



Case Study

Business Travel Leader Meets Market Challenges With Comprehensive Managed Services

Financial volatility in the travel industry couldn't daunt this global business travel leader. Here's how it found infrastructure flexibility and financial stability for future growth — with Insight Managed Services for Cisco+, NetApp Keystone®, and Pure as-a-Service™.

Industry:

Business travel

Insight provided:

- Strategic guidance for hyperconverged infrastructure
- Integration of multi-vendor platforms with Cisco+
- Unified and managed network, compute, and storage

Insight services:

- Professional Services
- Managed Services

The client

Providing services for business travel, meetings, and events, this travel management company has operations in nearly 150 countries and employs more than 18,000 team members worldwide.

The challenge: Minimize CapEx purchasing and maximize infrastructure flexibility to prepare for growth.

With nearly 30 years of experience in the travel industry, the client is no stranger to adapting to the changing tides of business. With Insight's help, the company had already planned and executed a comprehensive transition to public cloud in 2019, phasing out legacy data centers and building an entirely new service catalog based on future application requirements.

Given the implications of the health crisis beginning in 2020, the company was feeling the impacts of unstable economic conditions in the travel industry. Ready to continue its trajectory of digital transformation, but hesitant to invest in CapEx purchases, company leaders reached out to Insight looking for a holistic solution that would deliver the infrastructure flexibility needed to scale — including a new approach to hyperconverged — while stabilizing monthly cash flow.

The solution: A unified and fully managed infrastructure solution with Cisco+

To land on a strategic solution, Insight worked with the client to assess its current IT environment. The cloud-based ecosystem we had helped to establish leveraged individual components for networking and hyperconverged computing along with storage solutions from NetApp and Pure Storage.

With a holistic view of existing infrastructure and client needs, we recommended adoption of Cisco+ for network, compute, and hyperconverged with Cisco HyperFlex™, as well as bundling in As a Service solutions from NetApp® Keystone and Pure as-a-Service — an all-in-one infrastructure solution fully managed by Insight. For more than a year, the client had considered an alternative solution for Hyperconverged Infrastructure (HCI), but quickly decided on HyperFlex once the concept of Cisco+ was introduced. This was due to its ability to meet and exceed the client's target performance goals and seamless integration with other infrastructure components.

The client's new managed environment combines block storage from Pure Storage and file storage from NetApp Keystone for a combined 250 terabytes of storage across roughly 12 servers, with 300 terabytes of HyperFlex and managed network services through Cisco+.

The benefits: Financial stability and scalable infrastructure for flexible market response

Today, the company sets its sights on exponential growth. Despite the pandemic's economic impact on the travel industry, this valued client is benefiting from scalable, flexible, and unified architecture that will allow operations to easily ramp up with the business without risky capital expenditure. The managed services model enables a consistent pricing structure that not only makes monthly cash flow more reliable for the present, but also aids in projecting costs of future growth, with fixed and transparent monthly fees.

Client teams continue to benefit from reduced day-to-day infrastructure burdens and a single point of contact for any issues that may arise; the Insight managed services team proudly supports the organization's network, compute, storage, and HCI.

Navigating digital transformation while protecting business continuity is never simple — but with Cisco+ and bundled solutions from Insight Managed Services, the client is enjoying newfound financial stability while fully prepared for growth to come.

Benefits:



Unified
compute, network,
and storage

~12 servers

migrated to NetApp Keystone
and Pure as-a-Service

250TB of data under
Managed Services

300TB

of Cisco HyperFlex



An OpEx model
for flexible costs and
improved financial stability