

DATA CENTER STRATEGY SERVICE

ESSENTIALS

- Align your data center strategy with your business and technology objectives
- Develop strategic alternatives that suit your financial requirements and reflect current and desired infrastructure and facilities
- Leverage modern facilities and capabilities of colocation service providers
- Create roadmap for implementing recommended strategic alternative

Business Challenge

In today's fast-paced digital business era, many organizations face challenges to align their data centers with their business objectives and multi-cloud architecture. Growing multi-cloud adoption means that web connectivity is now as important as connecting enterprise applications and facilities. Mergers and acquisitions have left many businesses with too many data centers—complicating their finances and resiliency strategies. Aging facilities and infrastructure impeded data center optimization. Insufficient power and cooling as well as network capacity and latency concerns pose additional challenges.

Service Description

The Dell Technologies Data Center Strategy service jumpstarts your data center transformation so that you can quickly realize cost and agility benefits from a data center strategy that's aligned with your business goals and technology objectives. Our thorough, proven approach assures a robust data center strategy for your organization:

Engage Stakeholders. Dell Technologies works with you to identify and engage key IT and business stakeholders to gain their perspective on the strategic and financial objectives and constraints for your data center strategy.

Analyze Data. Dell Technologies assesses your “as-is” current state IT infrastructure, facilities and financials, including a comprehensive analysis of your compute, storage, and network infrastructure.

Evaluate Alternatives. Our experts identify gaps to your desired state and develop alternatives to the current state, including the number, size, type and purpose of data centers, colocation options, pro-con analysis, potential cost savings, as well as impacts and risks.

Develop Roadmap. Dell Technologies uses the review of alternatives, high-level comparison model and your objectives, including business requirements, planned initiatives, growth and budget, to develop a “to-be” future state recommendation and roadmap to achieve this recommended state.

Dell Technologies data center strategy approach

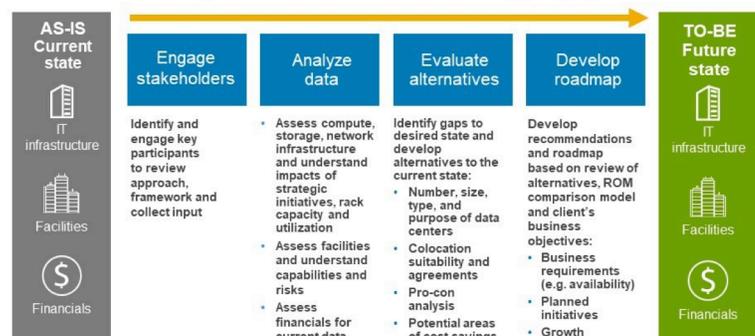


Figure 1. Our approach

Figure 2 illustrates a high-level comparison for a particular client engagement between their current “as-is” data center state and the recommended “to-be” future state. In this example, the client had a wide range of both on-premises and colocation data centers as result of mergers and acquisitions. In addition to obvious cost concerns, this also posed difficulties for a proper recovery strategy. The Dell Technologies Consulting Services recommendation simplified the environment, which reduced operational costs and clarified the enterprise recovery approach. Our consultants also provided a wealth of supporting infrastructure, financial and colocation provider analysis to substantiate the recommendation, as well as short-term and multi-year roadmaps to achieve the future state.

Client example: strategic recommendation summary

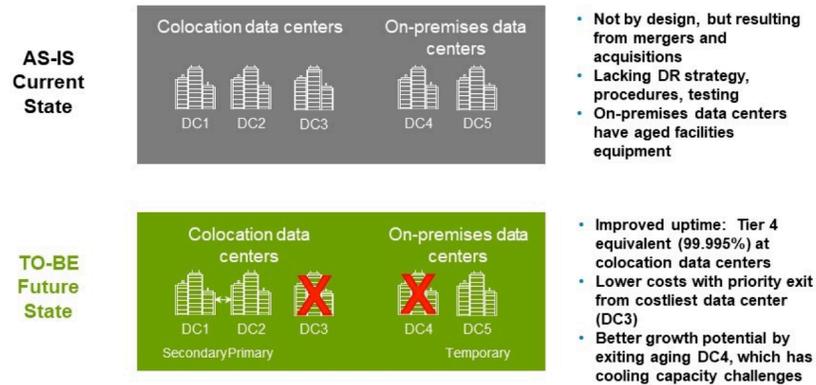


Figure 2. Recommended example client “to-be” future state

Summary of Benefits

With a data center strategy that’s aligned with the objectives outlined by your key business stakeholders, and backed by a thorough understanding of your current data center capabilities and a deep analysis of the most logical alternatives, you’ll have confidence you need to execute on your strategy. You can make investment decisions knowing that they will move you closer to your business objectives, and at a predictable and measured pace that fits your budgetary requirements and operational capabilities. You’ll also achieve a more reliable and streamlined data center environment that can simplify recovery practices as well as ongoing operations.

Partnering with Dell Technologies Consulting Services accelerates the realization of your data center strategy. Our experienced consultants have deep expertise in the key application and infrastructure technologies of today’s multi-cloud era, so they can advise you on the best ways to incorporate the cost and efficiency advantages of these technologies into your data center strategy. You’ll also gain the benefit of working with experienced consultants who have delivered similar data center strategies for clients in a range of industries, and who have a keen understanding of data center economics, business cases and capabilities of colocation service providers. You’ll also gain from the extensive experience of Dell Technologies Consulting with large-scale IT transformation programs for clients around the world.



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