Manage today. Transform for tomorrow.
be.insight.com
Welcome

Manage today and transform for tomorrow.

Now, more than ever, technology is supporting the business and becoming the business. To win, you must efficiently deploy, manage and secure your IT investments and engage with your customers and workforce differently. Insight works with you to define, architect and implement Intelligent Technology Solutions™ that help your business run smarter.

Our unique advantage

Our strengthened depth and breadth of capabilities and Intelligent Technology Solutions™, combined with our strong partner network, makes us distinct: we can help you both manage your technology investment today and transform for tomorrow.

We can navigate complex challenges, develop customised solutions and business outcomes for your organization.

Discover how our IT solution can help you achieve your business objectives.

Intelligent Technology is a strategic, business-focused and service-led approach. We use best-of-breed IT solutions, tailored to your specific requirements. Using this approach, we can transform your entire business, helping achieve wider business-focused goals.

Our unparalleled expertise in designing, purchasing, integrating and deploying multi-partner solutions span across hardware, software, managed services and cloud.

Our Portfolio of Solutions

You can find out more about these topics in this guide.

I hope you will enjoy reading Insight’s Solutions Guide 2017-2018, and I would be happy to receive your feedback via marie.delmarmol@insight.com. Happy reading.

Marie del Marmol, Country Manager, Insight Technology Solutions
## Contents

<table>
<thead>
<tr>
<th>Manage &amp; Transform</th>
<th>2 - 19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Introduction to Insight’s Solutions Portfolio</td>
<td>2</td>
</tr>
<tr>
<td><strong>Modern Workplace</strong></td>
<td>4 - 9</td>
</tr>
<tr>
<td>What is it?</td>
<td>4 - 5</td>
</tr>
<tr>
<td>Your journey to the Modern Workplace</td>
<td>6</td>
</tr>
<tr>
<td>Surface Hub</td>
<td>7</td>
</tr>
<tr>
<td>Managed Service Center</td>
<td>8</td>
</tr>
<tr>
<td>Insight and Communicativ</td>
<td>9</td>
</tr>
<tr>
<td><strong>Hybrid Cloud</strong></td>
<td>10 - 15</td>
</tr>
<tr>
<td>What is it?</td>
<td>10</td>
</tr>
<tr>
<td>Assessment</td>
<td>11</td>
</tr>
<tr>
<td>Cloud Solution Provider Program</td>
<td>12</td>
</tr>
<tr>
<td>Why Insight?</td>
<td>13</td>
</tr>
<tr>
<td>Insight and Synergics</td>
<td>14 - 15</td>
</tr>
<tr>
<td><strong>LCS</strong></td>
<td>16 - 19</td>
</tr>
<tr>
<td>Cloud Optimisation</td>
<td>16</td>
</tr>
<tr>
<td>Contract and Deployment Optimisation</td>
<td>17</td>
</tr>
<tr>
<td>Software Lifecycle Services</td>
<td>18</td>
</tr>
<tr>
<td>Audit defence</td>
<td>19</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Software &amp; Hardware DNA</th>
<th>20 - 32</th>
</tr>
</thead>
<tbody>
<tr>
<td>Insight as your partner</td>
<td>20</td>
</tr>
<tr>
<td>E-Procurement</td>
<td>21</td>
</tr>
<tr>
<td>Insight &amp; Microsoft Licensing</td>
<td>22</td>
</tr>
<tr>
<td>Adobe</td>
<td>23</td>
</tr>
<tr>
<td>Insight’s Hardware Offerings</td>
<td>24</td>
</tr>
<tr>
<td>Logitech</td>
<td>25</td>
</tr>
<tr>
<td>Microsoft</td>
<td>26 - 27</td>
</tr>
<tr>
<td>HP</td>
<td>28 - 29</td>
</tr>
<tr>
<td>Plantronics</td>
<td>30 - 31</td>
</tr>
<tr>
<td>Polycom</td>
<td>32</td>
</tr>
<tr>
<td><strong>Virtualisation</strong></td>
<td>33 - 35</td>
</tr>
<tr>
<td>VMware</td>
<td>33</td>
</tr>
<tr>
<td>Citrix</td>
<td>34 - 35</td>
</tr>
<tr>
<td><strong>Security</strong></td>
<td>36 - 37</td>
</tr>
<tr>
<td>Symantec</td>
<td>36</td>
</tr>
<tr>
<td>Varonis</td>
<td>37</td>
</tr>
<tr>
<td><strong>Back-up</strong></td>
<td>38</td>
</tr>
<tr>
<td>Veaam</td>
<td>38</td>
</tr>
</tbody>
</table>

| Index & Contact Information | 39 |

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Insight Modern Workplace enables organizations to embrace new working practices underpinned by the latest technologies. Its suite of solutions offers a fresh approach to your people, processes and technology, supporting today’s drive for work style flexibility.

In today’s increasingly connected world, an organization’s success depends heavily on them providing the right tools to support the major business imperatives of improved mobility, collaboration and Unified Communications.

**Mobility**

Enabling your workforce to work from anywhere at any time promotes greater productivity, staff satisfaction and cost savings. With a growing amount of business conducted by a mobile and connected workforce, organizations more than ever need to adapt to innovative ways of working.

**Challenges**
The issues faced by organizations in addressing the need for mobility are:

- Security and Governance
- Compatibility and Collaboration
- Market Saturation – every IT vendor has jumped on the mobility bandwagon

**Benefits**
The benefits of providing a robust mobility strategy that supports the BYOD (bring your own device) trend include:

- Less corporate hardware ownership
- Employee morale – employees are happier when they are free to work in a way they prefer
- Secure access

**Our solution includes:**

- Market-leading mobile devices. We provide high-performance devices and systems you need to become truly mobile such as Microsoft Surface Tablets, HP Elitebook x360, HP Pro x2 612 G2 and HP x2 210 G2
- MDM & security software. Deploying, securing, monitoring and managing mobile devices can be a significant IT burden without a secure Mobile Device Management (MDM) suite such as Microsoft Enterprise Mobility suite, Citrix XenApp, XenDesktop, XenMobile and VMWare® Workspace ONE™.

**Collaboration**

Content & Collaboration through shared workspaces enables your workforce to share ideas, join virtual meetings and organise projects and teams – all at the tap of a screen. Our content collaboration solutions enable your teams to access shared calendars and conferencing tools, and to store and share documents, data and diagrams.

**Challenges**
The issues faced by organizations in providing collaborative tools are:

- Defining the need
- Compatibility of technology
- User adaption

**Benefits**

With the right collaboration tools in place your organization will benefit rapidly from:

- Faster decision-making
- Streamlined communications
- Productivity

**Leading collaboration software**

Our commercial partnerships with the world’s leading IT vendors enables us to source the software and services you need at favourable pricing, ensuring you achieve the maximum return on investment.

- SharePoint Online
- OneDrive for Business
- Microsoft TEAMS
Unified Communications

Our solutions reduce the sole reliance on traditional email by showing users’ real-time availability across multiple devices – ensuring employees leverage the most appropriate communication services, such as instant messaging, voice and video conferencing, alongside non-real time communication such as email and voicemail.

Challenges
The issues faced by organizations in achieving unified communications improvements are:

- Integrated, business-focused systems
- Availability
- Security

Benefits
With a strong infrastructure and the right software and services behind you, your organization will benefit from:

- Reduced business travel costs
- Increased productivity
- Efficient collaboration with customers and colleagues

Our solution includes:

- **Market-leading devices and peripherals:** We offer the latest fixed and wireless headsets, which keep users’ hands free for typing and other tasks, maximising productivity and ease of use. With Surface Hub, we can also provide you with a state-of-the-art Team Collaboration Device.

- **Productivity & collaboration software:** Microsoft O365 E5 will encompass the core value of the modern productivity and collaboration capabilities Office 365 provides today, as well as significant new capabilities including Skype for Business services for real-time communication such as Cloud PBX and PSTN.
Modern Workplace

Insight guides you with three steps to achieve your Modern Workplace:

1. Plan
The first step to a Modern Workplace is a Discovery Workshop. It takes you through a process that shows you how the latest mobile technologies can meet your business needs.

Our Discovery Workshops accelerate your understanding of how you can enable a mobile workforce. It will guide you towards a successful adoption strategy to develop a tailored solution to serve the needs of your workforce and business as a whole.

Secondly, we ensure a smooth transition with full end-to-end management and user support in our Onboarding Workshops.

2. Build
Our experts are available to help your IT team create a secure foundation for your Modern Workplace. We will help you put the right frameworks and policies in place, including defining access rights, selecting device types and network infrastructure.

We offer a full suite of implementation and other additional services to complement your in-house IT skills, including:

- Device configuration service
- Endpoint device security
- Windows 10 migration
- 4ward365 security monitoring and management
- Planning Services: Collaboration
- O365 SharePoint Deployment
- O365 Advanced Security Workshop
- O365 & Active Directory Federation
- O365 Monitoring And Management
- O365 Mail Migration
- O365 Skype for Business Development

3. Manage
Once up and running, we’ll ensure you get the most from your Modern Workplace solutions by providing regular health checks, training, support and maintenance services and business continuity solutions, such as:

- O365 End User Standard Support
- O365 Basic Support For IT
- O365 Training

Why Insight?
There’s a simple solution waiting for your modern workplace challenges, and at Insight our IT specialists are well placed to ensure a smooth transition.

Our partnerships with the world’s leading IT vendors and brands enable us to offer you the best possible software, services and prices, giving you maximum return on investment.
Surface Hub
Create and Brainstorm in the Modern Workplace

Challenges
Virtual meetings are an everyday occurrence for businesses that need to bring remote teams together and support mobile workforces. However, using traditional technology to support group meetings, such as separate displays, teleconferencing media and writing surfaces can be frustrating to use and complex to set up – often intruding on the meeting rather than enabling it.

Getting full value from your Surface Hub hardware means more than simply mounting the screen in a meeting room. Ensuring that the cloud-connected collaboration solution is easy to adopt and use requires an understanding of how it will work with your legacy solutions.

Our Solution
Insight are able to deliver the most complete solution on top of Surface Hub, from assessments to check if the environment of the customer is Surface Hub ready to complete managed solutions, business applications and interoperability solutions.

- Global delivery capabilities
- Managed Support
- Project Management

Efficient collaboration with colleagues
Partnering with companies like Logitech and Polycom the hub can offer multiple technology options for deploying Skype for Business.

These partnerships have created scalable, cost-effective systems to upgrade existing meeting spaces to full HD audio, video, one-touch-join Skype for Business.

"The Surface Hub integrates the functionality of both a video conferencing solution and digital whiteboard thanks to HD Video, Skype for Business, numerous existing software and new apps. Both brainstorming sessions and remote meetings are now faster and more active without sacrificing efficiency."

Hans Decat, IT Manager, Niko Group

Business Benefits
- **Reduce your business travel costs**
  Fully engage and communicate with clients and colleagues without the need to travel.
- **Increase productivity**
  Meeting attendees can join a meeting from anywhere, anytime and on any device.
- **Efficient collaboration with colleagues**
  With built-in Skype for Business, Surface Hub ensures everyone involved is kept in the loop, increasing efficiency.
- **Stay in touch with customers**
  Surface Hub makes sure customers can contact you easily and cost-effectively.

More about the **Surface Hub** device can be found on page 27.

For more about **Logitech**, please see page 25.

For more about **Polycom**, please see page 32.
Empowering business growth with end user and infrastructure support

Today’s IT must always be ‘on’ to do business effectively and provide excellent customer service. Under pressure because customers expect quick responses, and with a requirement to reduce overall expenditure, IT are unable to focus on helping to grow and develop business. Insight Managed Services (IMS) relieves the pressure on IT departments by offering both end user and infrastructure support.

Business challenge

Businesses today rely on IT in almost every aspect of their operations, not least when it comes to growth and development. However, with IT departments under increasing pressure to maintain the efficiency of infrastructure, keep applications and services available at all times, and support end users around the clock – while reducing the overall cost of IT service delivery – their capacity to aid growth is clearly hindered.

As modern businesses seek to deliver better customer experiences with IT at their core, the risk to the company’s reputation due to IT outages is significant.

With so many demands on IT, something has to give...

Our solution

Much more than ‘just a managed service’, IMS supports your existing infrastructure and your people, relieving the pressure on your IT department and eliminating the complications of both infrastructure management and end user support.

With end user support, expert advice is always available.

Local language support runs during local business hours, and our UK-based network operations centre is open to enquiries 24/7 – so your IT department can remain focused on core applications.

Additionally, remote monitoring provides visibility of your infrastructure’s performance in real time, enabling dynamic incident resolution, optimum operation and reduced strain of managing your IT estate. And in the event something goes wrong, we’re on hand to provide remote support to resolve the issue.

IMS drives productivity and stakeholder satisfaction by minimising IT outages, optimising your technology investments, and helping your IT team support the complex systems on which your business depends.

Key features

End user support:

• Local language support during business hours - please contact Insight to get the latest information about availability in your local language
• 24/7 UK-based network operations centre

Infrastructure support:

• Remote monitoring for real-time performance visibility
• Remote IT support and problem solving
• On-site capabilities across EMEA via Partner engineers

“IT departments can only handle so much strain. The pressure must be reduced…”
Communications Solutions

Communicativ
A Microsoft High Touch, Gold Communication & Cloud Productivity partner selected by Insight Belux as the go-to-partner for Microsoft Office 365, Exchange and Skype for Business voice and video environments (PBX replacement).

The market is moving rapidly towards new ways of working, with a new generation of employees at the starting point of their career. That besides, cloud offerings are flooding the IT landscape, with vendors creating their own solutions. Within this highly sensitive market, how do we communicate and collaborate?

Insight, along with Communicativ, have identified 3 focus areas - communication, collaboration and interoperability.

Communication
When customers’ current phone systems (PBX) need replacing, how should they react? By using traditional PBX again, or taking advantage of an all-in-one system that gives more flexibility and day-to-day communication support?

A Skype for Business environment is capable of delivering a minimum of 20% higher communication efficiency. On top of that, employees are able to communicate from different devices, such as mobile, tablet, laptop or PC – all from the same account.

Insight and Communicativ can deliver a full Skype for Business environment including telephony from the Cloud - Office 365 Cloud PBX, (hybrid or on-premise).

Collaboration
Collaboration is the biggest new market - how to work together when employees have become more mobile and are situated at different locations.

Skype meetings allow video calls with up to 250 participants. This enables the sharing of presentations and office applications, as well as whiteboarding, along with visibility of location and presence information. Used in conference rooms, the Microsoft Surface Hub and Skype Room Systems offer complete room collaboration.

If an organization needs even larger scale meetings, Microsoft offers Skype for Business Broadcast - this solution can be scaled up to include 10,000 participants in one meeting.

Interoperability
When companies switch to a new communication and collaboration environment and still have legacy Video Conferencing systems (Polycom, Cisco, H323 etc), the issue of connecting to Skype for Business arises.

This challenge, known as “Interoperability” is due to, not only the wish to link audio and video from old to new environments, but also the desire to share content, such as presentations and whiteboards between these two worlds. Insight and Communicativ have built a solution that fixes these issues and is able to connect almost all media channels to one another.

Together with Insight, Communicativ delivers knowledge sessions where requirements and questions are listened to, and possible solutions are presented during live demos.

Experience the power of the new way of Communication, Collaboration and Interoperability. Get in touch with your Insight Account Manager today.
The best of both worlds

More than ever, organizations are embracing Hybrid Cloud solutions to achieve their business goals, ensuring they can compete and respond faster to their customers’ needs. Hybrid Cloud solutions enable organizations to seamlessly deliver services from private and public resources, giving organizations the best of both worlds – secure, agile and cost-effective services from private cloud, and scalable, rapid-access resources from public cloud.

Not only do scale and complexity define the challenges facing IT teams today; the rise of cybercrime also is an evolving problem, as is the challenge of doing ‘more for less’. Ungoverned shadow IT threatens to destabilise IT governance as impatient users, fed up with waiting for corporate IT to provision the resources they need, do their own thing.

Businesses deploying Hybrid Cloud models can respond more rapidly to their customer and operational needs, ensuring they continue to compete in fast-moving global markets. Our Hybrid Cloud model brings together everything you need to deliver on- and off-premise cloud services, including infrastructure, software, and services. The innate flexibility of Hybrid Cloud enables IT teams to address the key issues they face today:

- Data, Storage, Backup, Disaster Recovery
- IT Operations Management

Secure, scalable and simple cloud solutions

Our Hybrid Cloud model brings together everything you need to deliver on- and off-premise cloud services, including infrastructure, software, and services.

For on-premise, whether you’re deploying infrastructure such as servers, storage and networking, or software, we combine our services expertise and relationships with market-leading partners and vendors to help you architect, deploy and support a secure and optimal private cloud. For off-premise, we help to inform your critical decisions about cloud strategy; whether it’s infrastructure, Software or Platform-as-a-service.

Our experienced consultants ensure that your hybrid cloud platform delivers optimal service, freeing up your IT teams to innovate and drive closer alignment between business goals and IT strategy.

Three steps to your Hybrid Cloud: plan, build and manage

Whether you need a complete end-to-end solution or support and guidance for accessing services from the cloud, our three step process uses a unique blend of services to prepare and help you, reducing complexity and optimize your Hybrid Cloud. Our approach reduces the complexity and overheads of traditional IT models.

Onboarding Service

We ensure a smooth transition to the cloud with full end-to-end management and user support.
Hybrid Cloud Assessment

Business challenge

IT teams are deploying cloud solutions to deliver cost and functional alignment with the business; improving organizational agility and enable workforce mobility. However, the cloud has its challenges too - application performance, data residency and concerns over security. The myriad of available services, alongside a lack of experience and expertise within businesses increases the risk of implementing a solution that doesn't deliver on its promises.

Our solution

Our Hybrid Cloud Discovery and Assessment services are designed to help you choose the right cloud approach for your business. These strategic services look at the best way to deliver applications and resources, taking into account suitability and dependencies.

We examine network impact, service and support models, as well as security issues. The answers to these questions will form a future roadmap and your initial first steps to your cloud solution.

Hybrid Cloud Discovery

The Hybrid Cloud Discovery service is designed to help customers identify the 'first or next' candidate(s) for IT services, utilising cloud resources.

We look at the key considerations for deployment and assess the suitability of specific cloud services – delivering a high-level design through to basic onboarding to ensure a smooth and secure path for cloud adoption.

Hybrid Cloud Assessment

The Hybrid Cloud Assessment is a strategic and comprehensive service, architected to support organizations to build solid foundations for cloud projects.

The assessment provides in-depth analysis that addresses business, technical, process and commercial aspects of your IT services. The engagement delivers customers with a detailed-level design, project plan, service design and advanced onboarding for cloud services.

Flexible scope

We have structured this service into clear modules to meet your needs, wherever you are in your Hybrid Cloud journey.

Start your Hybrid Cloud journey with confidence.

Preparation Workshop Design and Reporting Deploy Close and Review
Cloud Solution Provider Program (CSP)

The CSP Program makes accessing the benefits of the cloud straightforward. This model allows you to pay for your software and support needs on a monthly basis.

The monthly cost is flexible, based on how many users there are and what software they need, meaning that costs are based on your monthly needs, not your maximum demand. In addition, CSP comes with technical help-desk support as standard, along with a range of optional enhanced services and tools to self-manage your monthly software subscriptions.

Insight Support Services for CSP customers

The Insight CSP Program comes with built-in support, ensuring your move to the cloud is seamless and removing the headache from an already overstretched IT department.

In addition, our range of low-cost enhanced support services frees up your IT staff on an ongoing basis, enabling them to focus on delivering true business innovation, secure in the knowledge that their users are supported round the clock.

- **Standard Support Service** – for nominated representatives from within your business, offering free, 24/7 support for Office 365, email management and support, end-user set-up and support, and access and permission management.
- **Enhanced Support Service** – for ALL your end users, with additional SharePoint Server, OneDrive and Skype for Business support services included.
- **Premium Support Service** – for ALL your end users, providing businesses who have no in-house support or helpdesk functionality with a remote end-user helpdesk facility that covers, for example, virus removal, Windows folders permissions, internet troubleshooting and so on.

Key benefits of Insight CSP

- Save money by paying only for what you need and minimising operational costs
- Budget predictably with a flexible per user, per month fee
- Remove the management headache through built-in support
- Free up IT resource with enhanced support options
- Rapidly scale through our automated, online purchasing portal

Through Insight CSP you can buy the following solutions:

- Microsoft Office 365
- Microsoft CRM Online
- Microsoft Enterprise Mobility Suite
- Microsoft Azure

Why partner with Insight?

Our Hybrid Cloud solutions enable you to respond to unpredictable changes in your markets, giving you an agile platform that supports your business needs, whatever they may be.

We will implement a solution that enables you to react quickly to change and give your business scalability to embrace new opportunities. We follow a proven process from specification to implementation and offer project management expertise to reduce risk during the plan and build stages.

Your IT team will be able to provision resources faster using software optimized for cloud performance, curtailing the growth of shadow IT.

By applying intelligent technology and our deep, broad expertise, we will deliver a Hybrid Cloud solution that ensures your IT team spends less time fighting fires and more time creating business value.
Our Reporting-as-a-Service (RaaS) solution is designed to give a clear overview of what you consume on Azure and Office 365. We produce visually appealing, easy to understand, and actionable reports, that will enable you to improve your day-to-day operations. RaaS can also give you a detailed view of the consumption of Azure services. These reports are reviewed by our technical team and they will provide a custom tailored report with recommendations on downscaling, upscaling and modifying services.

Do you still have services running and don’t know what they are? Would you like to know if you could reduce cost without losing functionality? Try our Reporting as a Service.

Will it save you money?
In most cases, a move to cloud technologies will save your organization money. You may see those cost savings up front, with a reduced initial capital investment, or it may take longer for you to realise this benefit (eg. power savings or refocusing IT staff on more productive projects).

What are you consuming in the cloud?


This is why enterprises trust Red Hat® solutions.
They are also why enterprises turn to a public cloud like Microsoft Azure. It’s only natural that customers want to unite both. Now you can. Red Hat and Microsoft have teamed up to offer open Hybrid Cloud solutions on Azure. You can now launch Red Hat Enterprise Linux® directly from the Azure marketplace.
Cloud-in-a-box, the all-in-one solution for your hybrid environment
Did you know that 65% of IT managers are worried about migrating to the cloud?

There is no need for these concerns. A move to the cloud isn’t an obstacle to overcome. Rather, it is an upgrade that will make your life easier.

How to choose the environment

It’s not always easy to find the right synergies between on-premises and cloud. How do you choose between a public and private cloud, or why opt for an on-premises IT environment? There are different types of cloud for different purposes and each has its own advantages. It’s only when you find the right mix between the different formats that your organization will benefit from greater flexibility and save a lot of money.

Public clouds are very suitable for applications and workloads that are unpredictable or variable. A good example is a company launching a new mobile app. A public cloud is best in this case because it can easily be scaled according to the demand for the application. When the demand for the app eventually becomes more stable and predictable, it is more advantageous to deploy the app to a private cloud or maybe an on-premises infrastructure.

For more predictable and stable workloads, which is the majority of enterprise applications, public cloud services can be significantly more expensive than an on-premises infrastructure or a private cloud, so using one of the latter is the more cost-effective option. When you can determine how big the workloads are, you can design the IT infrastructure to the exact size you need.

Build your own public cloud

In order to take care of all the varying workloads, many companies opt for a hyper-converged solution called Cloud-in-a-box. This all-in-one solution combines all the environments and brings the full cloud to your own data centre.

It allows you to expand your current environment with cloud services or replace it with a more flexible environment. Cloud-in-a-box is tailor-made for your needs and can be set up in a couple of days. Our solution offers you all the benefits of the cloud, and in your own data centre, where cost-efficiency, scalability and security are key concepts.

This hyper-converged environment combines servers with storage in a single solution, resulting in a lower investment in new hardware. It also means that the cost and complexity of deploying and integrating the system are very limited. Over time you save on costs as well, because Cloud-in-a-box reduces daily maintenance thanks to its hypervisor management software.

Protect business continuity

We propose that you move to the cloud in phases. To facilitate this move, we have developed our own implementation method called SPRINT (Strategy, Plan, Readiness, Implementation, New Way of Working and Transform). Our SPRINT method will ensure your migration to the cloud is a smooth transition and never compromise your business continuity.

The first phase involves determining your strategy: what is your company’s vision, what do you want to achieve and where do you want to be in a couple of years’ time? Then we design a plan and explain the details of how to make this happen. In the third phase, we assess whether your business is totally ready for the cloud. Then we implement the solution.

And finally, we introduce you and your employees to new ways of working. We share our expertise on how to use your new solution, so that you can work more efficiently and productively.

Our solution offers you all the benefits of the cloud, and in your own data centre, where cost-efficiency, scalability and security are key concepts.
Insight can support you on your cloud journey

Insight is here to help you optimize your public cloud investment. We remove the complications of cloud adoption, so you can maximise the value of your investment. Our License Consulting Services (LCS) for Cloud are designed to help you architect the most efficient cloud solution – controlling and managing your running costs whilst ensuring you achieve your business objectives. These services are designed to assess the feasibility and success criteria of moving your workloads to the cloud. We can also help you to baseline and optimize your existing cloud investments, as well as provide ongoing services to manage, measure and control the costs of your cloud journey.

Maximise the value of your cloud investment

As your asset base shifts from on-premise to cloud deployments, the need to control running costs has never been more paramount. However, without the necessary data, governance and rigour, operational expense can quickly spiral out of control. Our Subscription Optimisation service provides a forensic analysis of your current cloud and subscription usage, plus advice on how to optimize your cloud estate to run in a more cost-effective way.

Optimize your cross-platform cloud estate

Managing assets in the cloud is not without its own unique complexity. The cloud comes with a lot of flexibility, but this in itself poses some of the biggest challenges. Governance and processes are required to ensure that services are not over-provisioned. Our Intelligent Optimisation service provides monthly management information on patterns of use and consumption to highlight the value that could be realised by moving workloads between availability centers or providers.

Manage cross-platform cloud billing through a single source

Managing multiple cloud subscriptions whilst facilitating an internal recharging process, so that actual usage is matched to the right cost centre, can be an extremely complex process – particularly as major cloud solution providers will not bill you in line with your cost centres. Our Billing service will reduce time and administration costs, whilst ensuring the cost centres within your business are paying for the actual cloud services they are consuming.

Decide what works for you:

Cloud Licensing Services available from Insight

Subscription Optimisation Service

- Analyse your cloud usage, patterns of use, subscriptions and tariffs in depth.
- Conduct a gap analysis assessment of these data sources resulting in a cloud baseline.
- Highlight ‘quick wins’ that can be made to provide a significant shift in cost reduction, with relative ease.
- Fully optimize the overall baseline, giving you direct recommendations on how to optimize your subscriptions, usage patterns and tariffs.

Intelligent Optimisation Service

- Create a cloud baseline to understand your cloud estate.
- Connect your cloud estate to our measurement portal.
- Provide dynamic usage data on demand.
- Identify any peaks in usage, beyond agreed budget thresholds.

Billing Service

- Identify your organizational unit and cost centre structure.
- Connect your cloud estate to our measurement portal.
- Measure consumption across multiple cloud platform providers.
- Serve as an aggregation centre for your monthly cloud bills.
- Process bills and re-invoice them in line with the agreed cost centre and organizational unit structure.
To summarise:

True Objectivity
Insight’s License Consulting Service helps organizations gain a clear view of their future software needs, resulting in significant cost reductions. This service is completely independent of license sales, delivering true objectivity.

Return On Investment
Since 2008 we have provided objective and vendor-independent license consulting, helping over 100 enterprise clients to negotiate licensing deals and benefit from a considerable ROI. On average, customers have reduced licensing costs between 15% to 30%.

Unique Offering
The License Consulting Service combines industry leading Licence Optimisation, world class Software Asset Management and a ‘real’ database to benchmark licensing solutions against. We know exactly what constitutes a good deal in today’s market.

Benefits and Deliverables
- Maximum utilisation of your IT investment.
- De-duplication of IT technology.
- An effective, proven methodology which delivers powerful short and long term results.
- Identification and analysis of current deployments.
- Access to Insight’s proprietary tooling analysing 3,700 active contracts.
- Highly efficient technology and strategy workshops.
- Creation of a clear future deployment and requisition strategy.

On average, customers have reduced licensing costs by **15% to 30%**
Microsoft License Consulting Services

The LCS process ensures you have a thorough understanding of what you own, use and need in the future. Under our guidance your IT, Finance and Procurement Teams are enabled to build a solid and cost effective licensing strategy that meets your future business needs.

- Address flexibility against change – growth/decline
- Cloud services legal impact and locking
- Deep server estate analysis
- Global Benchmark contract database
- Contract and Global pricing optimisation
- Future requirement and SA dependency assessment

IBM License Consulting Services

IBM software licensing can be very complicated, due to the enormous amount of different software products, partly a result of the number of acquisitions that IBM has made over the last years. Next to that, IBM’s licensing rules, especially the concept of PVU licensing combined with Sub Capacity rules, can create a confusing and troublesome view of what licenses you actually own and how this relates to your needs, now and in the future.

- Target the high value portfolio analysis
- ILMT configuration optimisation
- Yearly spend trend analysis
- PVU and sub-capacity assessment
- Contract and negotiation optimisation

Oracle License Consulting Services

Oracle Software licensing is an area that can be complicated due to the vast amount of products, the interlinking of many licensing rules and the intricacy of these rules. Managing Oracle software means dealing with a variety of challenges which can lead to spiralling costs and minimal value extraction of your Oracle software portfolio.

- Deep contract analysis and review
- Review applicable license rights on agreements
- Advice on infrastructure optimisation
- Alignment to licensing and current strategy
- Identify ‘true’ compliance risk
- Subject matter negotiation support and advice

SAP License Consulting Services

SAP software licensing can be very complicated, due to the wide portfolio of over 2,500 different software products and complex licensing rules and metrics. Guided by Insight, your IT, Finance and Procurement Teams are empowered to build a solid and cost effective SAP licensing strategy that meets your future business needs.

- ‘True’ user profile to license alignment
- Review user usage and behaviour changes
- Future requirement and growth assessment
- Product and usage dependencies
- Hardware and future change risk analysis
- Optimisation based re-configurations
We help clients efficiently manage assets and subscriptions to optimize software investments.

We genuinely believe we offer a unique capability to help our clients to achieve better business outcomes by consulting and engaging with our products and services. More specifically, our Software Licensing Services help you to make better business decisions.

The result is lower costs and stronger governance across technology organizations during the lifespan of software in use.

Software Lifecycle Services – a modular, scalable solution

The Insight Software Lifecycle Services service has been developed from the ground up following years of investment and bespoke outsourcing. We built on components where we had existing strengths, adding investment where client needs have evolved.

Our ethos is to start with your business challenges – to dig deeper than generic desires to manage risk, reduce cost and deliver more.

We want to understand your drivers for change and define, possibly even challenge, a clear set of needs that we can measure success against in the future.

We can map required outcomes to our capabilities and solution components to solve your specific licensing puzzle.

To achieve this, we have a structured set of service modules. Each element is highly scalable service, allowing clients of differing size, scale and business sector to address their unique software management challenges. Almost all can be ordered in isolation, but typically work best in groups.

The Software Lifecycle Services service is designed to help clients simplify the complexity of managing software. We have configured a package from our scalable, modular portfolio specifically for your circumstances.

Our proposed offering uses proven processes and technology delivered from our LCS team.

Step 1: Planning and preparation
Step 2: Technology implementation
Step 3: Commercial data implementation
Step 4: Establish reporting
Step 5: Process alignment and implementation

Audit Defence

Protect your organization from commercial and reputational loss during a software audit.

Our Audit Defence Services will provide the software licensing and SAM expertise you need to protect your business when you need it the most. We will stand shoulder to shoulder with you and with our guidance help you to explore every opportunity to minimise your commercial exposure and organizational risk.

Software audits continue to prove disruptive and negatively consequential to organizations who do not have complete control over their software assets.

Benefits:
- Reduce your capital exposure during a software audit
- Reduce the administrative burden of responding to a software audit
- Reduce the frequency and intensity of publisher driven software audits

Deliverables:
- An executive report containing strategy and negotiation tactics to reduce your risk based on your unique situation
- On tap consultancy to support you during the audit
As well as our strategic partners, Insight has established relationships spanning over 3000 vendors. This allows us to access the expertise and technology you need to solve the most critical business problems.

Why Insight?

We recommend the right partners and solutions based on your exact requirements, from our full range of services and vendor relationships.

- Insight supplies over 100,000 software products, everything from Server, Operating Systems, Virtualisation, Storage and Back-up, Graphics and Multimedia, Development, Security and more.
- Insight BE is your one stop shop for great deals on IT software. Shop now for technology products to fit the needs of your business, and save with our business and save with us.
- You’ll gain valuable compliance and audit support, global on-demand reporting, dynamic tracking and accurate record management.

Global

As an international company, we are perfectly placed to support both local and multinational companies.

Insight, like many of our customers, has local offices throughout the world, allowing us to quickly expand our service to different branches in different countries.

And Insight guarantees an A to Z service: software and hardware, integration, installation, training and much more.
E-Procurement with Insight

Insight offers all customers the opportunity to transact their purchasing requirements via E-Procurement. This could be through a self-service tool for simplified purchasing or a system integration with platforms such as SAP and Oracle, as well as leading marketplaces such as Ariba® and Coupa.

Why choose E-Procurement with Insight?

- Insight have helped thousands of clients implement free E-Procurement solutions by offering vendor agnostic advice around a variety of solutions, including custom catalogues, Punchouts and E-Invoicing.
- Insight’s solutions are designed to simplify and automate IT procurement.
- Gain greater control over the buying experience with your ‘myInsight’ portal. Let your employees purchase technology using a customized portal to match your organization’s criteria, requirements and security standards.
- Improving procurement efficiency can lead to better cost control, understanding of business processes and inter-departmental communication. Empower employees with a unified, customized shopping experience that enables quick purchases with E-Procurement, and use reporting features to track and manage orders and invoices.

How will E-Procurement help my business?

By addressing commodity purchasing, which accounts for the majority of IT-related POs and subsequently administration costs, users will experience a lower cost of procurement. The streamlining and automation of business processes offers tangible cost savings for your organization and improved management of the procurement process.

Benefits

- Save time, money and resources with streamlined processes and multi-country alignment
  - Drive efficiencies, simplify procurement and achieve consolidation and standardization.
  - Integrated self-service ordering portal (multiple countries/billing addresses).
  - Contract pricing aligns online purchasing.
  - Custom product lists, catalogs, predefined bundles and configurations.
- Contain costs, reduce order churn, improve end-user experience and control purchasing
  - Order workflow, personalized authorization procedures and user role management at user ID level (various pre-set user levels along with the functionality to customize your own user levels to reflect your needs).
  - Guided purchasing with approved and restricted item lists.
  - Define shipping, billing and payment options and preferences.
  - Define required or optional data fields to be captured at checkout (cost center, GL codes and other custom data).
- Streamline reconciliation and quickly analyze spend and trends with access to order history
  - myInsight will display your order and invoice history – this can be exported in multiple formats.
  - Online reporting allows you to access data from previous orders.

Implementation timeline

Requirements gathering • Client site design and development (catalogs and standards) • Approval workflow testing
P/O/invoice testing • Implementation/go-live • Basic configured setup: 1-2 weeks / Complex implementation: 4-6 weeks*

* Timeline may vary based on level of complexity

Renewals

They say time is money and in this instance if you leave your licensing renewals to the last minute, this could potentially cost you a fortune. When in this situation, it’s a common occurrence for businesses to be forced to buy like-for-like contracts without sufficient review or negotiation because they believe this is the easiest option within the modern time restricted IT department.

In our experience, we have seen organizations paying an average of 30% more than they should be, due to leaving licensing renewals to the last minute and not taking the time to make a sensible and informed decision based on their true requirements.

This highlights the crucial need to plan ahead and allow time to reassess your business needs and understand them thoroughly, ensuring you are not paying for something you don’t need.

Insight is here to help. Our account managers will follow up on your renewals and will contact you on time to remind you about your upcoming expiring licenses. By planning costs adequately and understanding what the real requirement looks like for the long term, businesses will be able to ensure a far more strategic outcome.

Contact Insight today: Info.Be@Insight.com
Insight is a specialist of Microsoft Licensing, and is an organization where companies can manage all their software purchases in one place.

With experience totaling more than 20 years, Insight (and its predecessors) is still a prominent player in Microsoft Licensing, with a significant market share of more than 25% within the Belgian market. Through its global presence, Insight has always been able to implement contracts globally.

Microsoft has a wide range of Volume Licensing Programs which Insight supports and showcases to its customers. Insight is also currently transforming into a service led company, meaning licensing roots are not denied.

Microsoft offers numerous options: Ad hoc or annuity programs, monthly or annual products, directly through Microsoft, hosting parties, or direct insights: each program has its own capabilities, pricing, flexibility and obligations. Insight offers all of these options and can therefore advise your company independently on the best course to take.

Insight also offers advice on product licensing to minimize confusion. Due to their complex nature Microsoft regularly makes changes to the way products need to be covered (per core, per processor, per server, per user, per device) or regularly releases new bundles in which products are sold together. The rise of the cloud and O365 does not make the license process easier.

Insight is placed to be the perfect partner offering every Microsoft product to suit your business needs: ensuring you are properly covered, utilizing the correct programs for your business needs, and at a competitive price.

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<th>Transactional non-standardised</th>
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<th>Monthly</th>
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Simplify licensing and maximize your budget with VIP

The Adobe Value Incentive Plan (VIP) is a subscription licensing program with simple and secure management capabilities, flexible terms that give you lots of choices, and discount levels that increase as you make additional purchases.

And qualified Members can save even more with VIP Select.

Easy access to Adobe Creative Cloud and Adobe Acrobat DC
In a few simple steps using the VIP Admin Console, give your people the latest versions of the tools they need.

Choice of subscription term with lots of flexibility
You choose the length of the subscription term - 1 year, 18 months, or longer.

VIP is ideal for organizations of all kinds, from small work groups to entire enterprises.

VIP for enterprise-wide needs
It’s a given that large organizations have rapidly expanding and evolving needs. VIP is designed to meet those changing needs. Membership is ongoing, adding licenses is easy with the one-stop Admin Console, and, as purchases increase, VIP Select offers even greater savings.

VIP for IT
VIP is full of features that make IT’s life easier. Whether assigning licenses to three or 300 employees, deployment is a snap with the Admin Console. The Admin Console also makes it easy to assign or un-assign licenses at any time. And advanced 24/7 tech support ensures deployments keep running.

VIP for government needs
Whether a department or agency needs a few licenses or hundreds, VIP has an option to fit a limited budget, align with that budget’s cycles, and meet stringent security standards. The VIP Admin Console is a centralized tool that let you easily and securely administer licenses and monitor storage.

VIP for procurement specialists
Scale with ease. There’s lower upfront spending, and you get exclusive feature updates at no additional cost. It’s easy to adapt as the team grows, and volume purchases lead to more savings. You choose your Anniversary Date, which means purchases prorate to the same date - and you avoid surprises.
Our hardware offering

Insight now facilitates your modern workplace not only with software but also with hardware.

We have responded to your requirements and now offer end-to-end total solutions.

We will also advise you on the installation and maintenance of your flexible and contemporary IT solution.

What does modern workplace mean for an IT environment? Flexible working means flexible systems, needing access anywhere from any device and having a seamless user experience when conferencing etc. This will only be possible when your company has an integrated soft- and hardware strategy in place.

Our goal at Insight is to provide your company with these overall solutions, ranging from software to hardware to tailor-made services and advice. Following on from the Surface and Surface Hub solutions success, our portfolio has been expanded.

The following pages show a small selection of tablets, laptops, 2-in-1 devices, headsets and audio equipment that we provide.

Why Insight?

• The breadth and depth to deliver
  Our breadth and depth gives us the scale and expertise to deliver the most complex, global multi-site projects.

• Scalable services and solution offerings
  We have well-developed services capabilities, including several skilled, certified consulting and service delivery professionals focused on managed, technical and professional services, such as imaging and pre-configuring the devices.

• Global reach
  We have the capabilities to serve clients in more than 180 countries and territories with software provisioning and related services, with several logistical centres across the globe. As a global organization, the scale of our business helps to increase our purchasing power, which helps you maximise your return on investment.

• eCommerce capability
  We have customisable client portals, which allow clients to streamline procurement and processes through a self-service online tool, drive standardisation and optimize reconciliation.

• Operational expertise and effectiveness
  We offer a broad range of hardware and software products with access to a virtual inventory and efficient supply chain execution, as well as product fulfilment and logistics capabilities, management tools and technical expertise.
Logitech SmartDock for Skype Room Systems

Logitech SmartDock for Skype Room System is a meeting room solution that revolutionizes the Skype® for Business collaboration experience. It allows you to simply walk into a conference room and start your meeting with one-touch join.

Designed in partnership with Microsoft®, Logitech SmartDock enables expanded input and output support for dual HDMI displays, three USB 3.1 ports and gigabit Ethernet, allowing the IT administrator to connect recommended devices, including Logitech ConferenceCams.

An embedded motion sensor activates the system when anyone enters the room, and content sharing from a laptop is a snap with 1080p60 HDMI input and capture.

With the optional extender box, a single 5-meter cable with HDMI, USB, LAN and power provides a clean and streamlined installation on the conference table.

Key features:

- IR motion sensor: Conveniently wakes the system when motion is detected in the meeting space and enables power saving mode when the room is empty.
- Optional extender box: When used with Logitech GROUP, the Logitech SmartDock Extender Box eliminates the need for Logitech GROUP hub, power supply and associated cables.
- Certified for Skype Room Systems: Designed for Skype Room Systems with support for onetouch join, local and remote content sharing, and audio calling.
- Powered, secure mount for Surface Pro 4: Tamper-resistant screws and a Kensington® security slot provide enhanced security and help ensure that Surface™ Pro 4 is always in place, charged and ready for a meeting at anytime.
- Plug-and-play device setup: Simply connect Skype Room Systems-certified A/V devices to get up and running in a snap.
- Extended I/O for Surface Pro 4: Supports a wide variety of deployments and device connectivity with dual 1080p display ports, HDMI input for 1080p60 content sharing, three USB 3.1 type A ports, gigabit Ethernet and a headset mini-plug.
The Microsoft Surface Family for all types

Surface Pro

Introducing Surface Pro: a new, lighter, faster and more powerful device. It comes with a powerful Intel Core processor, a high-resolution 12.3-inch PixelSense™ Display, up to 13.5 hours of battery life and more.

Boost your productivity with accessories that integrate seamlessly with Surface Pro, including the Surface Pen and Surface Dial. With the features of a best-in-class laptop and flexibility of a tablet, this all-in-one device has never been so versatile.

Surface Laptop

Go beyond the traditional laptop with the Surface Laptop from Microsoft. Get the best of both worlds with the Windows applications you know and the convenience of the cloud.

With a sleek, ultrathin design and weight, the Surface Laptop easily goes wherever your work takes you.

Surface Book 2

The most powerful Surface ever. Experience up to 17 hours of battery life* and up to two times more power than original Surface Book. Use in four different modes: Laptop, Studio, Tablet and View.

- Powerhouse performance
- 13.5” PixelSense™ Display
- Full size keyboard
- Blazing graphics: Up to 1060 NVIDIA® GeForce® GTX graphics
- USB-C

*Up to 17 hours of video playback
Surface Studio

Reimagine your desktop.

Surface Studio is a new workplace tool crafted for the creative process and designed for innovative thinkers - allowing you to create according to your style. Transform from your desktop setting into a visual, digital canvas that increases productivity and imagination.

Go from a stationary desktop to a vibrant, workspace with a 28-inch PixelSense™ Display that can sit upright or be drawn on like a drafting table. You’ll gain an integrative tool that connects you to your creations and ideas.

Surface Hub

Connect with people rather than technology.

Surface Hub™ reimagines the meeting experience so you can share ideas with others on a canvas as big as your imagination. Walk up to the display and join a Skype™ for Business meeting with a single tap, and share content effortlessly.

Bring teams together in a way that feels completely natural, with technology that doesn’t intrude but helps ideas flow.

There’s a Surface Hub for every space.

You can create an integrated design combined with rolling stands that will make it that mobile so you can move it from space to space.

Surface Hub is available in two main configurations:

- Surface Hub 55-inch 1920 x 1080 with Intel® HD Graphics
- Surface Hub 84-inch 3840 x 2160 with NVIDIA Quadro K2200 Graphics

For more information about the Microsoft family, please contact your Insight Account Manager.
World’s thinnest business convertible.¹
EliteBook x360.


Iconic Elite design
Precision craftsmanship, diamond cut accents, and advanced durability for a notebook that keeps up with you.

Take it for a spin
Work or play in five versatile modes that bring new life to collaboration and productivity.

Unmatched protection
World’s most secure and manageable² business convertible. Advanced software protects your PC.

1 Based on competitors with >1 m units annually of convertible, non-detachables having a Windows Pro OS and 6th or 7th generation U series Intel® Core™ vPro™ processors.
2 Based on HP’s unique and comprehensive security capabilities at no additional cost and HP Manageability Integration Kit’s management of every aspect of a PC including Hardware, BIOS and software management using Microsoft System Center Configuration Manager among vendors with >1 m unit annual sales as of November 2016 on HP Elite PCs with 7th Gen Intel® Core™ Processor, Insight integrated graphics, and Intel® WLAN.
Built for wherever you work.

Propel your mobility and productivity with HP’s range of business tablets and detachable PCs. These sleek and elegant devices put impressive processing power into your hands. Along with an extensive ecosystem of HP accessories, you have the freedom to customize your very own mobile solution.

HP Pro x2 612 G2 with Keyboard

Strong security, simplified manageability.

- Take security to the next level with a built-in smart card reader that can verify user credentials. Protect against BIOS attacks with HP Sure Start Gen3 and easily manage devices through Microsoft System Center Configuration Manager with the HP Manageability Integration Kit.
- This detachable can go the distance passing MIL-STD 810G tests. The HP Pro x2 is up to the task with a long battery life, and a fanless design for quiet operation.

HP x2 210 G2

Versatility meets productivity

- Powered by Intel® Atom™ x5 Quad-Core Processor.
- Stylish business 2-in-1 with tablet-class thinness ideal for dependable mobility.
- Five different modes for productivity, learning, writing and sharing.
- Unique magnetic hinge delivers stability and balance at any display position up to 135°.
- Enhanced Bang & Olufsen PLAY audio and dynamic USB-C™ 2.0 connections for better collaboration.
Plantronics Manager Pro is cloud-based management software that gives you complete visibility of all headsets in use at your company, enabling you to monitor, manage, and maintain.

**Asset analysis**
- Device inventory: View total count and status for all headset audio devices in your organization.
- Device distribution: View the distribution of devices among users, including Plantronics and non-Plantronics devices and users without a detected device.
- Softphone status: View status of all softphones being used with Plantronics products across your organization.
- Conflicts detected: Identify configurations of installed softphone and Plantronics Hub versions with known compatibility conflicts.
- Version status: Improve users’ performance and experience by ensuring that the latest firmware is deployed in all your Plantronics hardware.

**Conversation analysis**
- Conversation details: Improve the quality of conversations by identifying individuals and/or physical locations where the percentage time of overtalk during conversations is higher than normal.

**Usage analysis**
- Call summary: Understand device usage patterns including headset calls made/received and call duration.
- Common actions: Identify user behaviour patterns related to the mute, volume and quick disconnect functionalities that may hold insights for training and performance.
- Device adoption: Discover adoption patterns of Plantronics products across your organization.

**Acoustic analysis**
- Acoustic events: Review history of acoustic events that have occurred during conversations using Plantronics products.
- Daily noise exposure: Identify Time-Weighted Average (TWA) configurations that may be causing user experience issues.
Five ways Plantronics Manager Pro provides effortless management for you.

1. **“I can see it all.”**
   View and track all headsets company-wide using your web browser.

2. **“I can run everything from here - without actually running.”**
   Schedule and push out firmware updates to specific groups and individuals from your web browser - no manual updates.

3. **“I know we’re always in compliance.”**
   Perform near-real-time monitoring of devices, with the ability to disable and lock Bluetooth settings.

4. **“I can help users, more rapidly.”**
   Run reports to see who is using new headsets, enabling you to contact specific individuals requiring assistance with training or configuration.

5. **“I can concentrate on other IT priorities.”**
   Save time and resources by troubleshooting and handling many requests remotely, in near-real-time.

Learn more at plantronics.com/effortlessmanagement

With a free trial from Plantronics, you can find the right audio solution...

Our free trial service means you can test a range of Plantronics audio devices to decide which ones are best for you — in your own workplace. With corded, wireless or Bluetooth headsets and smart speakerphones available plus no shipping costs, you can be sure to find the right device easily and cost-effectively.

Our free trial service includes all shipping costs, delivering and picking up at your door. Try for yourself now and email us at: Info.Be@Insight.com

**Plantronics Voyager Focus UC Stereo Bluetooth headset**
Focus on work — not the chaos around you.
With sophisticated noise cancelling and immersive stereo sound.

**Plantronics Blackwire 725 USB headset**
Tune into work, tune out noise.
Offers Active Noise Cancelling technology, hi-fi stereo performance and all-day comfort.

**TERMS AND CONDITIONS**
Trial period of either 15, 25 or 40 days. Free trial headsets remain the property of Plantronics. There is no possibility to purchase/keep the trial product. The trial product provided is a new or a refurbished product, parts or components, equivalent to new in performance and reliability. Trial product is provided free of charge, including shipping. The trial product has to be returned in its original condition and with all (original) packaging, in-box material, accessories and cabling. Incomplete returns or damaged returned products may incur a financial charge. Superficial product defects resulting from normal usage will be accepted. In case of failure to return the product Plantronics reserves the right to invoice you for the value of the product. By accepting the trial product(s) you agree to these Terms and Conditions.
Voice and Video for Skype for Business and Office 365

A complete toolkit for the modern workplace

Working together with Microsoft, Polycom have developed a market leading portfolio of integrated solutions that help you drive a culture of collaboration to address the most pressing challenges facing your business.

Now you can foster collaboration across your organization with solutions built to maximize the power of Office 365 and Skype for Business.

Room Video Solutions for Skype for Business

Polycom® RealPresence® Group Series supports enterprise-grade video, voice, and collaboration experiences to accelerate decision-making and encourage innovation. RealPresence Group Series solutions can be used for meetings of all kinds - from huddle rooms to immersive telepresence rooms. Certified on Office 365 and Skype for Business and with a user interface consistent with the Skype Meeting experience, RealPresence Group Series is an easy to use conferencing experience. Add powerful camera options, market leading audio technologies such as Polycom® NoiseBlock™ and Polycom® Acoustic Fence™ for the ultimate experience.

Polycom MSR series is a line of solutions purposely built for Skype for Business that offer plug-and-play simplicity in a variety of configurations. It provides a full Skype for Business client with full desktop functionality, and brings all connectivity to meeting room tables.

Customers may also bundle the MSR Series with powerful audio and video solutions, such as the Polycom® RealPresence Trio™ phone, the Polycom CX5100 360-degree video camera, and the Polycom® RealPresence Medialign™ system.

Voice solutions for Microsoft

Polycom provides 70% of all phones deployed with Skype for Business/ Microsoft Lync. That’s because we design and engineer our solutions to maximize the Microsoft enterprise voice environment. Deployment is fast, integration is effortless, and interoperability is assured.

Moving your PBX to the cloud with Office 365? Polycom offers more choices than any other vendor when you deploy phones with Microsoft’s Cloud PBX powered by Skype for Business Online. The “Skype for Business Edition” VVX phones come ready to install with the minimum software release required to install them with Office 365 and are preconfigured for Skype for Business right out-of-the-box.

Polycom’s high-fidelity audio sounds like you are in the same room - whether you are using a handset, hands-free speakerphone or plug in a headset. Polycom’s award winning Acoustic Fence technology actively listens and removes disruptive sounds from workmates, water cooler talk, and open workspaces.

For conference rooms, RealPresence Trio is the only state-of-the-art conference phone supported on Skype for Business - it’s automatically invited to your call when you schedule the room. Walk in the room and join the call right from the meeting reminder displayed on the RealPresence Trio.

Polycom video solutions create a seamless meeting experience with O365 / Skype for Business Online.

• Skype for Business user interface across devices
• RealPresence Group Series certified on Office 365 and Skype for Business
• Polycom® RealConnect™ for Office 365 seamlessly connects existing video endpoints into a Skype for Business call

Polycom video solutions keep you connected and productive with O365 / Skype for Business Online.

• Legendary voice quality for clear communication and comprehension
• Ready to deploy with Microsoft Cloud PBX Services (O365 E5 licensing)
• Easy to use - from the front desk to the executive office, and everywhere in between
Empower the digital workspace, consumer simple and enterprise secure.

The rapid adoption of new modern applications (SaaS apps, mobile apps) coupled with the proliferation of powerful yet affordable mobile devices have introduced new challenges in the work environment.

The modern apps sit outside of the traditional corporate network and they have to be supported and updated in addition to the existing portfolio of legacy/native and web apps that still consume significant IT resources. Furthermore, the growing proliferation of mobile apps also gives rise to inconsistencies in user experience, security posture, and support requirements that must be addressed to manage cost. In order to be productive whenever and wherever, employees have gone around the traditional rigid and old policy.

Organizations are facing the critical decision to either ignore these trends at the peril of unintended security breaches or embrace the new way of work leveraging a new management framework.

VMware® Workspace ONE™ is the enterprise platform that enables IT to deliver a digital workspace that empowers the workforce to securely bring the technology of their choice - devices and apps - at the pace and cost the business needs.

It begins with consumer simple, single-sign on access to cloud, mobile, web and Windows apps in one unified catalog and includes powerfully integrated email, calendar, file and social collaboration tools that engage employees. Employees are put in the driving seat to choose their own devices or benefit from employer provided devices with the ability for IT to enforce fine-grained, risk-based conditional access policies that also take into account device compliance information delivered by AirWatch Unified Endpoint Management technology.

Finally, VMware® Workspace ONE™ automates traditional onboarding and laptop and mobile device configuration, and delivers real-time application lifecycle management that bridges between legacy enterprise client-server apps to the mobile-cloud era.

Ease of Use
We make it as easy as possible for users: real self-service with built-in single sign on to go to the apps of their choice and access confidential data. We can create a relationship of trust between the user, their device and the enterprise applications.

These are not only mobile or web-based applications, but also legacy Windows applications which are still so important for many companies.

Security
It is crucial that the IT team can guarantee security at all times. Which user may or may not access certain applications or when and if specific data should be made visible.

VMware® Workspace ONE™ goes further than simply conducting an identity check. Conditional access, for instance, entails checking that the device used meets certain compliancy standards before access to information is made possible. It is therefore very important that these security policies can be centrally managed and upgraded.

BOYD, CYOD or COPE?
Which device policy should you now pursue to steer all this in the right direction? Should IT determine which devices users may only use to work? Or will you give users the freedom to be able to work with the device of their choice?

From a technical point of view, this dilemma is no longer relevant. With the digital workspace, you can use both Corporate Owned Devices, and BYOD, with peace of mind.

With VMware® Workspace ONE™ you can constantly make sure that everything runs securely.
Citrix Cloud Services deliver complete, integrated workspaces

The fastest and simplest way to deploy and manage Citrix technologies

"...Citrix Cloud offered us exactly what we wanted – it was going to give us XenApp, XenDesktop and XenMobile all rolled into one, and we felt like the deployment options and rapidity with which we could deploy would be a lot faster with [Citrix] back end services."

Craig Patterson, Acting IT Director, Lucas Municipal Housing Authority

Why use Citrix Cloud services?

- Cost-effectiveness: Reduce capital expense by offering cloud deployment of Citrix resources.
- Eliminate upgrades: Continuously updated Citrix services mean you don’t have to.
- Infrastructure Choice: Reduce risk with options to deploy VDAs on any cloud, any VM or any deployment location.
- Multi-location management: Simplify management of multiple Citrix locations to optimize performance, data sovereignty, compliance or network latency.

Easy to buy

Citrix Cloud services are sold as one to three year term subscription packages with a variety of options to configure the right solution for each customer scenario.

Each subscription package contains one or more pre-integrated services, addressing specific use cases and functionality. Billing for all Citrix Cloud subscriptions is annual up-front for each year of the term. Support is included.

Fast

Deliver management as a cloud service - there is little-to-nothing to install. Services are delivered in a publish/subscribe model which is a more intuitive approach to managing users.

- Fastest way to deploy Citrix technology – hours, not weeks.
- Quickest way to integrate multiple Citrix services.

Simple

Using Citrix Cloud is intuitive. Spend less time learning, less time integrating, less time installing and less time managing - focus on more important IT projects.

- Less to install, to integrate.
- No more Citrix upgrades.
- Subscription pricing.

Flexible

Manage multiple cloud and on-premise locations in parallel. Even our business model is flexible, with per-user per-year subscriptions.

- Apps + desktops + mobile + data.
- Rapid scaling across multiple clouds or locations.
- Preserve existing Citrix infrastructure investments.

Contact your Insight Account Manager for further details.
Citrix Cloud is a control plane to unite and manage all Citrix technologies. This approach means reduced infrastructure, centralized control, and SaaS-style updates, contributing to lower administration cost and complexity. Plus, the XenApp and XenDesktop Service VDA workloads can be deployed onto any cloud or infrastructure you choose – including popular clouds such as Microsoft Azure®, Amazon Web Services, Google Compute Engine, and others.

### Top Use Cases for Citrix Cloud Services
- **Cloud Adoption**: Ensure a smooth and secure transition when migrating environments to the cloud.
- **Avoiding Capital Expense**: Reduce or eliminate on-premises infrastructure to avoid large capital expenses associated with new build-outs.
- **Short-Term Desktops**: Scale up and scale down desktop capacity when needed such as for seasonal employees.
- **Multi-Location Management**: Leverage a common Citrix Cloud management platform across on-prem datacenters and/or multiple cloud regions or availability zones.
- **Business Continuity**: Locate temporary or permanent workspaces in the cloud.
- **Overcome IT constraints**: Simplify management and infrastructure.

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<table>
<thead>
<tr>
<th>Service</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Citrix Workspace Service</strong></td>
<td>The functional equivalent of Citrix Workspace Suite. Users have access to their content through a single integrated workspace available from anywhere. And IT has integrated administration across all components of their solution including the XenApp and XenDesktop service, the ShareFile Service, and the XenMobile Service.</td>
</tr>
<tr>
<td><strong>Secure Browser Service</strong></td>
<td>Deliver secure remote access to web and SaaS apps from the cloud with zero end point configuration. End users access pre-defined web applications via a simple URL.</td>
</tr>
<tr>
<td><strong>XenApp and XenDesktop Service</strong></td>
<td>Deliver secure apps and desktops to any device, and leave the product installation, setup, configuration, upgrades and monitoring to Citrix. Deliver the best user experience on any device, under any network condition.</td>
</tr>
<tr>
<td><strong>NetScaler Gateway Service</strong></td>
<td>The simplest approach to deploying and managing a cloud-based gateway, ensuring availability of XenApp and XenDesktop services at multiple Points-of-Presence across the globe.</td>
</tr>
<tr>
<td><strong>ShareFile Service</strong></td>
<td>Meet mobility and collaboration needs of employees and the data security requirements of the enterprise with this secure enterprise file sync and sharing service.</td>
</tr>
<tr>
<td><strong>NetScaler Management and Analytics Service</strong></td>
<td>Manage any physical or virtual NetScaler infrastructure and gain real-time visibility to application performance and security in the data-center and across the hybrid cloud.</td>
</tr>
<tr>
<td><strong>XenMobile Service</strong></td>
<td>Provide comprehensive enterprise mobility management (EMM) – including mobile device management (MDM), mobile application management and enterprise-grade productivity apps – for a secure user experience on BYO or corporate devices.</td>
</tr>
<tr>
<td><strong>Smart Tools</strong></td>
<td>Facilitate automated deployment, usage-based scaling, simplified migration and proactive health checks and repair for Citrix workloads.</td>
</tr>
</tbody>
</table>
As your business adopts apps...

...you must secure them

Symantec CloudSOC Audit discovers and monitors all the cloud apps being used in your organization and highlights any risks and compliance issues they may pose.

- **Identify risky SaaS apps**
  Identify risky cloud apps in use based on 100+ objective security attributes that can be customized to your organization’s risk tolerance. Identify employees using these services, as well as how much they are using them. This intelligence can be used to coach BUs and users to select safe app alternatives and use them responsibly.

- **Control access to high-risk cloud apps**
  Block unapproved cloud services while allowing access to those that meet your security guidelines. AppFeed integration with ProxySG and WSS enables you to apply granular Shadow IT policy controls directly from the proxy management console.

- **Identify risks in cloud app traffic**
  Uncover threats in firewall, proxy and endpoint logfiles using User Behavior Analytics (UBA) and advanced data science.

- **Perform risk assessments on cloud services**
  Each app is measured against 100+ objective security attributes, enabling you to perform side-by-side comparisons of functionally similar apps so you can select the most secure ones.

- **Consolidate services and reduce costs**
  Comparing cloud services can help you make well-informed recommendations to business units to consolidate accounts, saving costs and reducing complexity.

- **Generate automated and custom reports**
  Generate infographics and executive audit reports with the click of a button. Set up custom scheduled reports to be sent via email to critical stakeholders in the organization.

Provide visibility into Shadow IT usage
Analyze logs from your proxy, firewall, and endpoints to identify the cloud services in use in your organization and provide an executive summary to IT and business decision makers. Our fully configurable, Flex log format interpreter can analyze almost any type of log file.
VARONIS SECURITY SOLUTIONS

WE PROTECT YOUR DATA FROM CYBERATTACKS AND INSIDER THREATS.

**DETECT** insider threats and cyber(security) threats by analyzing data, account activity, and user behavior.

**PREVENT** disaster by locking down sensitive and stale data, reducing access, and simplifying permissions.

**SUSTAIN** a secure state by automating authorizations, migrations, & disposition.

**HOW DOES IT WORK?**

Varonis protects your file and email servers from cyberattacks and insider threats. Our data security platform analyzes the behavior of the people and machines that access your data, alert on misbehavior, and enforce a least privilege model.

We capture more metadata about enterprise data and file systems than any other solution: so that you can identify compromised accounts, privilege escalations, GPO changes, and malware attacks like ransomware - and stop them before they lead to a data breach.

We protect your data wherever it lives.

[Link to GDPR-Attack Plan]
Why Availability?

Today’s rapid pace of technological innovation is forcing digital and physical worlds to collide – and it’s also transforming the way organizations operate in every industry. This digital transformation can either make or break your business. Because, in the digital world, customers expect 24/7/365 Availability.

For today’s enterprises, this means that expectations for Service Level Agreements (SLAs) for data and application uptime can be revolutionized. No longer do businesses need to think in hours or days – they can think in minutes or seconds instead – for all applications, data, and workloads.

Veeam Backup for Microsoft Office 365

Never lose access to your email

Whether you have completely migrated to Office 365, or have a hybrid Exchange and Office 365 deployment, your business objectives remain the same. You must remain in control of your data and you need Office 365 backup and recovery at your fingertips.

One of the most vulnerable situations for an IT Admin is when their only option is to send a support ticket and wait. Don’t let this be you!

Veeam® Backup for Microsoft Office 365 mitigates the risk of losing access to your Exchange Online email data and ensures Availability to your users.

Microsoft Office 365 enables your Always-On Enterprise™ to work anywhere, anytime, without the need to maintain your own email infrastructure. It also provides a great way to minimize your on-premises footprint and free up IT resources. Even though Microsoft takes on much of the management responsibility, this doesn’t replace the need to have a local backup of your email data.

Utilizing Veeam Backup for Microsoft Office 365, allows you to:

- Empower your IT staff to take control of your organization’s Office 365 data.
- Reduce the time and effort needed to find and restore email data.
- Protect against data loss scenarios that are not covered by Microsoft.
- Facilitate the migration of email data between Office 365 and on-premises Exchange.

Veeam Backup for Microsoft Office 365 mitigates the risk of losing access to email and ensures Availability to users.

Veeam Backup for Microsoft Office 365 allows you to:

- Securely backup Office 365 email data to a chosen environment.
- Quickly recover individual mailbox items with best-of-breed granularity.
- Efficiently perform eDiscovery of email archives.

Give it a try with a 30-day free trial.

Contact your Insight Account Manager or visit: www.veeam.com/backup-microsoft-office-365.html for more information.

242,000 customers and 13.9 million VMs protected and counting...

With Office 365, it’s your data, you control it, and it is your responsibility to protect it.
## Index

<table>
<thead>
<tr>
<th>Company</th>
<th>Service/Program</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adobe</td>
<td>Simplify licensing and maximize your budget with VIP</td>
<td>23</td>
</tr>
<tr>
<td>Audit Defence</td>
<td>Protect your organization</td>
<td>19</td>
</tr>
<tr>
<td>Cloud Optimisation</td>
<td>Support on your cloud journey</td>
<td>16</td>
</tr>
<tr>
<td>Citrix</td>
<td>Citrix Cloud Services: XenApp, XenDesktop and XenMobile</td>
<td>34-35</td>
</tr>
<tr>
<td>Communicativ</td>
<td>Communications Solutions</td>
<td>9</td>
</tr>
<tr>
<td>Contract &amp; Deployment</td>
<td>Manage your software spend - Microsoft, IBM, Oracle, SAP</td>
<td>17-18</td>
</tr>
<tr>
<td>CSP</td>
<td>Insight’s Cloud Solution Provider Program</td>
<td>12</td>
</tr>
<tr>
<td>E-Procurement</td>
<td>Choose E-Procurement with Insight?</td>
<td>21</td>
</tr>
<tr>
<td>Hardware</td>
<td>Insight’s Hardware offerings</td>
<td>24-31</td>
</tr>
<tr>
<td>HP</td>
<td>Elitebook x360, HP x2 210 G2 / HP Pro x2 612 G2</td>
<td>28-29</td>
</tr>
<tr>
<td>Hybrid Cloud Assessment</td>
<td>Start your Hybrid Cloud journey with confidence.</td>
<td>11</td>
</tr>
<tr>
<td>Hybrid Cloud Solutions</td>
<td>Fix Today. Improve Tomorrow. Enable the Future.</td>
<td>10-13</td>
</tr>
<tr>
<td>IBM</td>
<td>Licensing Consulting Services</td>
<td>18</td>
</tr>
<tr>
<td>LCS</td>
<td>Licensing Consulting Services includes Microsoft, IBM, Oracle, SAP</td>
<td>16-19</td>
</tr>
<tr>
<td>Logitech</td>
<td>SmartDock for Skype room systems</td>
<td>25</td>
</tr>
<tr>
<td>Managed Services Center</td>
<td>Insight enables you to provide better end-user IT support</td>
<td>8</td>
</tr>
<tr>
<td>Managed Surface HUB</td>
<td>Create and Brainstorm in the Modern Workplace</td>
<td>7</td>
</tr>
<tr>
<td>Microsoft Family</td>
<td>Devices for all types of business</td>
<td>26-27</td>
</tr>
<tr>
<td>Microsoft Licensing</td>
<td>Manage your software purchases in one place</td>
<td>22</td>
</tr>
<tr>
<td>Modern Workplace</td>
<td>Modern Workplace Solutions</td>
<td>4-9</td>
</tr>
<tr>
<td>Oracle</td>
<td>Licensing Consulting Services</td>
<td>18</td>
</tr>
<tr>
<td>Plantronics</td>
<td>All-in-one headset control: Manager Pro</td>
<td>30-31</td>
</tr>
<tr>
<td>Polycom</td>
<td>Voice and Video for Skype for Business, Office 365</td>
<td>32</td>
</tr>
<tr>
<td>Red Hat</td>
<td>Use Red Hat products on Azure</td>
<td>13</td>
</tr>
<tr>
<td>SAP</td>
<td>Licensing Consulting Services</td>
<td>18</td>
</tr>
<tr>
<td>Software Lifecycle</td>
<td>Efficiently manage assets and subscriptions</td>
<td>19</td>
</tr>
<tr>
<td>Services (SLS)</td>
<td>Insight’s Strategic Partners</td>
<td>20</td>
</tr>
<tr>
<td>Software &amp; Hardware DNA</td>
<td>Licensing Consulting Services</td>
<td>18</td>
</tr>
<tr>
<td>Symantec</td>
<td>CloudSOC Audit</td>
<td>36</td>
</tr>
<tr>
<td>Synergics</td>
<td>Cloud-in-a-box: the all-in-one solution</td>
<td>14-15</td>
</tr>
<tr>
<td>Varonis</td>
<td>Security Solutions against cyber-attacks</td>
<td>37</td>
</tr>
<tr>
<td>Veeam</td>
<td>Veeam Backup for Microsoft Office 365</td>
<td>38</td>
</tr>
<tr>
<td>VMWare</td>
<td>Enterprise Platform Workspace ONE</td>
<td>33</td>
</tr>
</tbody>
</table>

## Contact us

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