## In a rapidly changing IT landscape, we've got you covered.



The Hybrid Cloud Company

Over the next five years, government agencies face unprecedented change. CIOs are under increased pressure to adopt cloud services. A careful balance is required to manage tighter budgets, meet business demand, and continue operating traditional data centre infrastructure and services. Yet, driving cloud integration and innovation takes IT resources.

The stakes for successful business and IT transformation are high, especially in rapidly evolving legislative and government procurement environments. To help achieve business goals and ease the burden of daily operations, agencies are turning to targeted managed service providers to deliver their IT.

#### CIOs across government are facing significant IT challenges:

Managing the cost and complexity of hybrid IT environments as private and public cloud solutions accelerate.

Aligning IT service delivery with business needs, while integrating critical new technologies with existing IT assets.

Improving deployment, adoption and usability across all aspects of IT for internal business users and Australian citizens. Maximising the value of innovative IT solutions to rapidly meet government mandates while servicing the agency's daily needs.

IDC research\* indicates that engaging external expertise to manage infrastructure services, such as storage, can deliver significant value. Managed services enable agencies to focus their valuable resources on high value tasks.

#### Improve IT resource management

Shift resources from maintaining existing systems to implementing projects, providing cost benefits.

Refine strategies to improve day-to-day IT productivity.

Achieve greater operational efficiencies through automation and Artifical Intelligence technologies.

#### Maximise existing technology performance

Maintain and optimise existing IT environments efficiently and effectively.

Strive to "do more with less," using extensive legacy footprints to drive business results.

Find the technological expertise to fully utilise complex IT infrastructure.

#### Adopt new technologies to meet business demands

Deploy new technologies while seamlessly running business critical systems.

Adapt to the rapid shift in digital transformation by delivering with highly skilled IT teams.

Work closely with business leaders to prioritise IT services that can drive efficiencies.

## Managed services deliver significant, measurable benefits - including the cost of IT service delivery



Improvement in overall technology performance



Improvement in technology utilisation



Improvement in internal IT staff efficiency



Reduction in the cost of IT delivery

\*Global Survey, Dell EMC Residency, n-1047, IDC, November 2020

Infront has been supporting government clients for over 20 years. In a resource-constrained world, managing IT can be complex, time-consuming, and costly. With a range of managed outcomes proven to optimise IT and business functions they will enable greater IT agility and scalability.

Our managed services include:

- Storage
- Disaster Recovery
- Cloud Operations

- Backup
- Desktop

## Get the best results for your IT department with Infront's Storage as a Service

Infront's Storage as a Service (StaaS) offers a fully managed storage outcome for business-critical workloads. Offering compute, storage, network, and container services, our StaaS was designed to accelerate business value by offering a selective sourcing strategy in a skills depressed market. Our enterprise grade service enables you to build a hybrid cloud solution with advanced migration capabilities used to execute our 'Buy the Base, Rent the Peak' approach.

#### Flexible Consumption Model

- Generate cost savings of up to 19%
- Consumption-based approach creates choice of OPEX or CAPEX budgets.
- Gain IT simplicity and scalability



#### Fully managed storage solutions

- Receive a complete storage solution with less risk
- Access valuable skills that improve service delivery at a reduced cost
- Accelerate technology adoption.

#### **Benefits**

Accelerate technology adoption and utilisation leading to better business outcomes.

Optimise existing technology, providing greater performance and fewer IT problems. Access a pool of skilled resources, improving IT service delivery.

Deliver IT at reduced costs, less risk and with improved outcomes.

### An Innovative Pay as you go Financial Model

Infront's innovative 'buy the base, rent the peak' financial offering provides a consumption-based model to meet your unique storage requirements.

The model is simple, flexible, and incredibly cost effective. Infront will deploy your fully functional storage solution for three to five years, but you only pay upfront for the base capacity. Any additional capacity (above your base) is charged on a consumption basis.

- Scale up or down to meet changing business needs
- Choose OPEX or CAPEX for storage and software, delivering greater cost savings and more choice
- Runs from day one of your deployment, ensuring you receive the financial benefits immediately



#### How does it work?

1 > 2 > 3 > 4

#### Agree a Base

The committed base capacity (minimum storage amount) is scoped to meet your day one requirements.

Your agreed base capacity is charged at a lower rate than your additional capacity. As usage changes, this can be easily adjusted to deliver better cost savings.

## Set buffer capacity

Infront will work with you to determine the buffer capacity required over the next three to five years.

This capacity can grow and shrink with your changing requirements. You will only be charged for what you use.

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#### **Deploy**

Once both the committed and base capacities have been agreed, your full three- or five-year will be deployed on day one of operatons, straight into your environment.

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#### Pay as you go

Your usage is measured monthly, only incurring extra charges when your buffer capacity is used.

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Any charges will be delivered as a simple bill, providing certainty over your storage costs.

# Contact Infront to learn about our as a service offerings infront.net.au 02 6239 8400

