



Solution Brief

# Why Insight for Microsoft Cloud

Enhance and streamline your cloud lifecycle experience.

The Microsoft® cloud provides ample opportunity to modernize, transform, and innovate. It also offers numerous avenues for consumption, billing, and support, not all of which are going to best suit your organizational requirements and objectives.

With deep experience in data center and cloud services and a 30-year-old partnership with Microsoft, Insight brings inherent value to the Microsoft cloud, helping organizations maximize cloud investments and manage ongoing cloud needs.

## Insight’s Cloud Solution Provider (CSP) program

As a Microsoft cloud subscriber, you have options around your licensing, billing, support, and agreement terms. While many organizations may select an Enterprise Agreement (EA), the CSP program could offer more value for your business.

### Program comparison

Program		CSP (Cloud Solution Provider)	Enterprise Agreement
Minimum purchase		1	500
Licensing type		Cloud	On-premises or cloud
Reduction eligible		Anytime	At anniversary
Billing option		Monthly or annually	Annual or prepaid
Insight provides	Transact	✓	✓
	Provision	✓	
	Manage	✓	
	Support	✓	
	Invoice	✓	
Agreement and subscription coverage term	Agreement term	Evergreen	Monthly
	Subscription term	3 years	Aligns with agreement

The CSP program through Insight is a simplified purchasing experience that allows you to take advantage of the latest Microsoft technology, with more agility and a support system. Under CSP, you benefit from no minimum purchase requirements, flexibility in terms, and are eligible for reductions at any time. Select monthly or annual billing, based on the visibility you want and need into consumption and specific line items. The CSP program, quite simply, provides more for your money compared to what an EA partner is required to offer.

**Flexibility** — Get real-time flexibility to adjust subscriptions and quantity on demand to optimize cloud spend.

**Fair pricing** — Leverage price protection on eligible products for a 12-month period, with monthly or annual billing options.

**Support** — Receive 24/7/365 support from Insight’s team of U.S.-based cloud experts.

## Insight Cloud Care for Azure

When you go with Insight’s CSP program, you gain access to Insight Cloud Care for Azure, Essentials level. This market-leading solution was specially developed to help organizations better align cloud consumption and spend with overall business needs.

### Key features:

- Cloud Success Manager
- White glove onboarding
- Spend management
- Unlimited 24/7/365 expert technical support
- Ongoing management assistance
- Insight’s Cloud Management Platform (CMP)

The Advanced and Premier levels of this solution (available with additional fees) provide full operational support, including service configuration and patch management, as well as expert governance and optimization reviews.

## Insight Cloud Care for Microsoft 365

Also available to you with your participation in Insight's CSP program is Insight Cloud Care for Microsoft 365. This service provides your organization with our Microsoft resources, monitoring, and optimization tools to help you maximize your cloud investment.

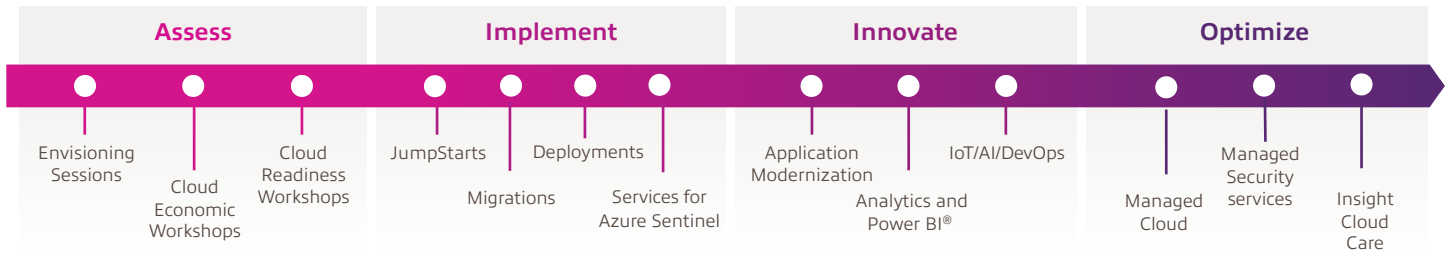
### At the Essentials level, you can take advantage of the following key features:

- Assisted onboarding to our Cloud Management Platform (CMP)
- 24/7 U.S.-based help desk support for named admins
- Billing support
- Assistance with monitoring and reporting on your cloud consumption
- Best practice recommendations

The Advanced and Premier levels of this solution also provide you with a dedicated Cloud Success Manager and end-user support, available in several languages.

A top partner. A complete portfolio.

Skilled resources and strategic offerings are available for organizations at any stage. Contact your account representative for more information.



Each Insight solution area provides expertise and services for the Microsoft portfolio.



**Digital Innovation**

From ideation to execution, we help you drive meaningful outcomes with the Internet of Things (IoT), Artificial Intelligence (AI) and more.

**Cloud + Data Center Transformation**

Delivering end-to-end services from architecture to management, we help you modernize and transform IT.

**Connected Workforce**

We help you seamlessly connect employees, tools and support to keep workers productive, engaged and inspired.

**Supply Chain Optimization**

By optimizing your IT supply chain, we help you simplify processes, maximize resources and invest in the future.

<ul style="list-style-type: none"> <li>Application Modernization</li> <li>IoT, AI, DevOps</li> <li>Azure®</li> <li>Power BI</li> <li>SQL Server®</li> <li>Big Data Services &amp; Modernization</li> <li>Azure Databricks</li> </ul>	<ul style="list-style-type: none"> <li>Azure Migrations &amp; WxA</li> <li>Azure/Azure Stack</li> <li>Windows Server®</li> <li>SQL Server</li> <li>Data Management (ISV solutions)</li> <li>Azure Sentinel™</li> </ul>	<ul style="list-style-type: none"> <li>Azure Identity</li> <li>Microsoft 365™</li> <li>Office 365®</li> <li>Enterprise Mobility + Security</li> <li>Windows® 10</li> <li>Microsoft Teams®</li> <li>System Center</li> </ul>	<ul style="list-style-type: none"> <li>Enterprise Agreement</li> <li>Cloud Solution Provider</li> <li>Software Asset Management (SAM)</li> <li>Azure Cost Management</li> </ul>
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<p>Gold Microsoft Partner</p> <p>Azure Expert MSP</p> <p>18 Gold &amp; Silver competencies</p>	<p><b>Services</b></p> <ul style="list-style-type: none"> <li>More than 2,000 Microsoft-focused services and technical professionals</li> <li>150+ dedicated managed services resources</li> <li>Dedicated Microsoft field alliances team</li> <li>Exclusive access to Microsoft programs, discounts and funding</li> </ul>	<p><b>Scope</b></p> <ul style="list-style-type: none"> <li>Global footprint, supporting clients in 180 countries</li> <li>300+ Microsoft sales specialists</li> <li>20,000+ Microsoft agreements overall</li> <li>Largest global reseller (measured in Microsoft revenue)</li> </ul>	<p><b>Awards</b></p> <p><b>2020</b></p> <ul style="list-style-type: none"> <li>Azure Security Deployment Partner of the Year</li> </ul> <p><b>2019</b></p> <ul style="list-style-type: none"> <li>Customer Experience Worldwide Finalist</li> <li>Education Worldwide Finalist</li> <li>U.S. Azure Application Innovation Partner of the Year</li> <li>U.S. Azure Team Partner Choice Award for Data/AI</li> <li>U.S. Fastest Growing Surface Reseller</li> </ul>
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