The Business Value of Dell EMC VxBlock Converged Infrastructure

Interviewed Dell Technologies customers reported achieving strong value by running many of their most business-critical workloads on VxBlock. They linked this value to cost and staff efficiencies, improved agility and performance, and improved business results.

**KEY RESULTS**

- **45%** lower 5-year cost of operations
- **506%** 5-year ROI
- **128%** more new application features delivered per year
- **11 months** to payback

*CUSTOMER QUOTE:*

“The most significant benefits for us of Dell EMC VxBlock are flexibility and agility. We’re able to move quickly and adapt and modify as we need. . . We are now able to bring products faster to market. . . We think it’s going to have a huge bottom-line effect in the coming years.”

**Cost of Operations Benefits**

<table>
<thead>
<tr>
<th></th>
<th>Previous / other environment</th>
<th>With Dell EMC VxBlock</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unplanned downtime</td>
<td>$29,000</td>
<td>$6,000</td>
</tr>
<tr>
<td>IT staff time</td>
<td>$36,200</td>
<td>$21,100</td>
</tr>
<tr>
<td>IT infrastructure</td>
<td>$56,000</td>
<td>$41,900</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$121,100</td>
<td><strong>$96,900</strong></td>
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- **45% lower**

**IT Staff Efficiencies**

- **49%** increased IT team productivity, including:
  - **39%** more efficient deployment
  - **42%** more efficient infrastructure management
  - **34%** more efficient application management
  - **18%** more efficient security and backup administrator teams

**Benefits in Terms of:**

- **PERFORMANCE BENEFITS**
  - **86%** less unplanned downtime
  - **26%** faster analytical queries

- **AGILITY BENEFITS**
  - **66%** faster to deploy new storage
  - **47%** faster to deploy new VMs

- **DEVELOPMENT BENEFITS**
  - **15%** more productive
  - **20%** faster development, new applications

- **BUSINESS BENEFITS**
  - **$22.07 million** per organization per year, higher revenue
  - **$9.29 million** per organization per year, revenue loss avoided

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