

# Why Insight for Cisco

Driving exceptional outcomes with world-class products, services and capabilities

For more than three decades, Insight and Cisco have enabled transformation with technology solutions that help businesses grow. And we've been doing it together for more than 25 years. Our shared commitment to innovative solutions spanning cloud and data platforms, networking and security creates a powerful partnership that helps you meet even the most challenging business demands.

## Portfolio alignment

Insight capabilities align to every part of the Cisco® portfolio, with Cisco-specific solutions and technical expertise across the entire spectrum of IT needs.



As a solutions integrator, Insight helps you leverage leading-class Cisco offerings in conjunction with solutions from other leading vendors to drive cost-efficiencies, process optimization, improved time to value and secure business transformation.

## Insight's unique Cisco services:

Elevating Cisco solutions delivery and support for our joint clients is our highest priority as a Cisco partner. Clients can benefit from several unique services around Cisco experiences, including:

- Proprietary contract management portal
- ISE Integration Platform and BI dashboard
- Cisco-certified Client Success Managers
- Advanced Customer Experience Specialization
- Direct connection to business units — no TAC cases
- Enterprise Agreement (EA) and client success team

## A proven partnership

<b>Top 4</b> national partner	<b>#3</b> Cisco security partner in North America	
<b>350+</b> Cisco engineers	<b>&gt;\$1B</b> in sales annually	<b>2,500+</b> Cisco certifications
<b>25-year</b> partnership	<b>1st</b> to deliver Cisco+ Hybrid Cloud	



Insight is a Cisco Gold Partner in the U.S., U.K. and Canada.



- + Master Specialized in **Collaboration**
- + Master Specialized in **Data Center and Hybrid Cloud**
- + Master Specialized in **Networking**
- + Master Specialized in **Security**
- + Master Specialized in **Service Provider Technology**
- + **Cloud and Managed Service Provider Program**
- + **100s** of Cisco networks and **1,000s** of devices for Cisco clients managed globally



## Cisco awards

- + **2021 Cisco IoT/Industry Partner of the Year**
- + **2019 Americas Partner of the Year**
- + **2019 Customer Experience Partner of the Year**



### Rent-A-Center establishes as-a-service solution for communications in the cloud.

**Challenge:**

To reduce cost and complexity in its current communications solutions, the client wanted an as-a-service solution for migrating communication apps to the cloud.

**Solution:**

- ✓ Insight's first instance of Cisco Unified Communications Manager (UCM) Cloud as-a-service
- ✓ Unified, cost-effective connectivity for 3,500 locations
- ✓ Reduced data center footprint and improved agility
- ✓ Expedited 90-day project completion



### International grocery chain upgrades networks without interruption.

**Challenge:**

With legacy networks limiting employee efficiency and customer experience, the grocer needed to upgrade networks and install cellular boosters with zero interruption.

**Solution:**

- ✓ Zero-interruption delivery of advanced networks with Cisco Meraki® with Insight OneCall™ support
- ✓ Improved sub 50mbps to fiber gigabyte uplinks and greater uptime and redundancy
- ✓ Remote monitoring and troubleshooting
- ✓ Enhanced shopping experiences



### Business travel leader transforms infrastructure without CapEx outlay.

**Challenge:**

Unstable economic conditions in the travel industry prompted a business travel leader to seek options for infrastructure transformation without CapEx investments.

**Solution:**

- ✓ Unified, fully managed IT infrastructure for compute, network and storage with Cisco+
- ✓ 300TB of Cisco HyperFlex® and 200TB of data under Managed Services
- ✓ OpEx model for flexible costs and financial stability
- ✓ ~12 servers migrated



### Entrepreneurial bank improves security and infrastructure management.

**Challenge:**

Following acquisitions, the client needed to address network issues arising from disjointed infrastructure to ensure security and proper access controls.

**Solution:**

- ✓ Comprehensive network discovery, greenfield implementation and data center refresh with Cisco network and security solutions
- ✓ Secure, scalable network architecture, including AI
- ✓ Improved connectivity and network security and controls
- ✓ Enhanced visibility and threat detection

Transform business with innovative Insight and Cisco offerings.

## Cisco+

Achieve greater platform flexibility with the industry's first comprehensive offering for complete hybrid cloud solutions as a service, developed by Cisco, delivered by Insight.



### OneCall

Improve performance and increase operational efficiency with superior technical support for Cisco infrastructure, including technologies from different companies like FlexPod® and FlashStack®.



### Cisco Managed Service License Agreement

Simplify operations, increase agility and reduce financial risk with the Cisco Managed Service License Agreement program, which lets you obtain software-based services in one multiyear agreement.



### Cisco SecureX

Connect your infrastructure with the entire Cisco security portfolio, transforming disjointed solutions into a fully integrated security ecosystem with automation, visibility, integration and more.

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