

Counting on storage as-a-service for unpredictable workloads

World Wide Technology chose highly scalable and elastic Dell APEX Data Storage Services to simplify provisioning and reduce costs.



Business needs

To support WWT’s go-to-market teams and deliver innovative systems and services to customers, the systems integrator often overprovisioned its own storage resources. WWT needed an agile, cost-effective, as-a-service solution that offers the precise storage it requires in an on-demand model.

Business results

- 25% cost savings compared to traditional CapEx storage acquisition model.
- Enables proper initial sizing of storage solutions, eliminating overbuying.
- Allows capacity utilization to be increased or decreased on-demand.
- Removes the burden and costs associated with infrastructure maintenance.
- Relies on Dell Technologies to proactively handle any issues that arise.
- Easily coexists with traditional storage purchased under a CapEx model.

Customer profile



Information Technology | United States



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Director of Infrastructure Engineering
World Wide Technology

Solutions at a glance

- [Dell APEX Data Storage Services](#)

World Wide Technology (WWT) is a leading global provider that delivers IT services to accelerate business transformation for large public and private organizations. Through its unique collaborative ecosystem, WWT works closely with customers and partners to conceptualize, test and validate innovative technology solutions and deploy them at scale. The company has more than 8,000 employees in 55 locations worldwide.

The company's IT infrastructure helps WWT address a host of business needs, from driving digital platforms to resolving supply-chain issues. IT has always been tightly aligned with the company's successful go-to-market strategies.

To gain a competitive advantage and innovate, WWT has invested in digitizing and transforming its business, often through cloud platforms and SaaS models. A key component is Dell APEX Data Storage Services.

"Previously, we were heavily committed to a CapEx model," says Jason Kayser, director of infrastructure engineering at WWT. "That model proved difficult to plan for future requirements. To stay ahead of our customer requirements, we were forced to overprovision our storage environments by two to three times. With its OpEx cost model, Dell APEX Data Storage Services allows our teams to provision and pay for storage as we need it, even for IT services that see the most rapid growth."

Managing unpredictability

WWT counts on Dell APEX Data Storage Services to eliminate much of the time and expense involved in maintaining and managing its data center environment.

"Three years after our initial storage purchase, the maintenance could potentially cost as much as we had originally spent on a storage platform," Kayser remarks. "Dell APEX Data Storage Services enables us to avoid owning legacy equipment that we have to replace on a three or five-year cycle."

The Dell APEX OpEx model eliminates dealing with budget approvals, negotiating with vendors, sizing purchases and the logistics involved in moving equipment in and out. It also ensures peace of mind in knowing that additional capacity is always available to meet changing business requirements.



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Gaining long-term business value

Dell APEX Data Storage Services also allows WWT's engineers to manage from the intuitive Dell APEX Console, streamlining maintenance and administrative tasks so team members can deliver greater business value. At the same time, Dell Technologies proactively handles any support issues that might arise, addressing them before they become problems.



"Rather than buying storage that simply sits there in perpetuity, Dell APEX Data Storage Services lets us both 'burst' and reclaim storage and pay only for what we use," relates Kayser. "The cost and architectural flexibility has been phenomenal."

Adds Martin Scheuring, manager of infrastructure services at World Wide Technology, "The solution is ideal not only for some of our highest-performing workloads where it's difficult to predict capacity needs, but it also allows us to easily support projects with short-term storage needs, such as test/dev data refreshes."

Balancing workload priorities

One of the advantages of Dell APEX Data Storage Services is that it can easily coexist with traditional storage implementations. For applications with predictable requirements, traditional on-prem storage may be a better fit for WWT's highly skilled IT team to manage and maintain intuitively and cost-effectively.

But for other applications, the scalability, elasticity and high availability of Dell APEX Data Storage Services is a better solution.

"Dell Technologies enables us to efficiently and cost-effectively leverage this hybrid model," Scheuring notes.



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“We investigated the total cost of ownership and determined that we’ll save around 25% over three years using Dell APEX Data Storage Services, compared to similar storage purchased under a traditional CapEx model,” Kayser comments.

He concludes, “Our goal in IT is to be trusted partners for the business and our customers. Dell APEX Data Storage Services helps us deliver the right capacity, performance and reliability to keep our business running 24x7.”

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