

# Mid-market IT leaders using hybrid cloud outpace the competition.

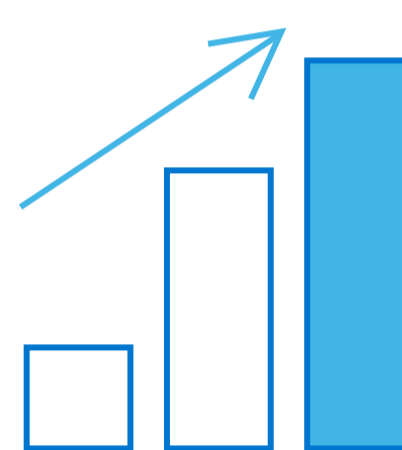
ESG analysts interviewed IT executives to better understand the relationship between hybrid cloud environments and trusted data centre leaders. In the full eBook, learn about preferred cloud consumption models and how leaders use hybrid cloud to gain the edge.

[Read the eBook >](#)

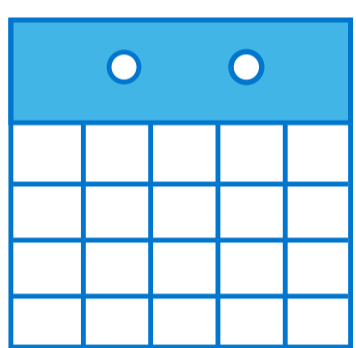
Review these survey results from trusted data centre leaders operating a hybrid cloud environment.



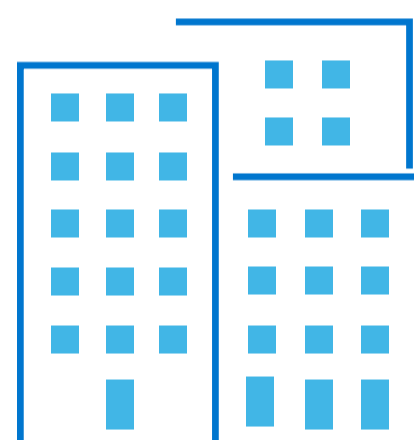
**1.8x**  
more likely to expect to increase revenue over the next 12 months<sup>1</sup>



Expect to increase revenue by **23%** over next few years<sup>1</sup>



**4.3x**  
more likely to typically launch products significantly ahead of competitors<sup>1</sup>



**2.5x**  
more likely to view their business as very strong<sup>1</sup>

## Hybrid cloud consistency. Data centre security.

ESG concludes that leaders rely on trusted data centre best practices and hybrid cloud to gain greater control over the entire connected ecosystem. Protect applications and keep your data safe as it moves across your IT environment with the #1 in Cloud IT infrastructure, Dell Technologies.<sup>2</sup>

[Read the eBook >](#)



Dell Technologies and Intel solutions

<sup>1</sup> Source: Based on ESG eBook "The Trusted Data Center and Hybrid Cloud: Best Practices and Business Results for Midmarket Organizations" commissioned by Dell Technologies and Intel Corporation, November 2019. Results are based on a survey of 1,650 midmarket IT decision makers from 9 countries and evaluating trusted data center best practices, grouping Leaders by alignment to all best practices and Laggards by alignment to three or fewer. Actual results will vary. Full report: <https://www.dell EMC.com/en-gb/midmarket-solutions/index.htm#co-brand=intel&overlay=/collaterals/unauth/analyst-reports/solutions/is2003g0006-005-ebook-dell-emc-trusted-data-center-cloud-solution.pdf>

<sup>2</sup> IDC WW Quarterly Cloud IT Infrastructure Tracker, Q2 2019, September 2019, Vendor Revenue.

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