



Your Guide to Microsoft Azure

How to increase productivity and cost savings

Insight[®] 

 Microsoft

Cloud services for the modern business

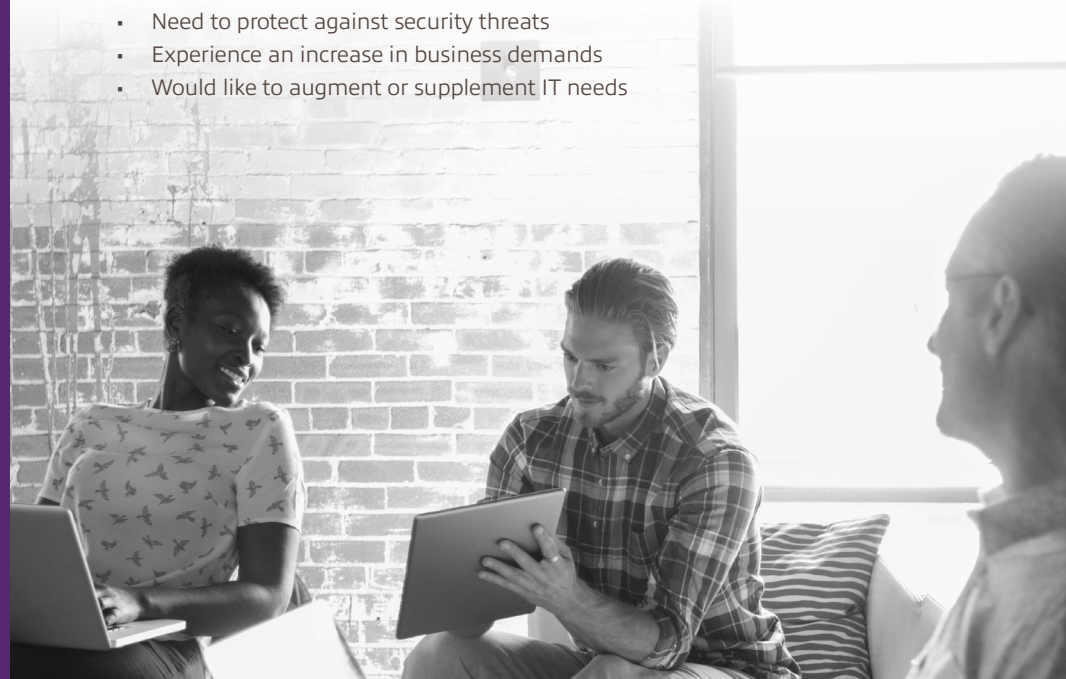
Microsoft® Azure® is a robust set of cloud services designed to help organizations of all sizes build, manage and deploy applications on a global network. Azure leverages existing tools and frameworks to help organizations increase productivity, save money and scale rapidly. Through a variety of integrated services, Azure also streamlines data center resources, increasing business agility while reducing capital expenses.

The pillars of Azure

Compatible with open-source technologies, Azure empowers developers to continue to use the tools they prefer to achieve increased productivity and thorough compliance coverage — including the General Data Protection Regulation (GDPR).

It's ideal for businesses that:

- Need to meet the demands of increased customer expectations
- Need to protect against security threats
- Experience an increase in business demands
- Would like to augment or supplement IT needs



ISV Solutions for Azure

Extend your existing workloads into Azure.

Application	Potential clients	Applicable partners
Security	<ul style="list-style-type: none">Businesses that employ sensitive data and workloadsCloud application users with data loss/business disruption riskBusinesses that would benefit from protection on-premises, in the cloud and transport in between	Palo Alto Networks® , F5® , Barracuda® or Trend Micro™ solutions provide virtualized next-generation firewalls, data protection and improved visibility into applications. These solutions will also segment your workloads, and provide advanced threat prevention and identity and access management.
File services	<ul style="list-style-type: none">Businesses that manage a high volume of unstructured digital assets and/or large filesCompanies that may also have remote office and mobile workforce	Nasuni® solutions manage (backup, archive, restore and recover) data and applications that are not within the global file services.
Data management	<ul style="list-style-type: none">Businesses that have older or legacy backup solutions or on-premises storage and are unable to effectively manage and recover dataCompanies with existing solutions that are complex and costly to maintain	Veritas™ and NetApp® solutions modernize applications to continue to reduce your on-premises footprint.
App/Desktop modernization	<ul style="list-style-type: none">Companies with older or legacy applications, perhaps on older operating systems or Virtual Machines (VMs) they want to reduce the footprint of and make more portable and manageable	Citrix® solutions modernize virtual apps, desktops, data and networking.

Available Azure® products include:

Virtual Machines	Databases	DevTest	Backup & Recovery
DevOps	Cognitive Services	Analytics and Automation	Machine Learning

Your custom migration solution

Moving workloads to the cloud is critical for organizations that want to remain competitive with optimal data protection and centralized control. But there's no one-size-fits-all solution.

Insight's Hybrid Cloud Assessment for Azure will evaluate your existing tools, IT budget and project roadmap to create custom solutions. Using our deep expertise across the entire IT infrastructure, we'll help you assess:

- Apps and workloads currently in use
- The cost analysis for a migration
- Operational readiness
- Network impact
- Infrastructure optimization

Azure success stories

Efficient workflows and reliable data collection

A railroad company needed to enhance its maintenance process and improve safety for its workers. The Azure cloud, combined with a custom Internet of Things (IoT) edge and data architecture platform, allowed for automated inspections and faster response times to safety issues.

Balancing cost with customer expectations

A Silicon Valley software provider faced rising AWS® costs and poor customer experiences. A solution was devised to architect a seamless transition to Azure, including supporting the migration of open-source software and DevOps components from AWS to Azure, such as Terraform and Docker. The result: a full migration and plans to build future Software as a Service (SaaS) offerings on Azure.

A global data management solution

A research organization was held back by aging infrastructure. Using Azure Platform as a Service (PaaS) capabilities, a modern solution will be in place in only 12 months, including access to rich analytics capabilities.

Azure onboarding and deployment

Insight can help guide you through every step of the Azure® adoption and migration process.

The Insight cloud enablement team will:

- Set up Azure tenants.
- Create subscriptions.
- Assign global administrators.
- Provide login credentials.
- Demonstrate the Cloud Management Platform.

Azure solution consultants will:

- Estimate monthly costs.
- Provide links to product overviews & pricing details.
- Discuss Azure best practices and services.
- Overview the Azure Portal.
- Set up one Azure VM with networking and storage.
- Offer technical assistance for post-sales questions.

Complimentary deployment services include:

- Demonstration of the Azure Portal
- Creation of and access to a VM from an existing template
- Deployment services delivery

Azure Launch Assist

Every business that purchases Azure on an Enterprise Agreement (EA), or through a server and cloud enrollment program, is eligible to receive white glove setup services through Insight Azure Launch Assist. The goal: to make onboarding and deployments as seamless as possible. You can schedule a one-hour onboarding concierge and training session that includes:

- Activation of enterprise portal
- Overview of enterprise Azure environment
- Role of account owner/service admin
- Monitoring usage and reporting
- Subscription management
- Azure service configuration and management
- Role of enterprise administrator
- Managing accounts
- Azure file sync between the on-premises file server & Azure

Courtesy services setup

You can also choose one courtesy service to help you get started:

- Setup of 1–3 VMs with storage & networking
- A solution to back up VMs to the cloud
- Setup and deployment of a set of identical VMs for high availability
- Addition of storage directly to an Azure® VM

Common questions

Question: Will my data be protected?

Answer: With Azure, you get the latest infrastructure that can support hybrid cloud environments. Azure offers high availability, agility, built-in security and regulatory and compliance features.

Question: How expensive is Azure?

Answer: By purchasing through Insight, you get flexible, pay-as-you-go pricing with no upfront costs.

Question: What if I don't have a big enough team to manage Azure?

Answer: Insight can help you deploy and manage any solution. We work with hundreds of partners that are capable of Azure integration.

Question: Isn't Azure only for Windows®?

Answer: Azure supports all open-source technologies. You get to use the platforms, data sources and tools of your choice.

Why Insight for Azure?

Insight is the leading Microsoft Global Licensing Reseller, Microsoft's largest Azure partner and a Microsoft Azure Circle Partner. Our dedicated team of global Azure architects and consultants are certified professionals trained in connectivity, networking and security, and identity and access management to help you migrate to Azure.

In addition to providing an assessment of your existing environment, we'll help with your:

Azure migration

We'll guide you through the migration process for physical servers or VMs, including VMware®, Hyper-V®, AWS® and Xen®.

Azure workloads

We'll help you identify which workloads are best suited for the Azure cloud and pinpoint server-specific dependencies. Once workloads are migrated, we'll continue to work with you to configure storage, backup and automation.



About Insight

Insight Enterprises Inc. empowers organizations of all sizes with Insight Intelligent Technology Solutions™ and services to maximize the business value of IT. As a Fortune 500-ranked global provider of Digital Innovation, Cloud + Data Center Transformation, Connected Workforce, and Supply Chain Optimization solutions and services, we help clients successfully manage their IT today while transforming for tomorrow.



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