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**

- **$121,100**
- **$29,000**
- **$36,200**
- **$56,000**

Previous / Other Environment

- **$121,100**
  - **$29,000** Cost of unplanned downtime (lost productivity)
  - **$36,200** Cost of IT staff time (deployment, management)
  - **$56,000** IT infrastructure costs

With Dell EMC VxBlock

- **$67,000**
- **$21,100**
- **$41,900**

- **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