



Solution Brief

Insight's Microsoft Cloud Advisory Service

Helping organisations unlock the full potential of their Microsoft estate

In today's fast-paced digital landscape, leveraging cloud services is not just an option; it's a necessity for staying competitive. Last year's introduction of Copilot for Microsoft 365 and Copilot for Security reaffirms the value of an up-to-date Microsoft estate.

However, it is essential to recognise the complexity and time investment required to stay informed about Microsoft's continuous innovations, cultivate internal expertise, effectively communicate IT strategies, and engage the broader company in these efforts. Insight is a leading provider of Microsoft cloud solutions, helping organisations transform the complexity of Microsoft's cloud offerings into strategic advantages. Our comprehensive approach includes effective economic gain planning, ongoing technical advice and guidance, and support from our Insight Cloud Advisory Team (ICAT). The ICAT team plays a crucial role in supporting organisations with assessment and road mapping, providing ongoing technical consultancy to execute their roadmap successfully, and driving ROI from their Microsoft Estate. Trust Insight to help you achieve your cloud goals and maximise the value of your Microsoft investment.

Business challenge

Organisations face multiple challenges in managing their IT budgets and effectively deploying and managing Microsoft products. They may have limited knowledge and experience to make informed decisions about IT budget value, requiring careful prioritisation of investments. Keeping up with the increased pace of continuous IT change can be challenging, and dedicating time to continual learning of Microsoft products may be difficult. Additionally, organisations may lack sponsorship to develop and execute an IT strategic roadmap, clarity around how to enable the business to be more collaborative, productive, and secure, and may have limited ROI and value achieved through adoption of existing Microsoft products.

In addition to the challenges of managing IT budgets and deploying Microsoft products, many organisations have been hesitant to move their systems to the cloud due to concerns about complexity, security, and uncertainty about which applications to move first. With a wide range of cloud services available, it can be difficult to determine which products are useful for the organisation and how to integrate them effectively. Furthermore, organisations may be unsure if moving to a cloud model will result in a significant increase in costs.

Our partner



Benefits of our solution

- Barriers to ROI addressed by identifying specific solutions, refining processes and enhancing performance.
- A tailored 12-month roadmap will be developed to address critical pain points, encourage innovation and optimise ROI across both Azure and Microsoft 365 platforms.
- Comprehensive guidance and support will be provided to ensure the successful execution of the roadmap, therefore driving ROI.

The solution

Insight's Cloud Advisory Team (ICAT) helps organisations achieve ROI through assessment, road mapping, and continuous technical consultancy. The process involves building strong relationships with our clients starting with workshops and evolving into a comprehensive partnership over time. Insight guides businesses through various stages, including ROI Roadmap and Ongoing Guidance, to ensure successful execution with ongoing technical support. The Cloud Advisory service offers a standardised review of a client's entire Microsoft Estate, including Product Adoption, Microsoft 365 and Azure platforms, to understand how all aspects of their technical estate work together and can be integrated with Microsoft, considering the client's workforce's technical skills.

Insight's Cloud Advisory Service provides:

Deep specialist knowledge with Microsoft certifications to quickly add value for clients and accelerate their transformation towards a Microsoft cloud-centric environment.

Extensive cross industry expertise, bringing innovative perspectives on client's business challenges and sharing lessons learnt from other organisations to avoid pitfalls and increase success.

A client-centric approach, tailoring we support for clients through a dedicated team of experts which understand the opportunities and complexities of managing IT within similar sized organisations, when the pace of IT change is rapidly increasing (we never leave the small organisation behind).

Ability to adapt and scale to changing client needs, by providing additional migration services and/or quickly resource "Continual Delivery Teams" within our rapidly growing global community of multilingual experts.

Our service is delivered in two phases



Assessment & ROI Roadmap

Provides an assessment of our client's estate across the following six areas: Azure Cloud, On-Premises, Microsoft 365, Business Critical Applications, Skills & Resourcing & Cost Optimisation, during a 20-day* engagement.

**Clients can also choose to focus on three of the modules for a shorter 10-day engagement, rather than the full 20-day engagement.*

1

High-Level Overview



1a

- Understand the client's current technical estate & why previous strategic decisions were made.
- Conduct high-level overview of the client's technical estate across Cloud, On-Premises, Microsoft 365 & Business Critical Applications.

Detailed Assessments



1b

- Conduct detailed assessments of Azure Cloud, On-Premises, Microsoft 365, Business Critical Applications, Skills & Resourcing & Cost Optimisation (total six modules for the 20-day Phase 1 engagement. However the client can select a reduced three modules package for a shorter 10-day Phase 1 engagement, where they will choose to focus on three of these module options)



Ongoing Technical Guidance

Provides ongoing technical advice & guidance to support our clients to successfully execute their roadmap & drive ROI, (frequency of consultancy support will be right-sized for the client, typically either 1 day per week or 1 day per month for an initial 12-months).

2

Is this service right for you?

Exploring the cloud's potential can be a transformative journey for your organisation. The intricacy of your current setup is an opportunity to delve into the details of your products and discover new possibilities. Your team's technical expertise is a foundation to build upon for embracing significant technological advancements. Understanding the full spectrum of Microsoft's offerings can lead to innovative integrations within your existing infrastructure. Recognising the intricacies, timelines, and investment required, is the first step towards a strategic and informed cloud adoption. Embrace the journey with confidence, knowing that every step is a move towards optimisation and growth.

The Cloud Advisory Service would allay many of these concerns and provide a clear path forward.

To know more about our service please contact your Insight account manager or visit: uk.insight.com

08444 723 800 | contactus@insight.com