

Insight optimises JATO's cloud investment.

Having migrated its business to the cloud, JATO turned to Insight to optimise the cost of its Azure deployment.

To help its customers create significant competitive advantage by constantly leading in connected data, information and knowledge provision, JATO embarked on a Cloud Transformation journey.

Insight achieved substantial cost savings for JATO on its Azure investment, without compromising the company's ability to deliver world-class solutions for its global customers.

The Challenge

JATO needs the ability to help its customers create significant competitive advantage by constantly leading in connected data, information and knowledge provision. It depends almost exclusively on the cloud to deliver services to its global customers.

Previously, partnering with Insight enabled JATO to seamlessly migrate its entire data centre to Azure. The data centre, consisting of nearly 1000 servers running various applications, databases and operating systems, operates as Infrastructure-as-a-Service (IaaS) in Azure's public cloud.

A key benefit for JATO in moving its server estate to Azure is the ability to scale its compute resources while paying only for what it uses. However, the flexibility of moving to a cloud business model must be balanced against escalating costs if the cloud environment is not carefully controlled.

JATO needs to ensure cost optimisation of its cloud IaaS budget and looked to Insight to enhance its investment.



Quick Overview

JATO Dynamics Ltd is a global supplier of automotive business intelligence and has provided comprehensive automotive data to businesses since 1984.

JATO has a vision to be the world's most exciting leader in automotive business intelligence solutions.

Today JATO is already a market-leading, international business and its global reach and knowledge is one of the company's key strengths.

"Insight's expertise and structured approach to optimising our Azure estate has resulted in significant cost savings."

Andy Paxton, Chief Technology Officer

The Solution

To optimise JATO’s cloud investment, Insight developed a comprehensive understanding of JATO’s environments by assessing workloads, impact on business, critical operational times, business owners, business processes and customer expectations.

Working closely with JATO, the Insight team recommended a two-step solution.

The first step was to ensure the most cost-effective use of running a virtual machine in Azure by assessing the scope for using Azure Reserved Instances (RI). An Azure RI reserves the virtual machine on the Azure public cloud for dedicated use on a one- or three-year basis.

The Insight team also assessed JATO’s compute and workload needs. Insight assessed each service and component with specific consideration to JATO’s requirements. Pursuing a ‘cloud-first principle’ ensured that Insight implemented the most effective Azure solution.

The Benefits

Insight has improved return on investment, reduced total cost of ownership and maximised JATO’s investment in the cloud.

Azure gives JATO the ability to accurately monitor the cost of its cloud deployment – down to individual IaaS resources. JATO chose to continue its cloud-journey partnership with Insight in order to fully optimise its investment in cloud services.

With Insight’s help, JATO now has processes in place to continuously govern its virtual estate through comprehensive cost management.

JATO’s cloud-enabled approach gives it the agility and scalability to drive its business forward. By leading in the provision of connected data, information and knowledge, JATO offers business intelligence solutions that enable its customers to create competitive advantage.

The Results Highlights



20% return on investment by committing to a 1 year plan, which will increase as JATO implements more recommendations.



17% savings achieved by adopting a more effective SQL backup strategy over 1 year, increasing to 33% over 3 years.



8-12% storage cost saving on disk reconfiguration, right sizing and re-allocation.