



Insight for Managed Service Providers

Find new
ways forward
with a strategic
approach to cloud

Optimise, modernise and strategically
transform your services with Insight.



MARKET

In this fast-paced market client needs have changed.

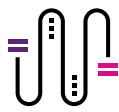
The market is changing faster than ever and with it, the very model of IT. This has had a ripple effect on everyone in the IT services ecosystem and raises both challenges and opportunities for managed service providers.

How are client needs evolving?



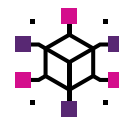
Cloud

Clients are doing much more in the cloud, but increased cloud activity also leads to increased complexity.



Mobility

Current global events have forced organisations to adopt remote working solutions at unprecedented scale.



Managed services

Clients increasingly need support in managing complexity across multiple platforms and solutions.

What are the challenges for MSPs?



Margin squeeze

A lack of hardware flexibility and lower-value transactional relationships puts pressure on margins – especially if clients don't return for more services.



Competitive risk

Working with older, locally-hosted products means you may not be able to offer the easy flexibility, scalability and bespoke tailoring that clients are searching for.



Complexity

Even as a managed service provider, layers of cloud licensing and technology can be difficult to stay on top of – especially in terms of annual license reporting.

To meet these challenges, MSPs must change their strategic model.

Cloud is an opportunity to grow, evolve and find new ways forward.

For MSPs, there's a pressing need to adapt business models to remain profitable and relevant for evolving client needs. Approaching cloud transformation with a strategic mindset can help them to do this more efficiently – optimising what they currently have to free up budget for new value creation.

The opportunities of cloud



Reduce operational costs

Optimise your licenses and infrastructure and free up budget to invest in building new services.



Create long-term relationships

Build strategic relationships by helping clients to successfully adopt and optimise their products.



Grow competitive advantage

Offer the innovative cloud products that clients want to help them evolve their businesses.



Generate recurring revenue

Offer recurring services to support clients in managing ongoing complexity and business evolution.

Insight can help you in this journey.

WHO WE ARE

A new approach to cloud.

Insight can support you in modernising your services by helping you to first optimise the infrastructure you currently use and then transform the services you offer to your clients..

We do it by helping you to look objectively at the licenses you use, or outsource their management, to free up time and cost. We then help you to introduce more flexible, scalable cloud solutions and adopt advanced cloud-based tools to offer your clients enhanced solutions to satisfy their evolving needs and expectations.

Optimise your infrastructure

- Optimise private cloud licenses and IT to free up budget.
- Outsource management of software licenses.

Create sustainable customer value

- Migrate core infrastructure to a new cloud platform.
- Transform legacy workloads and products into advanced cloud-based offerings.
- Introduce bespoke innovation solutions for data, ML and AI.



SOLUTIONS

Our solutions.

Our solutions centre around four key areas:



Supply chain optimisation

Simplify license procurement and streamline IT asset management.

- LICENSE PROCUREMENT SERVICES
- SPLA AS A SERVICE
- AZURE GOVERNANCE



Cloud & data centre transformation

Align workloads and technology to achieve business agility.

- HYBRID/ PUBLIC CLOUD ASSESSMENTS
- MIGRATION SERVICES
- AZURE FOUNDATION
- MANAGED AZURE
- ONGOING SUPPORT (ONECALL)



Connected workforce

Offer scalable workplace tools that empower employees and fuel productivity.

- WORKPLACE ASSESSMENT
- MIGRATION SERVICES
- WVD FOUNDATION
- MANAGED WORKPLACE
- ONGOING SUPPORT (ONECALL)



Digital innovation

Offer innovation services to drive differentiation and create meaningful client experiences.

- APPLYING AI
- IOT AND EDGE SOLUTIONS
- ADVANCED DATA AND ANALYTICS



Optimise current business

Create sustainable client value

SOLUTIONS

Innovative solutions to build business resilience

Here are some of the many ways we can help you:

SUPPLY CHAIN OPTIMISATION

SPLA as a service

Nearly 70% of our partners find it a serious challenge to collect and consolidate all relevant data under their SPLA contract month after month. SPLA as a Service takes the administrative burden away, supplying specialist support and skills to help you keep on top of your licenses and avoid heavy software audit post-settlements. This can take the form of one-off engagements, training, or a full managed service.

CLOUD & DATA CENTRE TRANSFORMATION

Remote Desktop Service to Windows Virtual Desktop

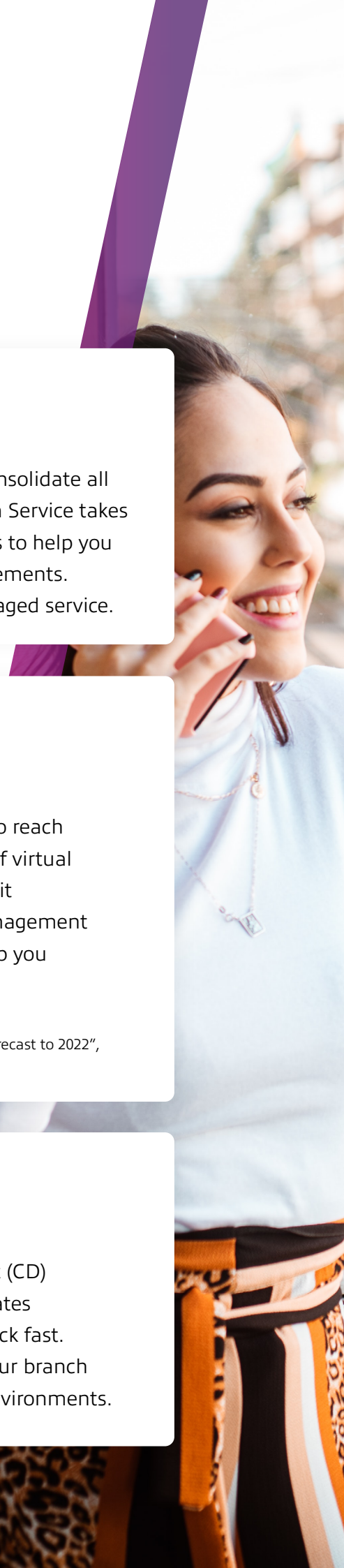
According to global forecasts, the desktop virtualisation market is set to reach \$13.45 billion by 2022¹. WVD simplifies the licensing and deployment of virtual desktops in Azure. Bundled with other professional managed services, it outpaces RDS in terms of efficiency, end-user experience, resource management and price. Insight can support your migration from RDS to WVD to help you transform your virtual desktop service.

¹Desktop Virtualization Market by Type [...] Organization Size, Vertical [...] and Region - Global Forecast to 2022", MarketsandMarkets, 2017.

DIGITAL INNOVATION

DevOps Continuous Delivery

Implementing continuous integration (CI) and continuous deployment (CD) can help you to improve services by giving you the ability to push updates automatically, detect problems early, deliver frequently and get feedback fast. We'll help you define branch policies to quickly catch breaks, review your branch strategy to improve velocity and deploy more easily into production environments.



APPROACH

Plan, build and support your cloud journey with Insight.

As a software licensing, workload and platform specialist, Insight has the experience to guide you through all stages of your strategic cloud journey, from the first exploration of cloud or hybrid opportunities and benefits, to support and optimisation after migration.

Our cloud-forward and vendor-agnostic approach can be applied regardless of your current level of hybrid adoption and is designed to help you find the right balance for your business aims.



Plan

If you're planning to migrate some workloads to or from the cloud, we can help you to assess opportunities, benefits and any potential risks.



Build

If you've already decided on what you need to do, or started migrating already, we can help you to migrate, set up and optimise your chosen infrastructure.



Support

Once your workloads have been migrated, Insight can help you to optimise and monitor your new setup through ongoing managed services.

WHY US

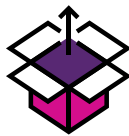
We go the extra mile to keep you moving forward.

Being successful for years to come isn't just about adopting new technology; it's also about navigating the technology and infrastructure you already have to build the best strategy for your business. Our experience, objectivity and breadth will help you to find your best way forward, so you can keep providing client value and maximise your profits on the road ahead.



Multi-level experience

We can help you understand licenses, workloads and platforms.



Vendor partnerships

We have developed several vendor programmes to build bespoke solutions.



Global & local coverage

We can execute locally with global coverage and capability.



Managed services

We offer an extensive service portfolio to help you manage and optimise.

To remain competitive in the future, you need to act now.

Contact your local Insight representative to find out more or email us at partnership@insight.com.