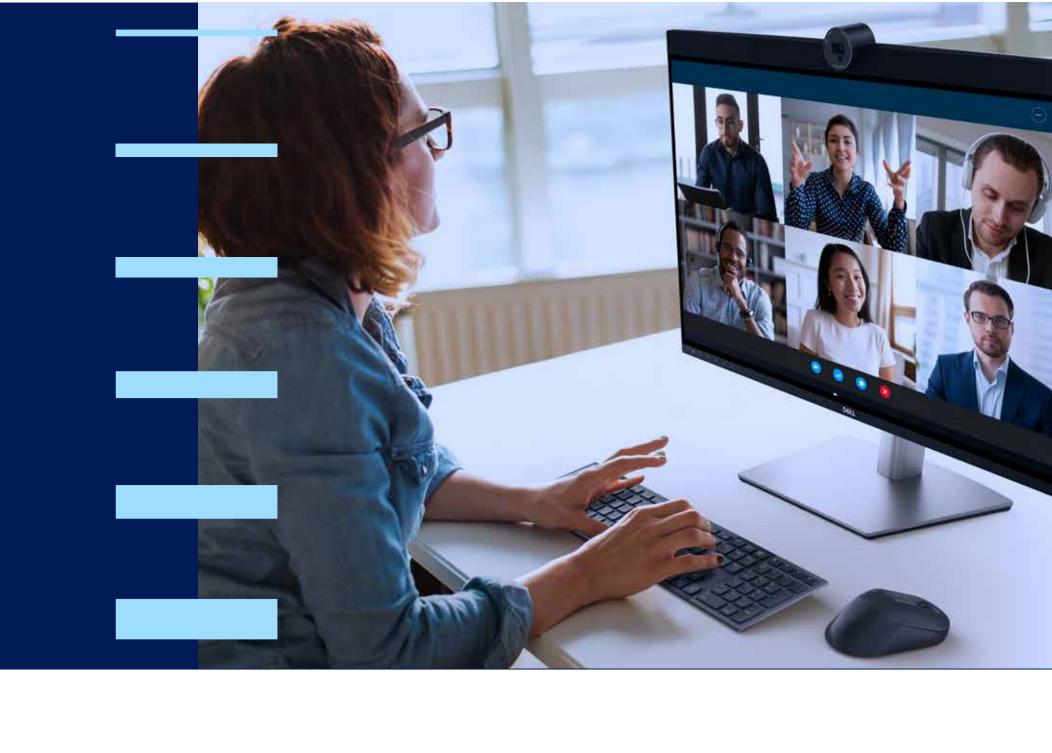
5 Key Reasons Customers Choose Dell VxRail

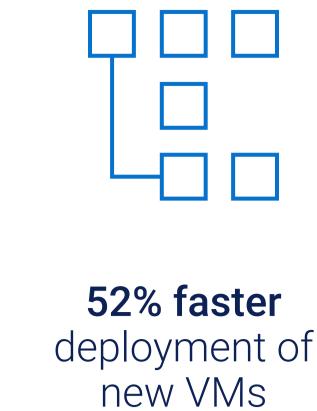
Based on the IDC Report: The Business Value of Dell VxRail

1. Improved agility and scalability





unplanned outages





new storage



In selecting VxRail, we were replacing legacy

architecture and felt that hyperconverged was the best for our applications. We have an in-house development team, and the way that HCI works gives us the most bang for the buck when it comes to

processes and services. VxRail has great

self-service features for our developers.

standardized on it at

EASIER TO SCALE AND MAINTAIN

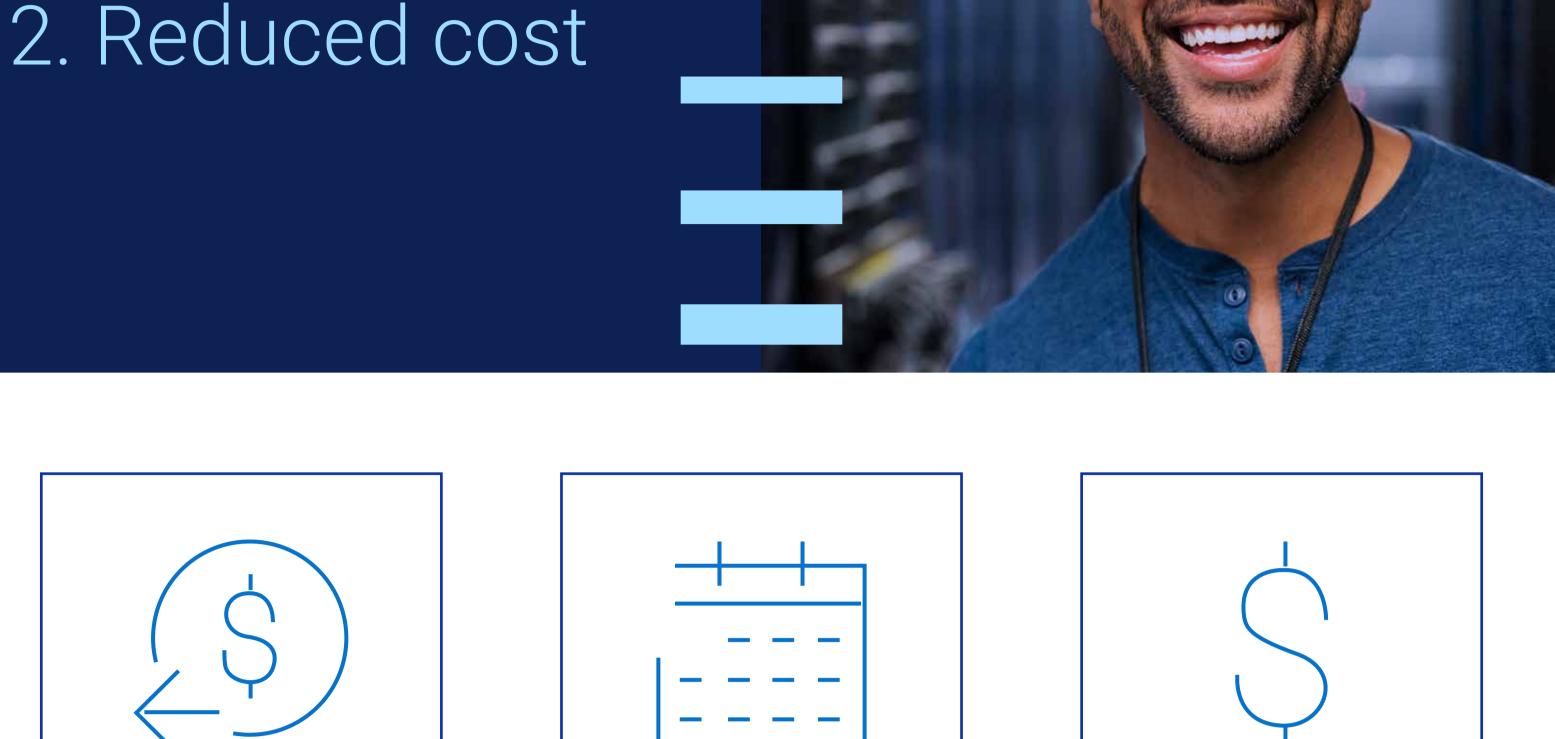
VxRail makes it easier to

scale up and out as we've

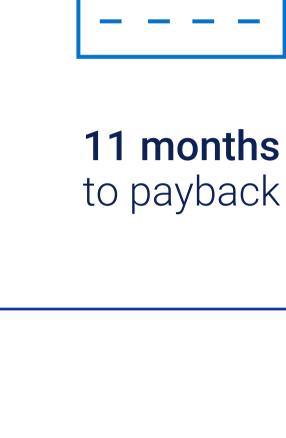
different sites that we have acquired. It has become part of our integration plan. VxRail also helps my staff save time on maintenance, even from a security perspective. I've found that it really makes the infrastructure team more enabled to run the latest updates than previously

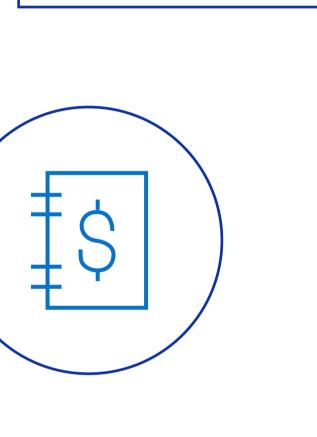
with a manual, older-style approach.











61% lower

operational costs

extremely high level of availability. In 6.5 years, we've not had a single

provided us with an

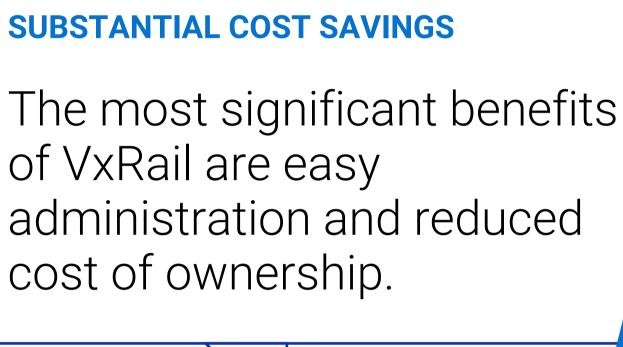
VxRail has been

LESS DOWNTIME IMPACT ON END USERS

extremely resilient and

failure in any of our clusters that took an entire cluster down.







teams



CONSOLIDATED OPERATIONS

The most beneficial

feature of Dell VxRail

an all-in-one console.

glass view. Before we had a lot of

infrastructure is that it is

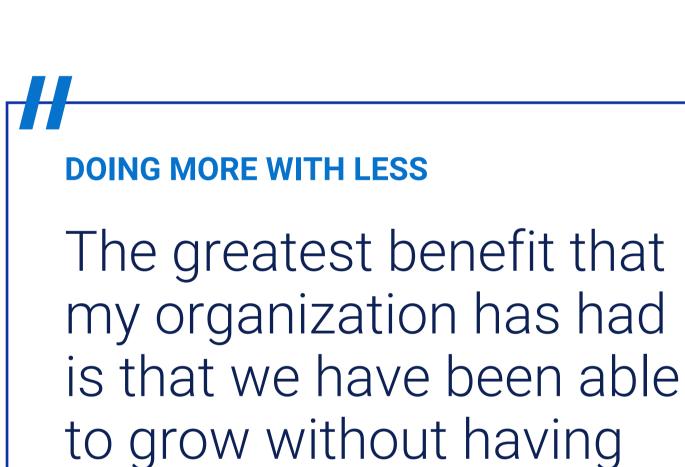
They can manage the entire infrastructure

from one console, with a single pane of

for our staff that

are managing the

DRIVE EFFICIENCY



4. Accelerated business results

to increase staff because

We had 24 clusters, and we had roughly

three engineers supporting it when I got

here. And we still have three engineers,

and we've more than tripled in size and

of standardization

provided by VxRail.

have not added support staff.



separate consoles.

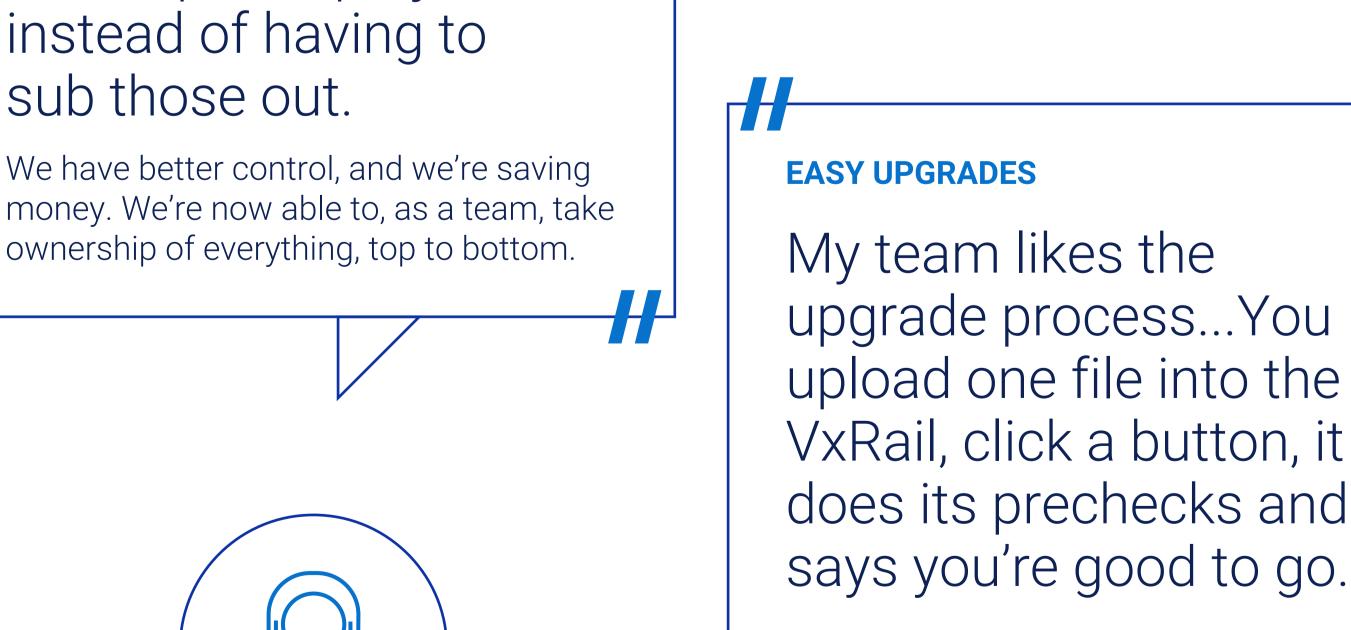
33% improvement

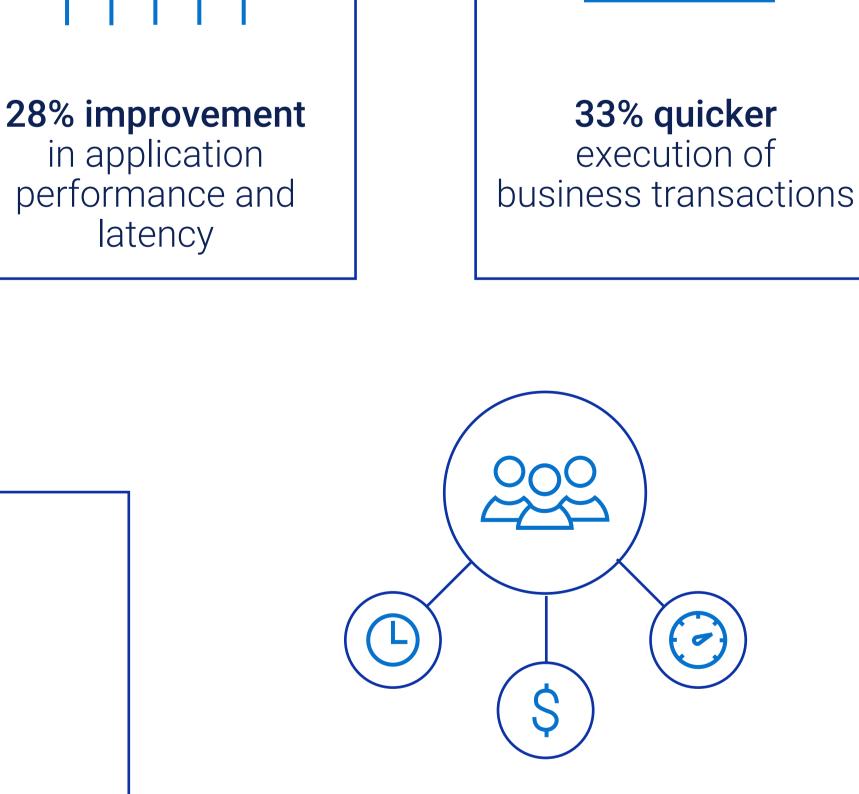
in the time to run

analytical queries

VxRail has given us back time to work on more special projects instead of having to sub those out.

INCREASED TIME TO INNOVATE

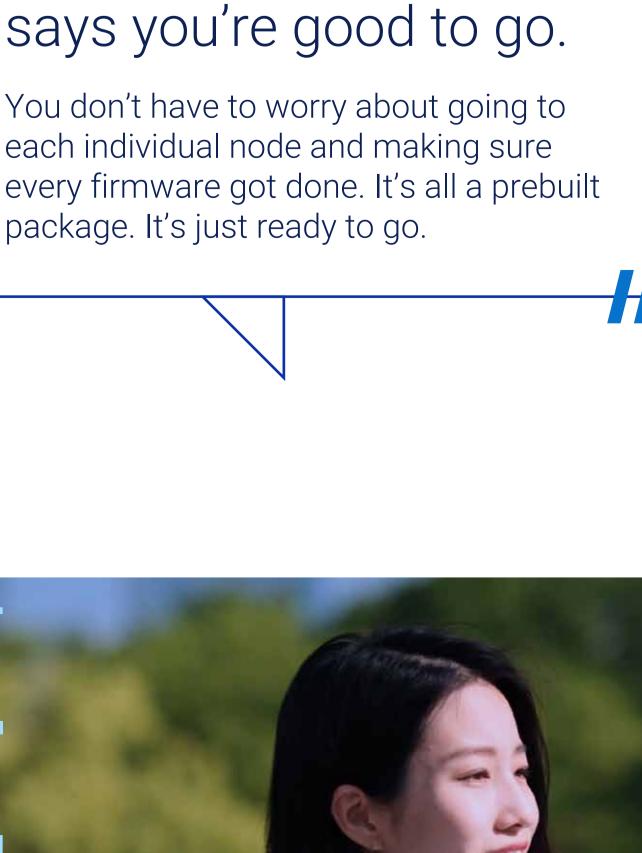




5. Sustainability in mind

reduction in

power costs



POWER SAVINGS FROM CONSOLIDATION

VxRail has allowed us

to condense our

storage unit.

23%

We went from 8-10U of rack space with our old converged infrastructure, down to 5U storing all our VxRails. That also results in less power, less consumption, and less heat.



¹IDC Business Value Whitepaper, sponsored by Dell Technologies, VMware, and Intel, "The Business Value of Dell VxRail HCI" July 2023