



Why Insight for Local Councils?

The Insight Teams work collaboratively to ensure and achieve best practices and deliverables specifically but not limited to:

- Ongoing commodity price management, specific license & cost analysis and modelling expertise & support
- General licensing consulting, management of changes, transitions and new technology reviews
- Specific client support around contractual & legal definitions of the various Agreement Constructs and Agreement Amendments management
- Ongoing Contract & Agreement support around Renewals, anniversaries and additional requirements using the Insight Microsoft Support Plan
- Consulting Professional Services to support deployment of the technologies that have been acquired via the appropriate agreements
- Microsoft Operations Management best practices delivered by the Volume Licensing Management Team and managed by the dedicated Account Manager

In Australia, Insight has extensive experience in managing whole of government licensing agreements.

In many cases assisting with supplier consolidation. We provide our clients:

- Exclusive access to low pricing through public sector contracts
- Experienced government IT specialists ready to help
- Strong client relationships that support your entire IT lifecycle
- Customised solutions that drive efficiency and reduce costs

Building meaningful connections to help businesses run smarter

Insight is a global leader in providing smart, cutting-edge technology solutions for organisations of all sizes and is one of Australia's largest providers of IT and cloud solutions, with over 30 years' experience. We understand councils face a complex balancing act: serving the public better while staying cost effective. We have experience in removing data and administration bottlenecks, allowing your workforce to be more engaged and productive whilst strengthening your IT department's strategic role in achieving the organisation's objectives.

Insight can support you during any stage of your digital transformation journey with Insight's Intelligent Technology Solutions™. We specialise in the implementation and development of emerging technology in the areas of supply chain optimisation, connected workforce, cloud & data centre transformation, and digital innovation.

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

Examples of our Strategic Vendors

Below are examples of our long-lasting partnerships with strategic vendors, which enables Insight to help you innovate whilst providing competitive pricing. Insight has the expertise to get your new or existing technology performing at its best:

