Jumar Delivers Flexible, Customer-Centred and Cost-Effective Technology Projects with Insight.

Jumar Technology helps enterprise-level clients and public sector organisations achieve their strategic goals through digital transformation.

To ensure its customers' new technology environments are provisioned quickly and the work is billed accurately, Jumar worked with Insight to streamline its cloud services.

The Challenge

Specialising in helping finance and insurance businesses optimise their technology, Jumar works closely with its customers' IT teams. The focus is on digital transformation and the application of emerging technologies, which increasingly involves delivering cloud solutions.

While Jumar is able to help its customers achieve positive outcomes through technology solutions, it identified further opportunities that could be achieved from increasing the efficiency of project billing .

Jumar had multiple direct subscriptions with Microsoft for the on-premise and cloud solutions it was delivering.

These numerous subscriptions meant that Jumar risked paying for storage and equipment that it wasn't fully utilising. Moreover, Jumar's growth meant is was becoming increasingly challenging to keep track of resources.

Aware that misaligning costs to its projects could negatively impact project budgeting, it worked with Insight to ensure a solution was found and it was getting the most from its technology.

As a result, enhancements to the complex billing process were identified, allowing Jumar to provision new environments as efficiently as possible for its customers.

Central to this, was the need for a robust cloud solution, for Jumar's internal business needs as well as its customer projects.

> "Every time we start a new project, we spin up a new subscription and close it when the project has completed.
>
> It's a flexible and efficient way to work, and by billing separately for each subscription we can stay on top of our costs while delivering a better service to our customers and internal stakeholders."
>
> Adam Bell, Infrastructure Manager

Quick Overview

Jumar wanted a more efficient way to provision its customers' technology environments and more closely manage its project billing.

Insight added Microsoft Azure CSP (Cloud Solutions Provider) to Jumar's existing Office 365 CSP platform, providing Jumar with the ability to store its multiple client testing environments on one platform, but each with a separate cost.

With Azure on CSP, Jumar achieves flexibility of storage which it can scale up as a project becomes live and scale down when it is complete.

By setting up new subscriptions for each new project, Jumar is able to manage its costs more effectively.

The Solution

To provide IT solutions to meet its customer needs, and to improve the billing for these solutions, Jumar chose Insight to implement a Microsoft Azure CSP environment.

Having already worked with Insight on Office 365 under a CSP billing model, Jumar was confident a cloud infrastructure would support its business goals around more effectively managing project costs and improving customer service.

Jumar's Microsoft Office 365 environment on CSP was already well established, so adding Azure was the next logical step. Azure provided the ability to spin up development and test software environments, which was an ideal basis on which Jumar could build and provide solutions for its customers.

Having liaised with Jumar stakeholders, Insight's account management team, CSP Solution Specialist and Customer Success team worked closely together to define the Azure implementation process.

With an Azure cloud environment, Jumar can now be more flexible in terms of the storage it needs, allowing its delivery practices to scale up and down as its customers' projects go live.

Azure's CSP billing structure ensures that Jumar will only be paying for the storage resources it is currently using, unlike on-premise storage environments. As such, storage can be recognised as operational rather than capital expenditure.

To bring the platform and process online for Jumar, Insight built and implemented a documented process, enabling Jumar to set up a new CSP agreement for each new customer project.

Having new billing accounts in place for each of its customers, Jumar can now align its costs directly with its project delivery.

The Benefits

Jumar now hosts its own IT platform on an Azure storage environment, which it can use to build robust IT solutions for its customers. Azure provides Jumar with the flexibility to access additional storage as and when needed, so Jumar only pays for storage related to each specific project.

As a result, Jumar has achieved its efficiency goals and its customers benefit from high quality service delivery. Jumar's billing is now directly aligned with each of its customer projects, so costs are more easily controlled.

By partnering with Insight, Jumar gains ongoing support, access to expertise in cloud technology and is well placed to deliver fast, cost-effective digital transformation projects.

The Results Highlights

Jumar can deliver fast, cost-effective digital transformation projects for its customers.	With Azure, Jumar can scale its storage up and down according to its needs.	Jumar is able to align its costs with its projects.	The strategic partnership with Insight gives Jumar access to ongoing support and cloud expertise.

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