Pay-As-You-Go On-Premises IT Models

Reduce risk while accelerating transformation.
Introduction

Businesses today face numerous pressures that require masterful balancing acts.

Controlling costs and ensuring efficiency is an evergreen concern, brought into the limelight by recent events on the global healthcare stage. Maintaining a competitive edge, particularly through innovating and pioneering unique approaches to user experience, is essential to securing a place in a crowded and fluctuating market.

Many organizations have adopted public cloud as a critical tool that provides agility, scale, and pay-as-you-go consumption. Yet, public cloud migrations and integration with existing applications can be challenging, and costs can be unpredictable, especially in regard to storage.

**Organizations are increasingly looking for ways to optimize costs and support elastic demand on-premises with cloud-like solutions and pricing models for workloads better served within the data center.**

Thankfully, IT and business leaders have options. One such option is an As a Service, on-premises IT model, where consumption is on a pay-as-you-go basis, similar to public cloud. This model affords businesses the abilities to scale and drive transformation while also helping control for risk and costs.
What As a Service offers the business

In recent McKinsey research, when CIOs or equivalent tech leaders were asked about their CEO’s top priorities, 71% pointed to agility in reacting to changing customer needs and faster time to market, while 88% of respondents cited revenue acceleration.¹

Of course, less than a year later, the business landscape looks profoundly different.

What hasn’t changed, however, is business’s need for agility. If anything, this need has only intensified. As McKinsey writes in a report regarding post-pandemic business strategies, “The moment is not to be lost: those who step up their game will be better off and far more ready to confront the challenges — and opportunities — of the next normal than those who do not.”²
As a Service offerings bring such agility by way of three key benefits:

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<th><strong>Reduced CapEx spend</strong></th>
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| Pay-as-you-go on-premises services can help a business retain cash, improve liquidity, and maintain a more responsive stance during both uncertain and more stable times. Organizations can tap opportunities to increase storage capacity, reduce latency, and more easily meet governance or regulatory standards with solutions that don’t require CapEx spending.  
As Forrester reports, “Forrester clients are demanding cloud-like consumption models for storage that remains on-premises; they want to bill infrastructure usage as a granular gigabyte-per-month OpEx cost rather than a CapEx charge.” Organizations with cost or data sovereignty issues could also find the idea of cloud-like consumption on-premises attractive. |

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<th><strong>Consumption-based billing</strong></th>
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| One of the most challenging things for any business or IT leader is effective planning. Penalties associated with inaccurate forecasts are wide-ranging, but when looking specifically at those related to IT needs and infrastructure, the costs can be substantial. It’s not uncommon today for an organization to be somewhat locked into an architecture or cloud service for which they are overpaying.  
As a Service offerings provide consumption-based billing that lets businesses pay only for what they actually use, improving the business’s overall cash position and reducing the pressure on planning resources — a benefit much needed in volatile times. |

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<th><strong>Risk mitigation</strong></th>
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| By eliminating or alleviating CapEx and aligning costs with usage through consumption-based billing, pay-as-you-go on-premises services help organizations reduce the risk of overcommitting financial and other resources. Used in conjunction with other tried-and-true risk mitigation strategies, such a shift can make a meaningful difference.  
Taking the route of As a Service offerings also supports more risk-mitigated cloud strategies by offering a bridge to cloud through aligning consumption models and, in many cases, providing a technical integration path. It can be difficult to anticipate cloud data needs many months in advance; As a Service offerings circumvent this challenge. |
CapEx vs. lease vs. cloud consumption vs. As a Service

As you consider various financial models for driving IT transformation, it is important to understand overlaps and points of divergence. IT decision-makers must educate themselves in order to help the business make the wisest investments. Of course, IT may need to defer to short-term and long-term corporate financing strategies and policies in place.

**CapEx**

Purchasing hardware for your data center may be the right choice if and when security or compliance standards are especially strict, legacy systems would require substantial overhaul otherwise, or there are tax or interest rate benefits to be gained from owning versus other usage models. It’s also an ideal approach when your organization knows exactly what it needs now and over a longer period of time, as the investment is amortized over 3-5 years.

- Upfront costs and/or financing required
- Pay for equipment regardless of consumption
- “Stuck” with equipment until refresh cycle comes up
- Can limit flexibility and may depreciate more quickly than desired
- Generally is the lowest cost — and the least flexible

**Lease**

While modern OpEx offerings may seem similar to a lease, the financial considerations surrounding a true lease can look quite different. Leases may be ideal for organizations that already have clearly defined frameworks for evaluating, validating, and reporting leased assets, though they will have capacity limits and interest payments.

- Closest option to CapEx but with no or less upfront costs
- Appears on the balance sheet, per FASB
- Lessee is responsible for fixed monthly payments plus interest.
- Like CapEx, lease agreement makes lessee “stuck” with equipment for the term.
Cloud consumption

Adopting cloud can help an organization avoid heavy upfront investments by offering an OpEx model, in contrast to a CapEx one. This approach affords flexibility and the possibility of lower costs overall; however, many organizations will incur egress and access charges and other unexpected costs over time.

• Low initial outlay
• Infinite capacity for scaling as needed
• Have access to the latest cloud services, always
• Significant “hidden” costs (ingress, egress, API, etc.)
• For high-performance, high availability storage, cloud costs can be much higher.

As a Service

Taking a consumption-based approach and applying it to on-premises infrastructure, As a Service confers public cloud-like benefits with more transparent pricing and contract terms, the flexibility to shift workloads to the cloud as needed, and the ongoing peace of mind of a local system. There is no requirement for your business to own and operate a data center independently, either. There are plenty of hosting options, many of which provide excellent on-ramps to public cloud resources.

• Little to no initial outlay
• Costs are variable, depending largely on usage — typically higher than CapEx, but much lower than cloud
• Take advantage of the latest technologies
• May/may not qualify as a lease
• Storage solutions can be a bridge to cloud solutions — rebalance Infrastructure as a Service (IaaS) between on-premises and public cloud as strategies evolve.

Ultimately, your organization will likely need to calculate Return on Investment (ROI) to compare options and make ideal selections. Such decisions may also spur conversations surrounding IT’s role — whether cost center or value center — and whether such a role is best suited to the business, its strategic and transformation objectives.
As a Service options

As a Service has had a clear, upward trend line since well before the emergence of the pandemic, surging in popularity alongside the adoption of public cloud.

Insight delivers As a Service offerings that are both service-based and configuration-based, for on-premises compute and storage infrastructure.

Service-based pricing

Use cutting-edge storage technologies from leading OEMs with an OpEx model through Insight. These offerings provide great pricing transparency and flexibility while sparing organizations the upfront and ongoing costs of purchasing and maintaining equipment.

- No defined hardware configuration
- No specific terms or exit fees
- Flex use up or down

Configuration-based pricing

Leverage on-premises infrastructure and subscription-based pricing of top OEM solutions from Insight. We provide end-to-end service management, including cost optimization, to help businesses maximize value and achieve target objectives.

- Pricing based on configuration
- Terms apply (financing)
- May be deemed a lease

Each offering comes with the client’s choice of managed services from Insight: Essentials, Advanced, or Premier. At a baseline, we provide real-time performance and capacity monitoring, streamlined billing, customizable notifications, and a single system of record across all platforms. Greater levels of service also deliver 24/7/365 technical support and incident resolution, OS and common application patching, capacity planning support, as well as continuity management and infrastructure assessments.

We not only know and deliver As a Service solutions well — we can combine solutions (e.g., adding compute or cloud to a storage solution) to meet your unique objectives. This means less complexity, more customization, and the benefits of vendor consolidation. Learn more here.
The evolution of As a Service: Cisco+

Many businesses are moving to an As a Service model to unlock the flexibility, scalability, and cost optimization of a service-based offering. According to IDC, by 2021, 75% of enterprises will recognize the benefits of As a Service consumption, driving a 3X increase in demand for on-premises infrastructure delivered via flexible and As a Service solutions. As a leader in cutting-edge IT infrastructure, Cisco has made it a priority to accommodate this shift by introducing Cisco+.

Cisco+ is a partner-delivered As a Service offering that enables clients to access the industry’s first purpose-built hybrid cloud solution delivered seamlessly as a service. Its unique partner delivery model allows you to integrate Cisco+ solutions perfectly with your existing IT ecosystem, creating efficiencies across the entire IT landscape, from compute to networking/security, data management, and cloud.

The Insight-delivered Cisco+ partner ecosystem
The three tenets of Cisco+

Together with Insight, Cisco+ goes beyond most As a Service models by offering As a Service IT infrastructure that is:

**Simple**
Offering an open, modular, and unified experience delivered by Insight as a super solution integrator, Cisco+ is easy for businesses to consume.

**Predictable**
Cisco+ is designed to be predictable, offering reliable and secure services that are designed to keep organizations secure and delivered by industry-leading security integration experts.

**Intelligent**
Built on advanced Artificial Intelligence (AI)-enabled monitoring and analytics, and monitored by Insight, Cisco+ adapts to businesses’ unique infrastructure needs, resolves issues, and proactively keeps businesses secure.

The benefits of Cisco+

Founded on mature technology partnerships and purpose-built partner reference architecture, Cisco+ and Insight abstract away the challenges of IT, allowing organizations to focus on their core business.

- **Comprehensive IT** powered by world-class hardware, software, and APIs
- **Intuitive dashboards** offering end-to-end IT monitoring
- **Flexible buying options and shared ownership**
- **AI aimed to optimize service**
- **Delivery from a partner with deep and wide industry expertise**
Tomorrow’s IT:
**Powered by Cisco+, delivered by Insight.**

With Cisco+ delivered by Insight, organizations gain access to a deep portfolio of IT solutions supported by the world-class partnership between Cisco and Insight. With more than 20 years of partner experience, Cisco and Insight are dedicated to providing businesses with tailored IT solutions, backed by industry-trusted implementation and support.

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A go-forward plan

There are many paths you can take to fulfilling business IT requirements. If your organization is interested in pay-as-you-go models and programs, let us know. Our teams have decades of business and IT consulting experience with organizations across industries. We can help you narrow in on the solutions that make the most business and financial sense.

Once you determine your path forward, Insight can deliver As a Service offerings with unmatched skill and resources. We provide robust Support Services and Managed Services for clients on six continents, caring for hundreds of thousands of infrastructure components and managing thousands of incidents and service requests each year. Ask us for more information today.