Network Strategy Overview
Insight’s Network Strategy provides a comprehensive vision for your data, security and telephony infrastructure. It ensures that the network is positioned to support the business and provides a roadmap to guide investments in people, operations and technology.

Network Strategy Benefits
The network is the platform for the business. Increasingly, services such as wireless, telephony and security are being integrated into the network infrastructure.

In addition, the network is becoming more complex. Technology trends such as convergence, virtualization and data center consolidation have placed new demands on the network.

Meanwhile, IP networks have matured. Many networks in production today were built in the late ‘90’s. Others were patched together as part of multiple company mergers.

The result is that most network organizations:
• Have not defined the services and service levels that need to be provided to the business
• Do not understand challenges in the current environment and the barriers to supporting the business
• Have not developed a roadmap to guide decisions on new advanced technologies and capabilities
• Are not confident that tactical investment decisions align with the long term plan

Our Proven Methodology
Developing a Network Strategy is a three step process:

Define the Services and Requirements
• We identify the network services required to support the business and the desired service levels.
• We align those services with internal requirements, initiatives and external industry drivers.

Analyze the Current State
• We assess the current state of the network by comparing what is currently in place to industry best practices and proven reference architectures.
• We identify gaps between the capabilities of the network—people, processes, tools and technology—with what is necessary to deliver the services in a cost effective manner.

Develop the Strategic Plan
• We develop a long-term vision to guide long-term investments and tactical decisions.
• We prioritize the recommendations based on real world constraints.
• We provide an executable roadmap of tactical projects with estimated budgets and resource requirements.

The deliverables of a typical network strategy project includes documented service requirements, a gap analysis of current capabilities, a 3- to 5-year vision for the network and a roadmap of projects for the next 18 to 24 months.

Fast Facts
• Cisco Gold Certified Partner
• HP Platinum Partner
• IBM Premier Business Partner
• Lenovo Premier Business Partner
• Microsoft Gold Certified Partner
• Lifecycle Management Services
• ISO 9001:2008 Integration Labs

• Advanced Technology Labs
• IT Management Services with a 24x7 Network Operations Center
• 432,000 square foot Distribution Center
• $130M ‘ready to ship’ inventory, $3.3B virtual inventory
• 2,500+ technical certifications

ABOUT INSIGHT
Insight Networking is a strategic business unit of Insight, a technology solutions provider serving global and local clients in 170 countries. Today, thousands of clients, including more than 80 percent of the Global Fortune 500, rely on Insight to acquire, implement and manage technology solutions to empower their business. Insight provides software and licensing services globally. In addition, we offer a comprehensive portfolio which also includes networking, hardware and value added services for our clients in North America and the U.K. We are aggressively expanding our global capabilities by introducing new offerings, including hardware and services, to meet emerging needs for our clients worldwide. Insight is ranked No. 484 on the 2009 Fortune 500.