strategic goals.

Insight adds value through:

- Delivering an OpEx financial model
- Prioritizing familiarity, response and ownership
- Driving innovation, automation and correlation
- Supporting meaningful outcomes

Key benefits

+ Upfront, transparent pricing
+ Minimum monthly commitment
+ Scalability and support
+ Cash conservation
+ Improved balance sheet position
+ Reduced financial risk
+ Simplified capacity planning

Available offerings

Data center	Modern workplace
Managed Private Infrastructure	Managed Deployment
Managed Security	Managed Endpoint
Managed Cloud	Managed 365
InsightCloud® Care	Managed Virtual Desktop
Managed Monitoring	Managed Adoption
Managed Network	Managed Security for Compliance Services
Managed SD-WAN	
Managed Backup and Data Protection	

As-a-service offerings	Storage as a Service (STaaS) Cisco+ Hybrid Cloud	Device as a Service (DaaS) Unified Communications as a Service (UCaaS)

Service details

Our two service levels gives you the best-in-class vendor solution(s) of your choosing, and strategic and technical support from Insight to optimize performance and free up your IT team to focus on strategic initiatives. Service levels span from Essentials, to help you get started, to fully managed Advanced services.

	Essentials	Advanced
Client delivery management	✔	✔
Flexible billing options	✔	✔
24/7/365 technical support	✔	✔
Advanced system monitoring and alerting		✔
Request fulfillment		✔
Incident and problem resolution		✔
System software patching		✔
Infrastructure patches and updates		✔

Process and outcomes

Service level	What we provide	How we deliver	Measurable results
Essentials services	Support	• Billing and client delivery management • 24/7 technical support	• High client satisfaction rates • Maximum uptime
Advanced services	Security and notifications	• Patch management • Monitoring and event management • Service configuration management	• Up-to-date systems • Increased transparency and security
	Resolution	• Problem and incident management • Change enablement and request fulfillment	• SLOs achieved • Increased governance and reduced risk • Reduced incident resolution time
SOW/Service hours	Implementation	• Comprehensive planning • Skilled resources • Projects managed through to completion	• Regular communication and follow-ups • Projects managed to time and cost expectations

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Client story:

State Government Improves Safety & Service for Millions

Client industry: State government

Size of company: 18,000+ employees

The challenge: Simplify mission-critical data management for overburdened staff and modernize aging systems.

The solution: Fully managed storage and compute as a service for unmatched agility, and automated disaster recovery

For this state government, a balance between cost containment and security was critical to supporting its highest-priority systems. With the help of Insight, the client was able to leverage a comprehensive solution from storage and compute to managed services.

The results:

Improved safety and service for

6M+ residents

3.5 petabytes

of mission-critical data supported

Increased flexibility and predictability with OpEx financing

Enabled proactive monitoring and management

Insight PUBLIC SECTOR

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