



Solution Brief

Storage as a Service

Pay-as-you-go storage solutions delivered through Insight

The pressures on business to reduce risk have never been greater. Organizations cannot afford to put transformation and innovation on the back burner. In-progress cloud or other modernization initiatives retain significance, as a way to achieve specific business objectives and position a company as a true competitor.

Organizations that are looking to leverage the flexibility of cloud while optimizing spend, security, and latency requirements are increasingly looking to robust solutions from key storage solution vendors. Insight has the unique capability to assess, architect, implement, and manage these environments.

Insight's Storage as a Service (STaaS) offerings enable your business to reduce risk and capital expenditures through pay-as-you-go consumption for on-premises storage solutions from leading OEMs, giving you the flexibility to scale as needed as well as run workloads in the public cloud when necessary. With our long-standing expertise and leadership in storage and public cloud, Insight can help you identify the best-fit STaaS solution for your business goals and implement and manage it to ensure you get the most for your needs.

STaaS offerings delivered through Insight vary by pricing model and terms:

STaaS delivers a wide range of benefits, with pricing options including service-based pricing and configuration-based pricing. Both options allow you to control your costs, scale as needed, and streamline management.

Service-based pricing

Use the latest storage technologies from NetApp and Pure Storage with an OpEx model through Insight, which offers complete pricing transparency and no contract minimums. Pricing is communicated clearly upfront with a minimum to start, while providing the flexibility to scale based on need.

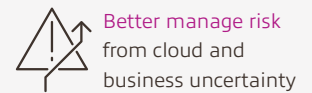
Configuration-based pricing

Adopt a truly dynamic approach to on-premises storage with configuration- and subscription-based pricing of HPE® and Dell Technologies® solutions on-premises and end-to-end service management, including cost optimization.

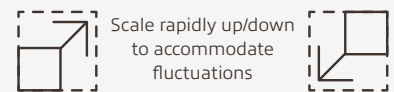
Why Insight?

Insight Cloud + Data Center Transformation (CDCT) has been in the storage industry for more than 25 years, evolving as storage technologies have advanced. We know storage. We also have deep relationships with the industry's most trusted and innovative storage solution vendors. We can help assess your needs and available STaaS models, recommend a best-fit approach for your organization, and provide care through our skilled and certified service delivery teams to alleviate lock-in and lower the risk your business faces.

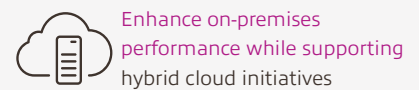
Obtain limitless storage on demand with complete cost transparency



Reduce CapEx spending through OpEx models



Simplify capacity planning by removing added cost pressures



NetApp®

KEYSTONE






PURE STORAGE

STaaS service level details

Each of our three service levels gives you the best-in-class vendor solution(s) of your choosing, and strategic and technical support from Insight CDCT to optimize performance and free up your IT team to focus on strategic initiatives. Service levels span from Essentials, to help you get started, to fully managed Advanced and Premier services.

	Essentials	Advanced	Premier
Assigned Client Success Manager	✓	✓	✓
Flexible billing options	✓	✓	✓
24/7/365 technical support	✓	✓	✓
Advanced system monitoring and alerting		✓	✓
Request fulfillment		✓	✓
Incident and problem resolution		✓	✓
System software patching		✓	✓
Capacity planning and performance reviews			✓
Infrastructure assessments and key business activity reviews			✓

Process and outcomes

Service level	What we provide	How we deliver	Measurable results
<div style="display: flex; flex-direction: column; align-items: center;"> <div style="background-color: #800040; color: white; padding: 5px; writing-mode: vertical-rl; transform: rotate(180deg);">Essentials services</div> <div style="background-color: #800040; color: white; padding: 5px; writing-mode: vertical-rl; transform: rotate(180deg);">Advanced services</div> <div style="background-color: #4b0082; color: white; padding: 5px; writing-mode: vertical-rl; transform: rotate(180deg);">Premier services (or add-on services)</div> </div>	 Support	<ul style="list-style-type: none"> Billing and client success management 24/7 technical support 	<ul style="list-style-type: none"> High client satisfaction rates Maximum uptime
	 Security and notifications	<ul style="list-style-type: none"> Patch management Monitoring and event management Service configuration management 	<ul style="list-style-type: none"> Up-to-date systems Increased transparency and security
	 Resolution	<ul style="list-style-type: none"> Problem and incident management Change enablement and request fulfillment 	<ul style="list-style-type: none"> SLOs achieved; SLA met Increased governance and reduced risk Reduced incident resolution time
	 Optimization	<ul style="list-style-type: none"> Capacity, performance, and cost management Service continuity management 	<ul style="list-style-type: none"> Continual optimization Data-driven decision-making
SOW/Service hours	 Implementation	<ul style="list-style-type: none"> Comprehensive planning Skilled resources Projects managed through to completion 	<ul style="list-style-type: none"> Regular communication and follow-ups Projects managed to time and cost expectations

Learn more at:
insightCDCT.com | insight.com

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