



# The Business Value of Dell Technologies APEX Infrastructure Solutions

IDC’s research demonstrates the value of using Dell Technologies APEX solutions, i.e. Dell Technologies as-a-Service hyperconverged, storage, and data protection solutions that use Intel hardware, to run and support their business operations. Study participants reported **optimizing IT costs, freeing up IT staff time, and gaining in agility, reliability, and performance.**

## KEY RESULTS



**34%**  
reduction in buffer capacity required



**39%**  
lower 3-year cost of operations



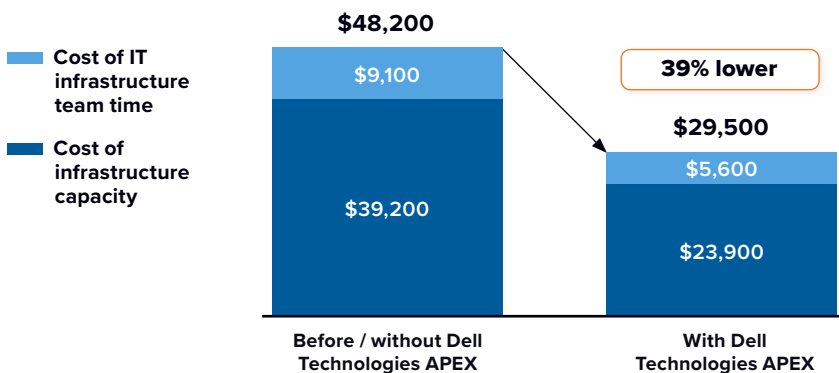
**33%**  
faster to prepare IT for business extensions

### CUSTOMER QUOTE:

“The biggest thing with Dell Technologies APEX for storage is that we’re actually able to use what we need instead of over-consuming in resources and spending money that we didn’t need to spend, as we had in the past.”

## Cost of Operations Benefits

### 3-YEAR COST OF OPERATIONS PER 100 USERS



**39% lower** infrastructure costs

**38% more** efficient IT infrastructure teams

**53% less time** decommissioning hardware

**43% less time** patching

**54% more** efficient helpdesk

## Benefits in Terms of:

### AGILITY BENEFITS

**60% faster** to deploy new IT resources

**64% less staff time** to deploy new IT resources

### DEVELOPMENT BENEFITS

**11% more** productive to deliver more value to business

**12% faster** development lifecycle

### BUSINESS OPERATIONS

**\$7.66M higher** revenue per organization per year

**88% less** unplanned downtime