

# Storage as a Service

## Pay-as-you-go storage solutions delivered through Insight

The pressures on business to reduce risk have never been greater. Organizations cannot afford to put transformation and innovation on the back burner. In-progress cloud or other modernization initiatives retain significance, as a way to achieve specific business objectives and position a company as a true competitor.

Organizations that are looking to leverage the flexibility of cloud while optimizing spend, security and latency requirements are increasingly looking to robust solutions from key storage solution vendors. Insight has the unique capability to assess, architect, implement and manage these environments.

Insight's Storage as a Service (STaaS) offerings enable your business to reduce risk and capital expenditures through pay-as-you-go consumption for on-premises storage solutions from leading OEMs, giving you the flexibility to scale as needed as well as run workloads in the public cloud when necessary. With our long-standing expertise and leadership in storage and public cloud, Insight can help you identify the best-fit STaaS solution for your business goals and implement and manage it to ensure you get the most for your needs.

## STaaS offerings delivered through Insight vary by pricing model and terms:

STaaS delivers a wide range of benefits, with pricing options including service-based pricing and configuration-based pricing. Both options allow you to control your costs, scale as needed and streamline management.

### Service-based pricing

- Use the latest storage technologies from NetApp and Pure Storage with an OpEx model through Insight, which offers complete pricing transparency. Pricing is communicated clearly upfront with a minimum to start, while providing the flexibility to scale based on need.
- Gain end-to-end service management, including cost optimization.

### Configuration-based pricing

- Adopt a truly dynamic approach to on-premises storage with configuration- and subscription-based pricing of Cisco+, HPE® and Dell Technologies® solutions on-premises.
- Gain end-to-end service management, including cost optimization.

## Why Insight?

Insight has been in the storage industry for more than 25 years, evolving as storage technologies have advanced. We know storage. We also have deep relationships with the industry's most trusted and innovative storage solution vendors. We can help assess your needs and available STaaS models, recommend a best-fit approach for your organization, and provide care through our skilled and certified service delivery teams to alleviate lock-in and lower the risk your business faces.

## Key benefits

Obtain limitless storage on demand with complete cost transparency



Better manage risk from cloud and business uncertainty

## Reduce CapEx spending

through OpEx models

Pay only for what is used — no overspending



Scale rapidly to accommodate fluctuations

## Simplify capacity planning

by removing added cost pressures



Enhance on-premises performance while supporting hybrid cloud initiatives

**NetApp®**

KEYSTONE

**PURESTORAGE®**

**Cisco+**



**Hewlett Packard Enterprise**

**Dell Technologies**  
TITANIUM BLACK PARTNER

## STaaS service level 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		✓
Infrastructure patches and updates		✓

## Process and outcomes

Service level	What we provide	How we deliver	Measurable results
Essentials services	 <b>Support</b>	<ul style="list-style-type: none"> <li>Billing and client delivery management</li> <li>24/7 technical support</li> </ul>	<ul style="list-style-type: none"> <li>High client satisfaction rates</li> <li>Maximum uptime</li> </ul>
	 <b>Security and notifications</b>	<ul style="list-style-type: none"> <li>Patch management</li> <li>Monitoring and event management</li> <li>Service configuration management</li> </ul>	<ul style="list-style-type: none"> <li>Up-to-date systems</li> <li>Increased transparency and security</li> </ul>
	 <b>Resolution</b>	<ul style="list-style-type: none"> <li>Problem and incident management</li> <li>Change enablement and request fulfillment</li> </ul>	<ul style="list-style-type: none"> <li>SLOs achieved</li> <li>Increased governance and reduced risk</li> <li>Reduced incident resolution time</li> </ul>
SOW/Service hours	 <b>Implementation</b>	<ul style="list-style-type: none"> <li>Comprehensive planning</li> <li>Skilled resources</li> <li>Projects managed through to completion</li> </ul>	<ul style="list-style-type: none"> <li>Regular communication and follow-ups</li> <li>Projects managed to time and cost expectations</li> </ul>

Learn more by emailing us at [xaas@insight.com](mailto:xaas@insight.com).

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