



TALKING TECH

Helping your business


WHAT OUR CLIENTS SAY:

“Very quick response, followed up and solved my problem.”
- Ray
Keystone Group

“Informative, courteous and executed on schedule, thank you.”
- Nick

DID YOU KNOW?

On average, people read 10% slower from a screen than from paper!



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FROM SHANE'S DESK:



Hi there and welcome to our March 2026 newsletter.

As technology continues to evolve, more businesses are taking a practical approach to IT – focusing less on trends and more on what genuinely works. While cloud services offer great flexibility, they aren't always the right fit for every workload. That's why this month we explore why a hybrid approach is often the smarter, more balanced strategy.

You'll also find practical guidance on managing cloud and Microsoft 365 usage, along with reminders around offboarding and cost control – areas that can quietly create risk if left unchecked.

As always, our aim is to help you make informed decisions and get real value from your technology. We are always here for any questions you may have.

Shane Rajasinghe
General Manager

THE HYBRID STRATEGY

Why “Cloud only” might not be the best . . .

Since cloud computing became mainstream, promising agility, simplicity, offloaded maintenance, and scalability, the message was clear: “Move everything to the cloud.” But once the initial migration wave settled, the challenges became apparent. Some workloads thrive in the cloud, while others become slower, or more expensive. The smart strategy for 2026 is a pragmatic hybrid cloud approach.

A hybrid cloud strategy blends public cloud services like AWS, Azure, and Google Cloud with private infrastructure, whether that’s a private cloud in a co-location facility or on-premise servers. The goal isn’t to avoid the cloud, it’s to use it wisely.

This approach recognises that one size does not fit all. It gives you the flexibility to place each workload where it performs best, considering cost, performance, security, and regulatory requirements. Treating hybrid as a temporary solution is a mistake, as it is increasingly becoming the standard model for resilient operations.

The Hidden Costs of a Cloud Only Strategy

Relying on a single model can create blind spots. The cloud’s operational expense model is fantastic for variable workloads. but for predictable, steady-state applications, it can cost more over time than a capital investment in on- premise equipment. Data egress fees, the cost of moving data out of the cloud, can lead to surprise bills and create a form of “lock-in.”

Performance can also suffer. Applications that require ultra- low latency or constant, high bandwidth communication may lag if they’re forced into a cloud data centre far away. A hybrid approach lets you keep latency- sensitive workloads close to home for optimal performance.



The Strategic Benefits of a Hybrid Cloud Model

First, a hybrid cloud strategy is all about balancing resilience and flexibility. For example, during peak periods like a holiday sales rush, you can take advantage of the public cloud’s scalability and then scale back to your private infrastructure when demand drops. This approach can significantly reduce costs.

Second, hybrid cloud helps meet data sovereignty and strict compliance requirements. You can keep sensitive or regulated data on infrastructure you control while running analytics or other workloads in the cloud. This setup is often essential for healthcare, government, finance, and legal sectors, where data must remain within a specific legal jurisdiction.

The Path to a Future-Proof IT Architecture

Adopting a hybrid mindset creates a future-proof IT architecture. It reduces the risk of vendor lock-in, preserves capital, and provides a built-in safety net. The cloud landscape will keep evolving, and a hybrid foundation lets you adopt new services without a full rip-and-replace.

The goal for 2026 is intelligent placement, not blind migration. Your infrastructure should be as dynamic and strategic as your business plan, and a blended approach can make that happen.

Reach out today for help designing the hybrid cloud model that best fits your business goals.

Employee Offboarding Checklist

- **Disable network access immediately:**

Once an employee leaves, revoke primary login credentials, VPN access, and any remote desktop connections.

- **Reset passwords for shared accounts:**

This includes social media accounts, shared email boxes and workspaces.

- **Revoke cloud access:**

Remove permissions for Microsoft 365, Google Workspace, Slack, project management tools, and other platforms.

- **Reclaim all company devices:**

Have the employee return all company devices and perform secure data wipes before re-issuing.

- **Forward emails:**

For a smooth transition, forward the employee's email to their manager or replacement for 30 to 90 days, then archive or delete the mailbox.

- **Review and transfer digital assets:**

Make sure critical files aren't stored only on personal devices, and transfer ownership of cloud documents and projects.

- **Check access logs:**

Review what the employee accessed in the days before leaving. Pay attention to whether sensitive customer data was downloaded and whether it was needed for their work.

Note: If you have a great IT partner (managed support provider) they will look after all of this for you!



MANAGING CLOUD WASTE

Controlling cloud waste is not just about saving money. Every dollar you save can be reinvested in innovation, stronger security, or your team.

- ✓ Use tagging consistently to make filtering, organising, and tracking costs easier.
- ✓ Assign every resource to a project, department, and owner.
- ✓ Consider third-party cloud cost optimisation tools for deeper insights. They can automatically spot waste, recommend right-sizing actions, and consolidate data into a single dashboard if you're using multiple cloud providers.
- ✓ Automatically schedule non-production environments like development and testing to turn off during nights and weekends.
- ✓ Implement storage lifecycle policies to move old data to lower-cost archival tiers or delete it after a set period.
- ✓ Adjust the size of your servers. If the CPU is used less than 20% of the time, the server is larger than necessary, replace it with a smaller, more affordable option.

GOOD Technology	VS	BAD Technology
✓ Fast Secure Reliable Easy to use Integrated Cloud-ready Scalable Automated Supported Loved by staff		✗ Slow Vulnerable Unstable Confusing Disjointed Outdated Limiting Manual Abandoned Loathed by staff

Small changes in technology can make a big difference.
We can help with that. Get in touch.

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AVOID LICENSING WASTE WITH 365 COPILOT USAGE

- **Conduct Regular Audits:** Perform audit to measure and quantify adoption rates.
- **Analyse User Activity:** Utilise the M365 admin centre to track key usage metrics.
- **Identify Waste:** Distinguish between active users and employees who have limited or non-existent usage.
- **Optimise Licensing:** Reclaim licenses from inactive users and reallocate.
- **Formalise Requests:** Establish a formal request process for licenses, requiring employees to justify their need for the tool.
- **Continuous Review:** Treat IT budget optimisation as an ongoing process with regular usage metrics review.
- **Address Training Gaps:** Survey staff to assess their comfort level and provide targeted training.

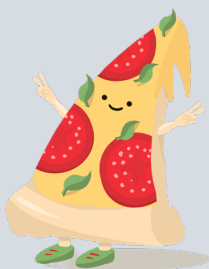
- **Boost Adoption:** Implement strategies like “lunch-and-learn” sessions or appointing “Copilot Champions.”
- **Set a Governance Policy:** Establish clear rules defining who qualifies for a license and setting expectations for usage and review cycles.
- **Plan for Renewal:** Schedule audits at least 90 days before renewal to allow time to adjust licenses counts and gain leverage in vendor negotiations.



NEED A LAUGH

Do you want to hear my pizza joke?

Never mind, it's too cheesy!



MARCH TRIVIA QUESTION

Test your knowledge!

The answer to last month's question was a) Interface Manager. Do you know the answer to the question below? The answer will be in next month's Newsletter.

Who invented the hard drive?

- a) Xerox
- b) IBM
- c) Fujitsu
- d) Hitachi



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