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A Leader's Guide:

Business Agility With Multi-Cloud Flexibility

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Business agility has long been a priority to CIOs, but today it's a key determinant of which organizations will survive in a digital and data-centered world.

With a deep understanding of business needs, Connected CIOs are assuming greater responsibilities to lead their organizations through a wildly accelerated pace of change and digital evolution. While few organizations likely anticipated the seismic, global change brought in 2020, these leaders were better equipped to pivot and adapt due to their strategic IT investments in resilient and scalable IT. Research shows that organizations that made these strategic investments early, and thus were most mature across the IT imperatives that drive success, were 3.2x more likely to be very confident in their resiliency, and also 3.2x more likely to see IT as a competitive differentiator.[1]

Beyond already being prepared for the unknown, organizations that excel across these key IT disciplines also drive 45% more revenue han less-advanced organizations, and are 2.9x more likely to exceed their customer satisfaction goals.[1]

Now, with new opportunities budding at the intersection of digital advancements and emerging technologies, leaders are finding even more efficient paths to transformation through flexible technologies and as-a-service capabilities that bring the benefits of cloud agility to every part of their organization.

Turning to the data, forward-thinking CIOs recognize hybrid cloud is integral to delivering ongoing business and customer value. Although public clouds can provide flexibility and scalability, they aren't always cost-effective, easily managed, or able to meet every workload's security, regulatory or performance needs. Relying solely on public cloud over a hybrid cloud approach puts your organization at risk of falling behind competitors who have built a more agile environment to drive innovation. However, operating a diverse cloud environment can quickly lead to complexity and frustration without a common management experience.

Multi-cloud flexibility is the key to delivering greater agility to your organization, along with greater choice, productivity and predictability, but it requires a holistic strategy.

Here are three key priorities to embrace in your cloud landscape, along with key questions to ask potential partners.

1. Leverage freedom of choice in consumption and payment

While multi-cloud is a prerequisite to business agility, multiple clouds do little good if teams don't have the flexibility to quickly move data, workloads and applications between clouds as their needs change.

Whether reacting to disruption, a new business opportunity or simply the maturity demands of a workload, your cloud resources must be able to scale up and down on-demand and in real time without requiring time-consuming, manual integrations.

By deploying your IT resources using as-a-service and flexible consumption models, like pay as you go and pay as you use, you can achieve financial efficiency while still providing the flexibility your organization requires. These consumption models allow you to pay for resources more efficiently, reducing waste while saving money on capital expenses.

Organizations that are advanced in their use of as-a-service consumption models are able to reduce their infrastructure costs by 16%.[1]

When choosing a technology partner, ensure they deliver cloud services in a way that is aligned to the financial needs of your organization, both now and in the future. Dell Technologies provides flexible payment options across our technology portfolio, including cloud, server and storage solutions, to help you achieve the best financial and technological outcomes.

Key questions to ask your partner:

- Can you offer as-a-service or pay-as-you-go consumption models?

- What value-added services are included in your fee?

- What is the cost to scale your service up or down?

2. Deliver consistency across your clouds

To maximize productivity, it's important to ensure users can consistently utilize your clouds across the entire IT landscape and lifecycle, including new operations at the edge. This means delivering a single, cohesive experience every time, no matter which cloud they use or what they're using it for. Consistency allows users to focus more on their goal for their workload and less on learning the nuances of each cloud resource in order to achieve it.

Consistency is imperative to driving efficiency, productivity and quality.

Among organizations with cloud management consistency, 90% see increased management efficiency and simplified operations and 87% accelerate time-to-market.[2]

Strategic decisions on multi-cloud consistency and workload placement across those clouds also has a direct impact on security, breaches and outages. Organizations are making smarter cloud use and workload placement decisions; recent research shows those most accelerated in flexible IT experienced 44% fewer problematic public cloud incidents.[1]

By enabling cloud management consistency across multiple clouds, you're able to reduce the number of tools and platforms it takes to manage your overall cloud infrastructure while removing management and development silos.

Dell Technologies, with its variety of cloud solutions and as-a-service APEX offerings, lets you leveragee a consistent cloud control plane to deliver a non-disruptive experience across your private, public and edge clouds. This helps eliminate silos, enable workload and application mobility, and ensure users can select the right cloud to meet their needs for scalability, throughput, capacity and computational performance.

Key questions to ask your partner:

- Can you help me centrally manage all our clouds from a single pane of glass?

- Do you provide a common set of tools we can use for all our clouds from end to end?

- Are you to help us migrate applications and workloads to their optimum platform as the demands of our business change?

3. Optimize infrastructure and workloads to drive business outcomes

IT ultimately must become more responsive to support the goals of your organization. By managing multiple clouds effectively, in combination with as-a-service capability and flexibility, you can deliver the desired, predicted and cost-effective outcomes your organization needs to move forward. A modular infrastructure enables your organization to optimally deploy, operate and scale workloads through the on-demand selection of the right environment for each application and use case. Automation can extend IT's impact by ensuring security requirements are met regardless of what users choose.

As a result, your organization can achieve business outcomes that would be impossible without a flexible cloud approach

Organizations with more mature, flexible IT are able to reduce application development cycles by ~3 business weeks **on average, and re-platform workloads** 53% faster than less-mature organizations.[1]

Flexibility is made real when you can process traditional and transformational workloads through Dell Technologies' modern and kinetic infrastructure, enabling the ability to assign the right resources for the right workload and to change dynamically as business needs change. This frees IT staff to focus on the innovative outcomes that your organization is counting on you to drive.

Key questions to ask your partner:

- Are you able to provide a modular infrastructure that allows us to dynamically assign and adapt resources as business needs change?

- Do you provide automated tasks and orchestration that enable application development alignment?

- Do you deliver intrinsic security to help keep data and workloads protected across the entire data pipeline?

Embracing multi-cloud flexibility for true agility

How quickly your organization can adapt to disruption defines how strong your business will be when you come out the other side. As a CIO, this requires the maximum amount of flexibility, choice and consistency when consuming and paying for clouds.

Dell Technologies enables you to reinvent your business and embrace a digital future with a multi-cloud strategy that is as resilient and responsive as you are.

We provide a hybrid IT approach that leverages both public clouds and modular infrastructure, so IT can better respond to and support your organization's goals, and ultimately drive them forward. With Dell Technologies at your side, you can trust that you'll have the technology expertise, end-to-end solutions, world-class services and relentless spirit to help your business be prepared for whatever comes next. We'll stop at nothing to help guide your success—and when you need us most, you know we'll be there.

Additional Resources:

[Learn more about the advantages of cloud consistency and flexibility.](#)

[Learn more about why business agility is a top CIO priority.](#)

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