

# From ownership to outcome

Why Network as a Service  
(NaaS) is The Fourth Utility  
your business needs



# The strategic paradigm shift

## A foreword by Steve Buhler, Lead of Insight Networking Solutions

For years, IT leaders have been tasked with perfecting the art of infrastructure ownership. We've spent our careers building, maintaining, and protecting the "pipes"—often at the expense of the very innovation we were hired to drive. But as we navigate 2026, I am seeing a profound cultural and strategic shift: the move from "owning hardware" to "consuming outcomes".

I often refer to Network as a Service (NaaS) as The Fourth Utility. In today's world, the expectation for a network is essentially the same as it is for electricity, water, and gas: it must be always there, always on, and always reliable. Just as the Industrial Revolution saw businesses divest from running their own power stations to focus on their core products, modern organisations are realising they don't need to own their networks to benefit from them.

This motion frees up capital for new investment and projects with much higher returns. At Insight, our goal is to simplify this transition through technical and financial engineering. This eBook outlines how treating your network as a utility, the Fourth Utility, frees your capital, your sustainability goals, and your talent to focus on what truly matters: your growth.



# Defining the fourth utility

Think of NaaS as “the entirety of an enterprise access network available by the slice or by the entire pie”. It is a subscription-based model that covers everything from remote one-person offices to massive data centre cores. Unlike IaaS or SaaS, NaaS is highly specific to networking functionality, delivering hardware, software, and services in a “cloud-like” motion.

Currently, this proposition features the full HPE Aruba portfolio, with Juniper capabilities joining the lineup in Q3 2026. To keep things simple, we provide Bundled SKUs that include everything required to go operational:

- **The Hardware:** Devices, power supplies, and mounting brackets.
- **The Software:** All essential licences and management tools.
- **The Support:** Hardware support and Foundation Care.
- **The Experience:** Embedded customer experience management to ensure you maximise your investment.



# Empowering your internal team

Tech talent is at a premium. Your engineers didn't join the company to manage hardware patches or cable configurations. By offloading day-to-day management to a global systems integrator like Insight, your team is liberated to focus on high-level, creative, and strategic projects.

Insight provides the Subject Matter Experts (SMEs) to manage how hardware interacts with your wider systems. By imbuing management platforms like Aruba Central and MIST with AI and Machine Learning (AIOps), we move your operations from a reactive stance to a proactive one. We catch issues through telemetry and trend analysis before they become outages.



# Resilience and financial agility

In an era where business needs change overnight—whether through a merger or a sudden shift in strategy—traditional CapEx models are too rigid. NaaS provides technical and financial flexibility that legacy models weren't designed to handle.



## Predictable Cash Flow:

Move from “lumpy” CapEx hits to a simple, monthly OpEx bill.



## Eliminating Technical Debt:

“Tech years” are like “dog years”. NaaS ensures you are always running on modern, secure, and efficient equipment.



## Mixed-Term Flexibility:

You can mix 3- or 5-year terms. For instance, you may want your Wireless (Wi-Fi/P5G) on a three-year refresh to stay current, while keeping your switching on a five-year plan.

## The NaaS Way

- ✓ Predictable monthly OpEx
- ✓ Rapid, cloud-speed scaling
- ✓ 24/7/365 “Two-in-a-Box” Support
- ✓ Always-current, patched technology



# The sustainability advantage

Sustainability is now a board-level priority, but IT Asset Disposition (ITAD) can be costly and carries security risks regarding data leakage. NaaS enables your organisation to meet sustainability goals more easily through:

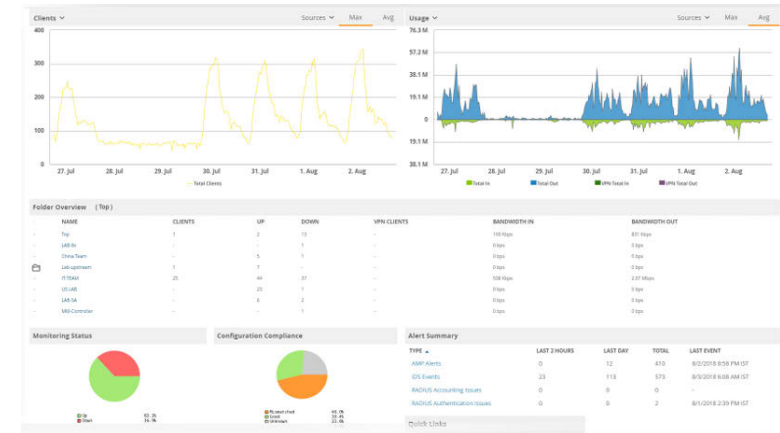
- **Circular Economy:** Effective NaaS programmes include sustainable reuse, repurposing, and proper disposal of equipment as key attributes.
- **Greener Tech:** Faster refresh lifecycles mean you are always utilising the latest, most energy-efficient hardware.
- **Waste Reduction:** By upcycling and recycling equipment through vendors like HPE Aruba Networking, organisations reduce technology debris and eliminate the need to store obsolete hardware in warehouses.



# Data-driven decisions (the VA report)

We don't expect you to take our word for it. For larger organisations, we utilise the **HPE Networking Value Advisor (VA) tool**. This isn't a sales pitch; it's a deep-dive financial engineering exercise.

Our joint team from Insight and HPE engages with your stakeholders to understand your business using your specific data points against extensive industry "data lakes". The result is a comprehensive report providing:



A full **CapEx vs. OpEx** comparison.



**ROI analysis** by capability and feature set.



Details on **Return on Invested Capital** and cash flows.



# Is your network mission-ready?

Just like a car or a boiler, your network needs a regular professional assessment to stay at peak performance. The “muscle memory” of buying and maintaining your own hardware is a legacy of the past. It is time to treat networking as the utility it has become.

## Stop building the power plant.

Just turn on the light.

## NEXT STEPS: TAKE ACTION

### 1. Book your HPE Networking Assessment

Ensure your business is “roadworthy” for the future. Our specialists will conduct an initial health check to quantify the value of moving to a NaaS model.

[Book my assessment](#)

### 2. Request a HPE Networking Value Advisor Workshop

For organisations looking for a global overhaul or a significant refresh, let us run the numbers. Get a data-driven roadmap with all the maths showing for your Board.

[Request financial analysis](#)

### 3. Speak with an expert

Whether you have one site in the UK or 700+ globally, our “Two-in-a-Box” model means you have both the OEM and Insight watching your back 24/7/365.

