Case Study

Benefits Provider Needing to Modernize Goes OpEx for Greater Flexibility

The client

For more than 100 years, the client has provided mutual insurance and benefits services for key industries and businesses. The company leads the way in comprehensive, personalized, and preventive services that help employees and employers shine.

The challenge: Find a more cost-effective solution as part of a major transformation

Like many companies today, the client was in the midst of a transformation to modernize their IT environment. The initiative included getting out of data center management, moving key assets to the cloud, optimizing core infrastructure, and shifting from a CapEx- to an OpEx-focused technology strategy.

Aspects of this initiative had been underway for some time, but the company needed support from strategic partners to get past the finish line. It received a proposal from an existing services provider to help consolidate data centers and modernize infrastructure. However, the expected costs far surpassed the budget the company had allocated, and the plan required substantial CapEx investment.

Industry:

Employee benefits

CDCT provided:

- Cloud transformation strategic support
- Migration planning and execution
- Managed storage services

CDCT services:

- As a Service with NetApp Keystone
- Consulting Services
- Professional Services

The solution: Pay-as-you-go private infrastructure for OpEx flexibility

For a couple of years, Insight Cloud + Data Center Transformation (CDCT) had provided the company with Residency Services and software procurement. Although the client's leadership was not yet familiar with the breadth and depth of our services portfolio, they chose to move forward with our team based on our plan, which better met their business requirements.

The client worked with us to plan and complete data center consolidation and migration to a colocation facility. Integral to this was designing and implementing a solution for the company's ~200TB of storage that spanned Pure Storage®, Commvault®, Cisco®, and VMware® infrastructure.

Our team helped the client team understand what was going to stay on-premises and what should move to the cloud. For the workloads that needed to stay on-premises, our As a Service with NetApp Keystone offering played a central role, enabling the client to use the solution as a ready-made and scalable landing space for primary storage delivered on a pay-as-you-go basis using an OpEx model. As the project evolves, the client will be able to use the solution for disaster recovery needs.

The benefits: Offsetting thousands to OpEx for a successful transformation

The flexibility and cost-efficiency of As a Service with NetApp Keystone is enabling the company to reach its goals. The company's transformation is staying within budget and on track. The client has been able to move roughly $100K in spend from CapEx to OpEx to improve the balance sheet position and increase liquidity.

Insight CDCT has also helped the client seamlessly modernize core infrastructure and is providing support services through Insight OneCall™. As thousands of businesses rely on the company to deliver employee benefits without interruption, it can ensure continuity and business vitality throughout a major transformation.

Benefits:

Initiative staying **on a global scale**

Shifted **$100K** in spend from CapEx to OpEx

Private infrastructure **with a cloud consumption model**

Scalable, flexible storage

Reduced risk and increased agility

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