



Why Cloud Services from Insight

All of your Microsoft Cloud needs under one roof.



Business Challenge

Companies are increasingly turning to cloud-based solutions to meet their IT needs. From sales and HR to productivity and communications, the cloud has become the definitive delivery model for enterprise infrastructure and software.

However, as your ecosystem of cloud services grows, so too do the overheads involved with managing it. Administrators are left juggling numerous contracts and business relationships across multiple vendors. They need to monitor various service-level agreements, track systems performance and ensure that licensing requirements are met.

Insight's Cloud Services

The Insight Cloud Services have been built to help you optimise your IT cloud solutions, giving you instant access to best of breed solutions, without the hassle of managing multiple suppliers. This frees up your internal resources, to get on with driving innovation and adding value to the bottom line.

Insight Cloud Services provides the tools and infrastructure necessary to integrate Microsoft Solutions into your IT estate, as well as providing training, support, resources and knowledge needed to ensure you get the most from our cloud offerings.

Our Commitment to you



Customer Success Team

As a Cloud Services customer, you will have the support from the Microsoft Customer Success Team to help you throughout your journey with Insight. We take a proactive approach in helping our customers reap the benefits that Cloud Services offers by running regular workshops, webinars and providing training material.



Cloud Management Portal - One dashboard, multiple services

Your direct access to our Cloud Management Portal allows you to buy, provision and manage your cloud subscriptions, all from one easy-to-use dashboard. The portal provides instant access to all of your subscription information, allowing you to quickly adjust your license numbers in accordance with your monthly user requirements.



Support Services

Our technical support services help your IT teams fix problems fast, so your business has more time to focus on innovation. We'll help you increase efficiency and improve IT service levels while simultaneously controlling costs. Insight 24/7 Service Deck Support Services provide ongoing, real-time support for your Office 365 and Azure products.

Why Insight?

- Easy-to-use self-service portal you can be up and running before you know it
- Monthly or annual billing to allow flexibility and scalability on demand
- Insight's Cloud Specialists will help you onboarding and continue to provide ongoing support and training
- Built-in support so you can focus on running your business while we take care of the rest

Our partners





We have the solution

The CSP program is a simplified purchasing experience that allows you to take advantage of the latest Microsoft technology, with partner-provided support and consolidated monthly billing. This program provides you with real-time flexibility to adjust subscriptions and quantity on demand to optimise cloud spend. Price protection applies to eligible products for a 12-month term based on the initial order, but you can also take advantage of monthly or annual billing options.

To learn more about Insight CSP program, contact your Account Manager or call us on: 1800 189 888

Upgrade your management and support with Insight Cloud Care

The Insight Cloud Care program provides your organisation access to: locally based, certified Microsoft® resources and tools to monitor and optimise your cloud subscription; to better enable your growth in the cloud and align it to your business objectives. Focus on growth and innovation while we handle your cloud environments.

- ✓ On-boarding
- ✓ Monitoring
- ✓ Consulting
- ✓ Technical Support

Learn more - au.insight.com/cloudcare

Why Insight for Microsoft?

Few can compare with our relationship with Microsoft. Partners for 25 years and counting, we are the largest Microsoft global partner with more than 1,200 consultants and 150 dedicated Microsoft resources globally. We have made significant infrastructure investments and have earned numerous recognitions.

18 Gold & Silver competencies, including:

- Application Development
- Application Integration
- Cloud Platform
- Cloud Productivity
- Cloud Customer Relationship Management
- Data Analytics
- Datacenter
- Small and Midmarket Cloud Solutions



Microsoft Partner Awards, including:

- 2019 Education Partner of the Year - Finalist
- 2019 Customer Experience Partner of the Year - Finalist
- 2018 Modern Desktop Partner of the Year
- 2018 Artificial Intelligence Partner of the Year
- 2017 Mobile App Development Partner of the Year
- 2016 Internet of Things Partner of the Year



587 Microsoft certifications globally