

The Insight Cloud Journey

Cloud adoption your way



Today's IT infrastructure and services must be fast, agile, scalable and cost-effective. If there is a place somewhere to achieve this, then it is in the public cloud.

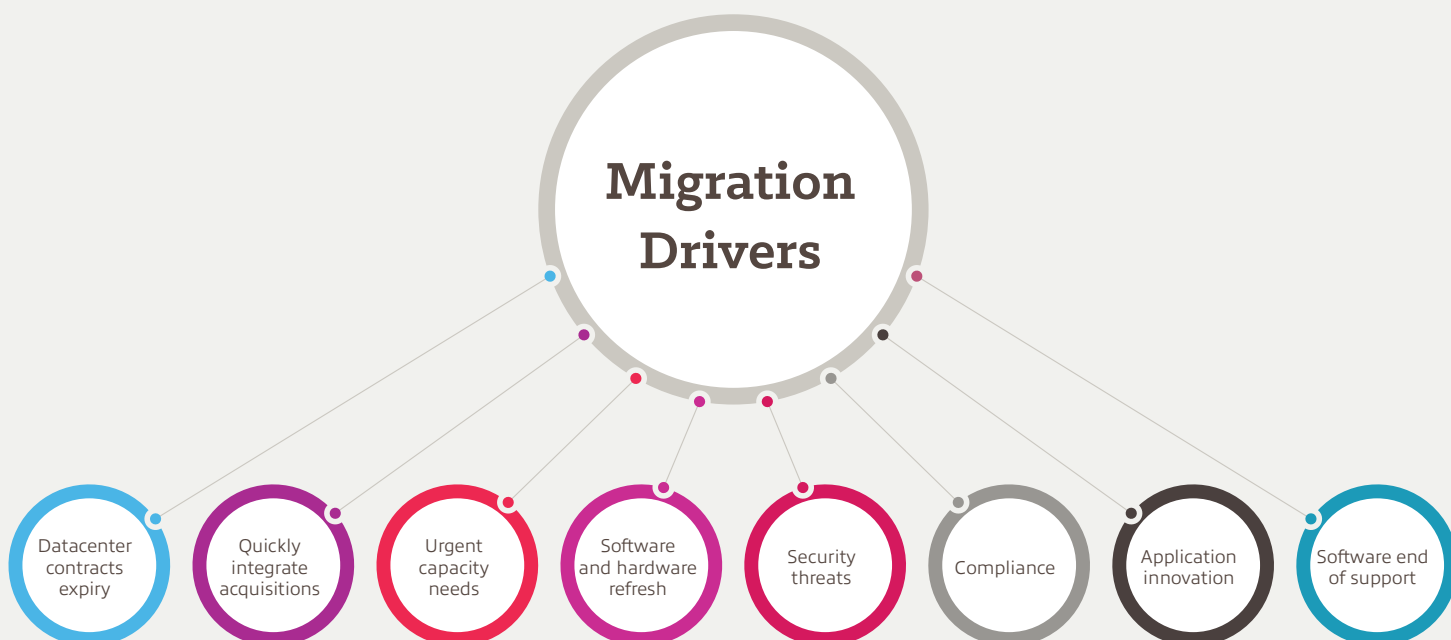
Most service providers already deploy workloads in the cloud, either because customers ask for it, or because cloud computing is an essential part of their own business strategy.

We guide you through all stages, from the first exploration of cloud opportunities and benefits to support and optimisation after migration.

Migration drivers

There are several reasons why service providers migrate workloads or services to the cloud. Contracts for on-premises data centres expire, an urgent or immediate need to expand capacity,

a stricter approach of security or compliance issues, termination of software support, the need for innovation or just costs.



Why cloud?

However, not all service providers are convinced that cloud computing is the right decision for their IT company. Why should I change what has always been good? And if I migrate to the cloud, what can I migrate, how and at what pace? What are the benefits for my company and how do I choose the right approach?

Don't start with why, start with Insight

Insight helps you to remove all your worries in the transformation to a successful, future-proof IT company. We work closely with all our partners to assess, understand and evolve their business to the cloud strategy that best suits their business, ranging from hybrid to full-cloud. We guide you through all stages, from the first exploration of cloud opportunities and benefits to support and optimisation after migration. We offer full guidance, so no stress.

That is the Insight Cloud Journey.

The Insight Cloud Journey: what can you expect?

- One programme for all cloud adoption initiatives, independent of vendors
- Onboarding at the level of readiness of your company, from initial discovery to cloud optimisation
- Guided approach throughout the programme, with logical, feasible steps to achieve your goals
- Full support by the Insight Cloud team
- A future-proof cloud strategy that fits your company

The Insight Cloud Journey

The Insight Cloud Journey is Insight's dedicated cloud adoption programme that is available to all partners, fully tailored to your business.

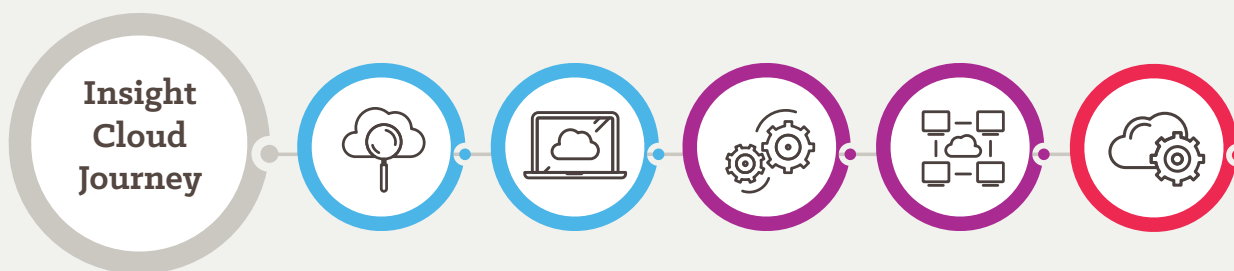
It is not an off-the-shelf product, but a guided, step-by-step approach to business transformation and IT readiness for the future.

A team of experienced cloud strategy specialists from Insight work with you to migrate your workloads to the cloud in line with your business goals and at your pace. The journey follows the road of planning, building and managing cloud adoption, from first explorations to post-migration optimisation and support. We help you manage today so that you can transform for the future.

Plan, Build, Manage

The Insight Cloud Journey is built around three logical steps in cloud migration: Plan, Build and Manage. The starting level of your journey to the cloud depends entirely on the level at which

your company currently is and can start at every step. Each step is divided in one or more phases.



Plan	Build	Manage
<p>Are you considering whether you should migrate (some) workloads to the cloud and how?</p> <p>Then start your Journey at the Plan level with assessing opportunities and benefits, but also possible risks for your business.</p> <p>There are three phases:</p>	<p>Have you decided to migrate workloads to the cloud in the Plan step or have you already done so yourself? Then the Build step is your starting point.</p> <p>We have a team of experts ready to guide you on your Journey to successful migration and optimisation with a thorough migration plan, risk assessments, and optimisation plans.</p> <p>The Build step consists of three phases:</p>	<p>The third starting point is when you have migrated workloads and are working in the cloud.</p> <p>Your Journey starts at the Manage step, where you will find a whole range of (managed) services in the support phase.</p> <p>Again, there are three phases:</p>
<ul style="list-style-type: none"> • Educate: As soon as you start your journey to the cloud, we help you to increase your general understanding of the cloud. We share our know-how and expertise with you in Jumpstart Sessions, webinars, master classes, e-books and more. Always tailored to your needs. • Discover: In our Discovery Workshop you learn about the impact of technologies such as cloud, IoT, AI, and about their impact on society and business – your business in particular – both from a business and a technical perspective point of view. We validate your technological needs and set up a cloud roadmap that reflects your business strategy. • Assess: In this phase, we analyse your business needs and your future strategy, assess benefits and risks in the cloud (costs, viability) and evaluate your cloud readiness. When there is a greenlight for migration, we set up a basic build and onboarding plan with you. 	<ul style="list-style-type: none"> • Design: When your cloud strategy is clear, it's time for a workflow, architecture or roadmap for migration. This gives you clear guidance and confidence on where, when and how your systems will move, so you can make well-founded decisions for the set-up. • Deploy: Once the final migration workflow and architecture have been set up, you are able to migrate your systems and services yourself using the Insight Migration Services. • Migrate: When this is your starting point, we first assess your cloud readiness and perform a benefit and risk analysis for your specific situation. We listen to stakeholders, determine the scope and requirements and prepare a dedicated migration plan for your company, ready for onboarding. There are three scenarios for migrating apps, data and/or infrastructure from on-premises data centres to the cloud: <ul style="list-style-type: none"> 1. Migration & Modernisation: apps/data/infrastructure are re-hosted, refactored, or re-architected in the cloud 2. Cloud native: apps/data/infrastructure are rebuilt as new in the cloud 3. SaaS: apps/data/infrastructure are replaced in the cloud 	<ul style="list-style-type: none"> • Optimise: Migration is one, but achieving the best results goes one step further. With our Cloud Optimisation services, we help you optimise the efficiency and business value of your systems, operations, data, capacity and everything else in Azure or Office 365. • Monitor: In order to keep your Azure and/or Office 365 systems running, Monitoring as a Service monitors your environments and services 24/7. We monitor, resolve issues and improve where necessary. So you can fulfil your SLAs. • Support: With these services you receive professional support from a dedicated and experienced team of cloud specialists to keep your cloud services up-to-date in many different flavours. Think of remote monitoring, security and compliance, on-site support, change management and more.

Go on your Cloud Journey with Insight



With more than 30 years of hosting experience we understand that each partner has different needs. We are proud to take responsibility and to ensure

that we provide our partners with the best level of service, support and tools you need to grow your business by offering the best-fit cloud solutions.

How does the Insight Cloud Journey stand out from others?

The cloud message is spread by many and is now an essential condition to transform your business for the future. Why would you work with us? The answer is simple: The Insight team is a team of hosting experts with an extensive knowledge base. For example: many years of licensing work means that we know all the rules and regulations in license land and how they can be successfully implemented, including the exceptions. We have been working with service providers for so long that we truly understand your business needs; your financial drives, your processes, people, data and your market.

Then there is our technical background. Thanks to our extensive technical expertise, we understand your workloads, such as billing, e-mail, file share, support, workforce, desktop. We have seen them all. And last but not least, we know all the ins and outs about technology and platforms – multi-vendor – and constantly expand our knowledge, for example by taking over new successful specialised companies. You can ask us about any cloud, whether it is public, private or hybrid, Artificial Intelligence (AI), machine learning, networks, security and much more.

Let us be your travel guide on your Cloud Journey.

Contact us now, so that you can manage today and transform for the future.