Interviewed organizations demonstrated great value from deploying Dell VxRail HCI as cost-effective, reliable, high-performing infrastructure for mission critical applications. Through less unplanned downtime, greater staff productivity, and IT cost savings, organizations achieved over $4.5 million per year in business related benefits, resulting in a 5-year ROI of 463%.

### Key Results

- **$54,000** average annual benefit per Dell VxRail Node
- **463%** 5-year ROI
- **11 months** payback period

**CUSTOMER QUOTE:**
“Our CTO wanted a fully modernized, first-class, data center. That is why we started looking at Dell VxRail HCI. It has a great foundation, and it was a good solution to get my organization out of the physical hardware world and into the virtualization world.”

### 5-Year Cost of Operations

(Per organization, 5 years)

- Before Dell VxRail HCI: $15,631,589
  - Cost of unplanned downtime: $6,397,652
  - Cost of IT staff time (infrastructure Management): $4,261,029
  - Cost of hardware: $4,972,908
- With Dell VxRail HCI: $6,124,170
  - Cost of unplanned downtime: $6,154,902
  - Cost of IT staff time (infrastructure Management): $4,071,709
  - Cost of hardware: $397,559

**CUSTOMER QUOTE:**
“The most beneficial feature of Dell VxRail for our staff that are managing the infrastructure is that it is an all-in-one console. They can manage the entire infrastructure from one console, with a single pane of glass view. Before we had a lot of separate consoles.”

### Infrastructure KPIs

- **61%** lower total 5-year cost of operations
- **61%** more efficient IT Infrastructure Management Teams
- **43%** more efficient Security Teams
- **23%** reduction in power costs

### Business Operations Benefits

**Agility**
- 79% faster deployment of new servers
- 54% faster deployment of new storage
- 52% faster deployment of new VMs

**Risk**
- 68% less unplanned outages per year
- 81% quicker to resolve unplanned outages
- 67% less planned outages per year

**Performance**
- 33% quicker execution of business transactions
- 33% improvement in the time to run analytical queries
- 28% improvement in application performance and latency