

Get More Value from your Software and Cloud Spend

A complete capability across software, SaaS, cloud and AI. From first visibility through to ongoing governance.



Solution Area

Cloud and Infrastructure

Business Challenge

Software and cloud spend is one of the largest, fastest-growing lines on the technology budget – and one of the hardest to control. Most organisations tell us the same thing.

| What we hear from clients | The impact on the Business |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none">• Estates are sprawling across on-prem, SaaS, cloud and now AI - no single view of what is owned, used or paid for.• Renewals arrive faster than teams can prepare; benchmarking and negotiation feel reactive.• Cloud and SaaS spend keeps climbing without a clear link to business value.• Compliance, audit and security pressure is rising, yet data and policies are inconsistent.• Different parts of the business are at different levels of maturity, with no shared playbook. | <ul style="list-style-type: none">• Money tied up in unused, duplicate or over-provisioned licenses.• Decisions made on incomplete data, value left on the table at every renewal.• Avoidable audit exposure, true-ups and compliance risk.• FinOps and Software Asset Management resources stretched thin or hard to hire.• Slow, inconsistent governance limits how confidently leaders can invest in new technology and AI |

What We Offer

Insight delivers a complete Optimisation & Governance capability built on three connected pillars. Take all three as a managed service, or start with the pillar that matches where you are today.

| | |
|-------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>1</p> <p>See it clearly</p> <p>Visibility & Knowledge</p> | <ul style="list-style-type: none">• A complete view of your software, SaaS, cloud and AI estate• Independent landscape assessments and maturity benchmarking• Cost and value transparency – what you own, what you use, what it costs• Reporting and tooling deployed and managed for you• Smarter procurement: licensing, purchasing, renewals and budgeting |
|-------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

2

Improve it continuously

Optimisation & Improvement

- Continuous optimisation and right-sizing across your technology spend
- FinOps and Cloud Value Optimisation to drive measurable savings
- Benchmarking, negotiation and vendor strategy backed by market data
- Process design that locks improvements in for the long term
- Portfolio and vendor consolidation, and support through M&A or change

3

Keep it under control

Governance & processes

- Policy enforcement and controls with clear accountability frameworks
- Ongoing monitoring, alerting, recommendations and remediation
- Day-to-day operations and management of your SAM and FinOps tooling
- Pro-active renewals management – no surprises
- Audit-ready data quality, stakeholder engagement and process management

SAMaaS

Software Asset Management as a Service

One managed service that wraps all three pillars. Modular by design – take the full lifecycle, or just the elements you need today and add others as you mature.

Benefits:

Working with Insight gives you a single, expert partner across the full Optimisation & Governance lifecycle – and outcomes that show up in cost, risk and confidence.

1

Lower total cost

Right-size licenses, cut waste and consolidate vendors – savings reinvested in growth.

2

Clear visibility

Know what you own, what you use and what it really costs across on-prem, SaaS, cloud and AI.

3

No renewal surprises

Pro-active renewals management with benchmarking and negotiation backed by market data.

4

Audit-ready always

Strong data quality, controls and accountability frameworks keep you compliant year-round.

5

Faster decisions

Trusted reporting and recommendations so leaders can move on real data, not best guesses.

6

Flexible by design

Take the full SAMaaS wrap, or pick the elements you need today – scale up as you mature.

About Insight

Insight Enterprises is a leading Solutions Integrator that helps clients solve technology challenges by combining the right hardware, software, and services. We're a global Fortune 500 technology company with a network of over 6,000 partners and experts around the world who provide access to end-to-end IT capabilities. For more than 35 years, we have delivered and optimised technology solutions for our clients efficiently, effectively, and safely. We are rated as a Great Place to Work, a Forbes World's Best Employer, and a Fortune World's Best Workplace. Discover more at au.insight.com. NSIT-M