



Client Story

Government Drives ROI-Focused Growth With as a Service

With \$500K+ cost savings and never-before-seen IT resilience, this city government leaned on Insight's strategic expertise in as-a-service solutions and modern infrastructure to drive outcomes.

The vision: IT infrastructure transformation to support growth strategy

Our client, a fast-growing city, recognized a critical need to modernize its network and DMZ infrastructure. This would support increasing demand of services and the imminent end of life for their legacy storage arrays. The city's IT leaders needed a solution that would not only address immediate challenges — but also position them for continued growth over the next five+ years.

The shift to hyperconverged — and a better consumption model

With our strategic partner Dell Technologies, Insight's solutions team helped the client build a comprehensive strategy with a focus on IT efficiency, operational resiliency and cost savings. Leveraging the budget allocated for the client's legacy storage, Insight proposed a transformative shift to a future-proofed hyperconverged environment using Dell APEX™ VxRail® technology. This not only secured the city's lifeline but also provided a scalable foundation for future growth.

The collaboration with Insight and Dell teams went a step further by offering a consumption model via the Dell APEX Flex on Demand. This model seamlessly integrated technical, operational and financial efficiencies into a single value-added, robust solution. The approach ensured the government not only met its immediate infrastructure needs but did so in a way that aligned with long-term goals.

Industry:
Government

The challenge:
Modernize legacy network and DMZ infrastructure to meet growing demand.

The solution:
Future-proofed HCI environment on Dell APEX VxRail

Insight provided:

- Consulting Services
- Comprehensive strategy for HCI on Dell APEX VxRail
- Consumption model via Dell APEX Flex on Demand
- Active/Active HCI solution

The outcome: Measurable cost savings, reduced risk and future-forward infrastructure

The migration from legacy storage to Dell APEX VxRail technology resulted in substantial OpEx/CapEx savings exceeding \$500K. Insight's XaaS solution provided a compelling ROI and training credit, showcasing the economic benefits of the client's new, modernized infrastructure.

Additionally, this investment has allowed the city to support mission-critical projects, applications and day-to-day operations with a future-ready infrastructure. Today, the HCI solution reduces IT complexity and ensures operational resiliency, mitigating risks associated with downtime. With built-in lifecycle management, the IT staff has gained more time to focus on the city's future growth and key initiatives such as cyber resiliency.

Benefits & outcomes:

OpEx/CapEx savings
exceeding
\$500K



**Modern, efficient
and future-proofed**
IT infrastructure

**Improved risk
management**



**Pay-as-you-go
flexibility**

**Rapid scaling
on demand**



**Simplified capacity
planning**

**Scalability for
hybrid cloud
initiatives**



**Support for both
on-premises and
hybrid cloud
environments**