

MICROSOFT, MANAGED.





A GUIDE TO MAXIMIZING YOUR MICROSOFT INVESTMENT WITH MANAGED SERVICES

Business is built on Microsoft.

Microsoft is the global leader in cloud and software solutions for business — and for good reason. Between Microsoft® Azure® for cloud infrastructure and Microsoft 365™ for collaboration and productivity, Microsoft offers leading-class answers for every business technology need.

But could you be getting more from your Microsoft environment?

Challenges in the Microsoft environment:

-  Realizing desired ROI
-  Monitoring spend and utilization
-  Driving effective end-user adoption
-  Troubleshooting common challenges
-  Managing multiple vendors and licenses

Managed Services for Microsoft help your teams overcome common challenges in the Microsoft ecosystem.

With expert management for Microsoft products, your business can improve costs and utilization, accelerate workforce efficiency and productivity, and secure all your assets with confidence.




Microsoft means business.

 Office 365® is used by **more than one million** companies worldwide.¹

Office 365 holds around **46% of global market share** of office technologies.¹

Microsoft Teams® is the leading business communication service globally, with

 **270 million users in 2022.**²

95% of Fortune 500 companies trust their business on Azure.³

 Microsoft Azure holds nearly **25%** of global cloud infrastructure market share.⁴

More than 15 million organizations use Azure Active Directory® (AD) while subscribing to Microsoft cloud services like Microsoft 365, Microsoft Azure and Enterprise Mobility Suite.⁵

Business benefits of managed Microsoft



Improved cost and utilization

Ensure budget dollars are spent effectively and that cloud resources are kept in check. Managed Services for Microsoft from Insight help you take the reins on cost and utilization to reduce unnecessary spending and scale Microsoft resources up and down per the business's performance goals.



Streamlined security

Protect your data, users, networks, and devices and avoid the gaps and compliance concerns that often make their way into multi-vendor environments. Managed support for Microsoft enables advanced protection for every aspect of security. Whether you're looking to bolster security with an upgrade from Microsoft 365 E3 to E5, or you're considering a fully managed security environment, Insight can help.



Efficiency and productivity

Create exceptional user experiences, unmatched support and accelerated productivity in the workforce — no matter where your teams work. Insight's expertise in Microsoft Azure, Microsoft 365, Office 365 productivity tools and more means you can leverage managed services for any part of your Microsoft environment to enable Microsoft solution adoption, integration, support and efficiency for every user.



Better resource allocation and ROI

Keep your skilled resources working on what matters. With managed services, tasks like help desk, troubleshooting, refresh, billing and other daily activities that take away from more strategic work are off your plate. Not only do your teams get more time for managing business-critical tasks, but you get more value from every Microsoft purchase, because our business is making Microsoft work better for you.



Less risk. Less cost. Less complexity.

A global packaging firm came to Insight with a tall order: Improve scalability and security in the organization's cloud environment — while reducing costs and complexity. Leveraging Insight Services for Microsoft Sentinel, Managed Security Services and Insight's Cloud Solution Provider (CSP) program, the client executed a seamless move to Microsoft Sentinel™ with improved visibility and control while achieving the desired scalability and cost-efficiency.

[Get the full story here.](#) →



Cub takes a managed approach to transformation.

Needing to enable a retail-specific technology environment and modernize the workplace for accelerated digital transformation, Cub partnered with Insight to help achieve the vision. Solutions included Microsoft 365, Microsoft AD and Microsoft Intune®, with Insight support for the entire initiative, from strategy and adoption to ongoing managed services.

[See how we helped Cub save hundreds of hours per week.](#) →

Why Insight for Microsoft

Insight knows Microsoft, inside and out. As a Microsoft partner for more than 30 years, we help clients worldwide maximize the feature sets of Microsoft solutions to meet strategic objectives and drive broad transformation.

Our Microsoft capabilities address your top business priorities:



Infrastructure modernization



Security



Analytics and AI/
machine learning



Hybrid cloud



Data infrastructure modernization



Endpoint management



Collaboration and productivity



Employee experience

Our superpowers



Adopt & build modern platforms.



Automate, connect & operate securely.



Drive innovation with data & AI.

Helping clients adopt and build modern platforms cloud to edge, prioritizing IT as a business agenda

Helping clients automate and connect modern platforms securely, meeting demands for user-centric technology

Helping clients innovate on modern platforms at a competitive pace, using data to drive innovation

 **Microsoft**
Solutions Partner

Azure Expert MSP

In the **top 1%** of all Microsoft partners

6 Solutions Partner designations

Global footprint, supporting clients in **19 countries**

8,000+ managed EAs & **20,000+** agreements overall



An award-winning partner

2022

Microsoft Partner of the Year for Manufacturing

2021

Microsoft Security 20/20 Winner for Microsoft Azure Security Deployment Partner of the Year

Microsoft Application Innovation Partner of the Year

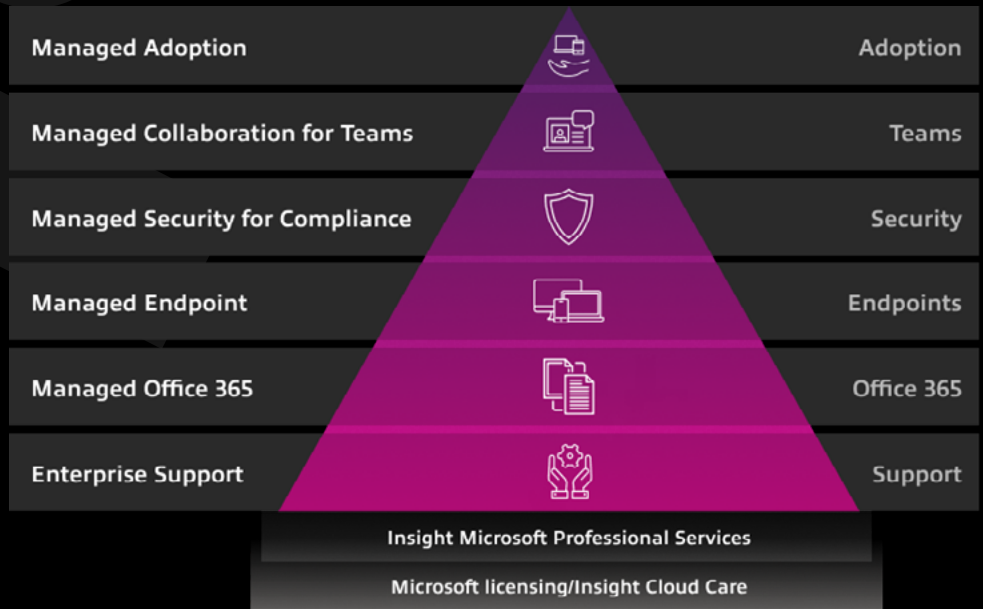
Microsoft Worldwide Migration to Azure Partner of the Year

Microsoft Worldwide Microsoft 365 & Surface Solution Selling Partner of the Year

Microsoft Worldwide Solution Assessments Partner of the Year

Service across the Microsoft portfolio

Get stronger performance and value from your Microsoft solutions when you work with Insight. Whether you're working on digital transformation through cloud expansion or enabling a more effective hybrid workforce, Insight is your one partner for every Microsoft solution.



Insight Cloud Care

[Insight Cloud Care for Azure](#)

Access Insight's Cloud Commerce Portal for purchasing, reporting and invoicing while getting assistance on setting budgets and alerts for early warning of unexpected and unusual spend.

[Insight Cloud Care for Microsoft 365](#)

Level up your Microsoft 365 implementation with our tiered solution for onboarding assistance, help desk support and your personal Cloud Success Manager (CSM).



Microsoft 365 & Office 365

[Managed Adoption](#)

Encourage adoption and ROI with the help of an assigned adoption specialist.

[Managed Collaboration for Teams](#)

Gain ongoing management and visibility into your Teams Voice and Meetings environments.

[Managed Security for Compliance](#)

Implement and manage Microsoft 365 security to meet your compliance needs.

[Managed Office 365](#)

Give your team the foundational support needed to manage and transform Office 365.



Azure

[Managed Cloud — Azure](#)

Gain flexibility and performance with fully managed off-premises resources by engaging Insight's team of cloud experts to manage the day-to-day operations of Azure while your company focuses on business applications and data initiatives.

- Improve scalability and flexibility using cloud resources.
- Enhance security and compliance.
- Increase operational and business efficiency through automation.
- Drive cost control and value optimization.
- Retain capital for business expansion and acquisition.
- Eliminate the need to hire, train and maintain cloud expertise.



Security & compliance

[Services for Microsoft Sentinel](#)

Modernize security operations with expert assessment, design and recommendations for Sentinel.

[Managed Security](#)

Transform SOC operations with advanced analytics, incident response and applied threat intelligence.

[CMMC Compliance With Microsoft Cloud](#)

Enable compliance in Azure and Microsoft 365 with a strategic approach to meeting DoD requirements.



Additional support

[Managed Endpoint](#)

Modernize the management, deployment and provisioning of your devices.

[Insight Services Engagement Offers](#)

Elevate your cloud journey with expertise around data and AI, applications, automation and more with a full spectrum of services solutions from Insight for Microsoft.

[Azure Advisory Services](#)

Optimize Azure operations with expert onboarding, spend management, managed billing and more.

Is managed services right for you?

A growing number of businesses are working with managed services partners. Business leaders are realizing that it pays to focus on strategy, competition and innovation rather than on running an IT organization and managing infrastructure.

Insight can help you achieve new levels of flexibility and agility through managed services. We'll help you reduce operational burden, get better visibility and feedback, implement sustainable governance models, address skill gaps and drive strategic solution adoption.

Other reasons you might consider managed services include:

- Ability to focus resources on more strategic activities
- Needing to improve service levels and user experiences
- Wanting to boost agility with an OpEx financial model
- Adding capabilities for innovation and automation
- Reducing organizational risk

When you're ready to talk about whether managed Microsoft solutions are right for your business, [contact us](#).

solutions.insight.com



Sources:

¹ Vailshery, L. (2023, Feb. 14). Number of Office 365 users worldwide as of February 2023, by leading country. Statista.

² Vailshery, L. (2023, Feb. 22). Number of daily active users (DAU) of Microsoft Teams worldwide as of 2022 (in millions). Statista.

³ Microsoft. (2023). What is Azure? Azure.microsoft.com.

⁴ Vailshery, L. (2023, Feb. 27). Cloud infrastructure services vendor market share worldwide from 4th quarter 2017 to 4th quarter 2022. Statista.

⁵ Microsoft. (2023, Jan. 26). Azure AD identity and access management API overview. Learn.microsoft.com.