



eBECS Private Cloud for Microsoft Dynamics® AX POWERED BY INSITE

**>99.95% availability.
Guaranteed.¹**

The optimum, cost-saving solution from
two UK leaders in Microsoft Dynamics AX



¹ Using high availability infrastructure with no single points of failure

Optimise your investment in Microsoft Dynamics AX with two of the UK's leading AX experts

Microsoft Dynamics AX is a flexible, feature-rich ERP system capable of delivering significant business benefits. But how can you optimise your investment in Dynamics AX?

eBECS and Insite have joined forces to offer a compelling, efficient and secure way to ensure that your investment in Dynamics AX really does enable your business to perform better, 24x7x365.

Our AX expertise comes together to help you achieve more

eBECS is a leading, award-winning Dynamics AX implementation partner, delivering solutions that enable its clients to streamline and integrate processes, improve client relationships, maximise sales and minimise waste.

Insite is the UK's foremost provider of hosted and managed services for Microsoft Dynamics, with particular emphasis on

Private Cloud solutions. Insite takes responsibility for operational support and guarantees the highest levels of application availability. This gives clients peace of mind and the breathing space they need to focus on developing competitive advantage and growing their businesses.

Maximising AX system performance and guaranteeing availability

Insite has detailed knowledge of the Microsoft technologies upon which Dynamics AX is dependent, such as Windows Server, SQL Server (including Analysis & Reporting Services) and SharePoint Server - and, just as importantly, how these technologies support and interact with Dynamics AX.

Working together to optimise your investment, we offer a Private Cloud solution for AX that not only offers optimised system performance but also an SLA-bound guarantee of >99.95% system availability.¹

Complementary expertise and specialist infrastructure



A partnership that's more than the sum of its parts

Together we offer a complete and complementary set of expertise, resources and infrastructure. More than that, clients benefit from our two companies' extensive experience of working together on numerous successful AX system deployments.

eBECS Private Cloud for Dynamics AX : Peace of mind, >99.95%¹ availability guaranteed, plus **major cost savings**

What's included?

The key features and components of the Private Cloud Managed Service are summarised in the graphic below:



eBECS Private Cloud: An increasingly attractive option

The many benefits for clients include:

- **Peace of mind.** You can concentrate on your core business while we take total responsibility for AX availability and delivery.
- **>99.9% application availability**, SLA bound, with service credits should we not meet that target. (>99.95% availability can be guaranteed if a 'High Availability' AX infrastructure is implemented.)
- **No capital costs.** Annual fees cover dedicated physical and virtual servers, Microsoft 'Classic' software, pro-active monitoring, SLA bound operational support and secure hosting services.
- **Pay only for what you need.** Contracts can be flexed up or down to align with demand.
- **The specialist, hard-to-find skills** you need to support complex applications are available as needed, with no burden on your payroll.
- **Dynamics AX infrastructure is securely hosted in accordance with ISO 27001.** Your data is meticulously protected by multi-layered firewall and intrusion detection systems.
- **Guaranteed system performance** and secure access from PCs, laptops, iPads and iPhones (subject to client internet connectivity).
- **Real-time disaster recovery solutions** are available at extra cost.
- **The AX Infrastructure is always fit-for purpose**, so there are no hardware refresh cycles to fund or manage.

Plus, clients can achieve

Cost savings of £161,000+*

over a three-year contract by choosing Insite's Private Cloud versus in-house hosting and support. See page 4 for full details.

¹ >99.95% availability is guaranteed when infrastructure with no single points of failure is implemented.

*Based on total cost over three years for Dynamics AX Private Cloud Managed Service for a high availability AX infrastructure for 120 system users.

Savings of £161,000+ over a 3-year contract¹

The compelling financial case for our Private Cloud Managed Service versus in-house infrastructure and resourcing

	STANDARD AVAILABILITY Infrastructure		HIGH AVAILABILITY Infrastructure	
	PRIVATE CLOUD	IN-HOUSE	PRIVATE CLOUD	IN-HOUSE
Typical costs for 120-user AX system	PRIVATE CLOUD	IN-HOUSE	PRIVATE CLOUD	IN-HOUSE
Implementation	£26,400	£25,200	£27,200	£28,800
Hardware	£0	£32,865	£0	£70,755
Software	£0	£27,515	£0	£42,880
In-House Senior Support Engineer	£0	£70,000	£0	£70,000
In-House Junior Support Engineer	£0	£0	£0	£40,000
Physical server hosting, including power	£0	£4,800 (4 servers)	£0	£7,200 (6 servers)
Private Cloud Fees	£78,888	£0	£101,700	£0
Year 1 Costs	£105,288	£160,380	£128,900	£259,635
Year 2 Costs	£78,888	£74,800	£101,700	£117,200
Year 3 Costs	£78,888	£74,800	£101,700	£117,200
TOTAL COST OVER 3 YEARS	£263,064	£309,980	£332,300	£494,035
TOTAL SAVING OVER 3 YEARS WITH PRIVATE CLOUD	£46,916		£161,735	

¹ Using high availability infrastructure with no single points of failure.

Note: Engineers' salaries (taken from www.itjobswatch.co.uk) include Benefit Package, National Insurance and Recruitment Fees.



Microsoft Partner
Gold Server Platform
Gold Data Platform
Gold Hosting

Insite Ltd.
Insite Data Centre,
Unit 21, Chapman Way,
Tunbridge Wells,
Kent TN2 3EF

www.insite-europe.co.uk
Telephone
+44 (0)1892 686 000
Email
enquiries@insite-europe.co.uk



Microsoft Partner
Gold Enterprise Resource Planning
Gold Customer Relationship Management

eBECS Limited.
Enterprise House,
The Bridge Business Centre
Beresford Way,
Chesterfield S41 9FG

www.ebecs.com
Telephone
+44 (0)8455 441 441
Email
info@www.ebecs.com

