

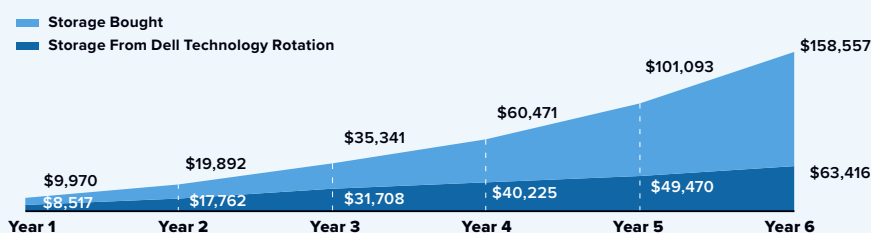


# Adopting a Technology Rotation Program from Dell Improves Operational and Cost Efficiencies for Storage

Dell storage customers interviewed are achieving a **60% savings** over six years when they use Technology Rotation for their storage needs compared to purchasing the storage

## STORAGE SAVINGS OVER SIX YEARS PER TB

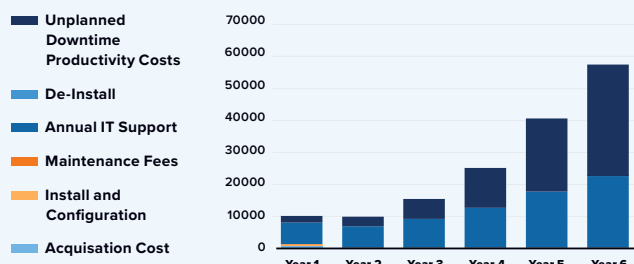
### 6-Year Running Costs per TB of Storage



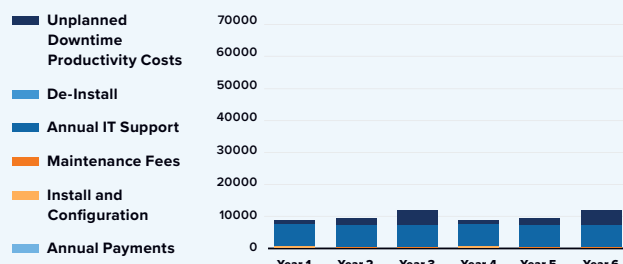
### CUSTOMER QUOTE:

“Storage is an area that continues to make sense (to stay with Dell Technology Rotation) because storage needs are difficult to forecast. (Dell Technology Rotation) gives you the flexibility to either continue using it or turn it in.”

### Scenario 1: One TB of storage over six years



### Scenario 2: Two TB of storage-each TB for three years



## Key Results

**60%** savings over 6 years

**40%** more efficient IT storage management

**81%** reduced unplanned downtime

**72,000 Kg CO<sub>2</sub>** reduced carbon footprint

### CUSTOMER QUOTE:

“Not having to deal with hardware anymore is a key benefit (of Technology Rotation). We have a couple other environments I can’t wait to get migrated over that are some of our problem children from an engineering standpoint.”

## IT Agility Impact

**50%** more efficient storage deployment

**22%** reduced staff time needed to deploy new storage

**34%** reduced staff time required to patch/update storage

## IDC's Methodology for this Study

To understand the benefits of storage refreshes and costs associated with aging storage infrastructure, IDC conducted two analyses based on interviews with study participants that inform this study:

- ▶ **A before/after analysis of costs for study participants** of their refreshed storage environments compared with continuing to operate the storage they replaced (at operational cost levels at the time of replacement) as well as an analysis of the impact in terms of additional business supported and metrics pertaining to agility and performance (“before/after storage refresh” analysis.) (For this analysis, the “before” costs are calculated at the end of storage life cycles based on the average replacement cycle for storage refreshes discussed during interviews.)
- ▶ **An analysis of projected net cash flow over six years for an organization** that refreshes its storage after three years (i.e., has two three-year storage life cycles in six years) and an organization that does not refresh its storage (i.e., buys and keeps a storage for a single six-year storage life cycle in six years) (“two three-year life cycles versus one six-year life cycle” analysis)
- ▶ **This study references results from both analyses** and uses the identifiers noted previously to indicate which analysis provides the basis for the data being discussed.



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