

Solution Brief

Why Insight for Your Azure Stack Solution?

Streamline your cloud journey with a seamless Azure Stack implementation

Insight provides comprehensive assistance in getting you to the cloud and helping you fully leverage its capabilities. Our Azure® Stack solutions — from advanced infrastructure to innovative services — enable you to consistently run cloud applications from your data center using an integrated system of software and validated hardware that extends Azure capabilities.

Insight is Microsoft’s top global partner, with thousands of enterprise agreements and nearly 1,000 clients currently utilizing Azure resources. Capitalize on our full spectrum of capabilities including:



Envisioning



Sizing



Application migration



Application development

All are delivered as part of a seamless Azure Stack implementation with unified OneCall support across hardware and cloud services.

Holistic cloud services

Whether your Azure Stack implementation is driven by a strategic imperative or is part of a broader strategy to leverage the benefits of cloud services, planning is critical to achieving optimal business outcomes. Insight helps you align applications with the right cloud platforms in a way that meets your strategic needs.

We do this through a portfolio of services including cloud envisioning and workload alignment and migration that enable agile, transformational cloud services. Plus, Azure Stack solutions are highly secure with Gen10 security features like a “silicon fingerprint” of the firmware that is created in the factory, checked each time the system is booted, and stops the process if anything about the firmware has changed.

OneCall Support for Azure Stack infrastructure

Certified as **first line support**



Scalable support services for triaging hardware



Direct line into your support services

Access to **OEM and Microsoft support** as needed

OneCall by the numbers

1,000+

OneCall Support clients



3,300+

arrays supported

1,500+

incidents resolved monthly

Unified Azure Stack services

Azure Stack merges your Azure Stack infrastructure with Microsoft® Azure Cloud Services to deliver applications from a secure, low-latency, high-performance cloud platform. Our team provides a unified experience that combines hardware, cloud services, and application migration and support.

With your solution in place, our OneCall Support and Managed Services teams offer a full set of services that ensure you have an exceptional client experience. You benefit from a single source for support across the entire platform including hardware, cloud services, and application support from migration to complete application development. We handle support so you can focus on business.

Certified Azure Cloud Services provider

Insight is a certified Cloud Services Provider for Azure and Azure Stack services. This means you can leverage our expertise for solutions around Azure Services, Azure Stack services, and integrations between Azure Stack and Azure Public Cloud services.

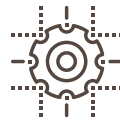
It also means you benefit from having a single billing mechanism for all your Azure resources:



Azure services



Support services



Optionally, OpEx Azure Stack infrastructure services

Azure application services from Insight and Digital Innovation

We collaborate with our Digital Innovation division to support buildout and deployment of applications that help you achieve your business objectives. We have extensive experience in areas ranging from IoT to AI and machine learning.

Our Digital Innovation team is a recognized leader in Azure applications, having been recently honored as Microsoft Mobile Development Partner of the Year, IoT Development Partner of the Year, and AI Partner of the Year.

Why Insight for Microsoft?



Largest
Azure partner



Dedicated team
of Azure technical solution advisors

No. 1 Office 365® net
cloud seats sold



World's largest
Large Account Reseller
for Microsoft



2018
Awards



U.S. Commercial Top Office 365
ProPlus Activation Partner

U.S. Partner Award for Apps and
Infrastructure — DevOps

U.S. Partner Award for Data and AI —
Internet of Things

U.S. Surface Fastest Growing Reseller

U.S. Surface Hub Top Reseller

U.S. Partner Award for Applications
and Infrastructure

Worldwide Artificial Intelligence
Partner of the Year

Worldwide Modern Desktop Partner
of the Year

Global presence with Microsoft sales in

20 countries

Azure Stack sizing

Azure Stack requires an initial configuration that leverages anywhere from one to 16 Azure Stack infrastructure nodes that can have varying compute, memory, and storage configurations. We can work with your teams to determine the best initial fit for your projects.

Resources for maximizing Azure Stack ROI

To ensure you get the maximum return on your Azure Stack investment, we offer cloud strategy and workload workshops that address key considerations for moving ahead with your implementation.



Cloud strategy workshop

As you begin your cloud journey, this workshop can help ensure that your proposed solutions and your business objectives align. In the workshop we collaborate with you to:

- Analyze your business needs and how they will be addressed through Azure Stack
- Review your workloads
- Discuss best practices
- Outline costs
- Review your Azure Stack options
- Develop a go-forward strategy



Workload workshop

Azure Stack is a cloud (hybrid cloud) platform that is ideal for certain applications and workloads. Before moving forward with a cloud strategy, you need to understand if it is the solution that will best address your business goals, or if another platform aligns better with your workloads.

In this workshop, we work with you to evaluate your workloads and determine the perfect cloud solution. This includes:

- Reviewing technology trends
- Categorizing workloads
- Assessing requirements
- Determining interdependencies
- Assessing costs
- Reviewing options
- Making recommendations

Insight Professional Services



National delivery team

20+ years

as a leading field services provider



150+

field engineers
and architects

800

clients assisted

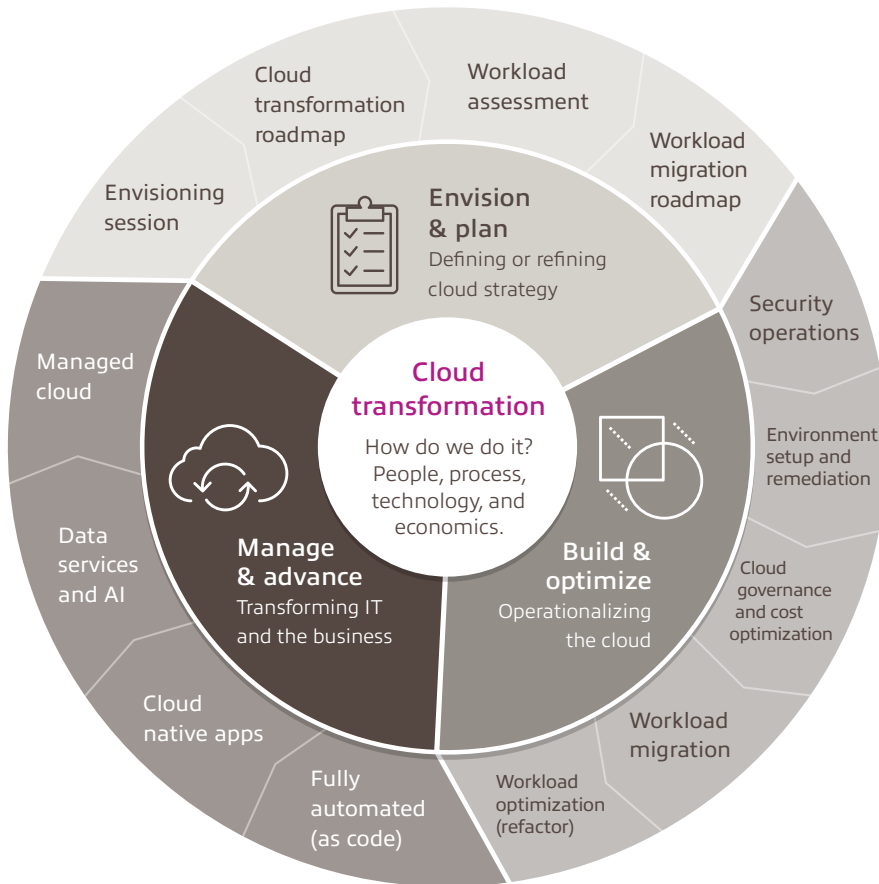


1,500

successful
projects
per year

Insight: Comprehensive cloud strategies and solutions

IT transformation and modernization is critical to business success. We provide end-to-end assistance with cloud initiatives including governance, migration, and operations. Our guidance helps you stay current on the latest developments in a rapidly changing technology landscape and implement efficient and effective solutions that deliver positive business outcomes.



Make the call

Position your organization to excel. Start with a quick consultation to discuss your business needs and goals — and how our team can help.

Getting started is easy.

Visit solutions.insight.com/contact-us to connect with our team.

Driving innovation with digital transformation

At Insight, we help clients enable innovation with an approach that spans people, processes, and technologies. We believe the best path to digital transformation is integrative, responsive, and proactively aligned to industry demands. Our client-focused approach delivers best-fit solutions across a scope of services, including the modern workplace, modern applications, modern infrastructures, the intelligent edge, cybersecurity, and data and AI.

Learn more at:

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