

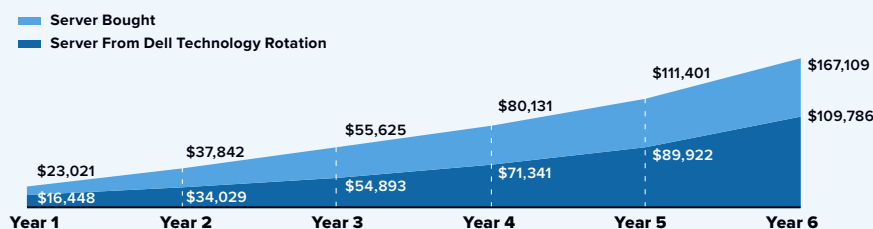


Adopting a Technology Rotation Program from Dell Improves Operational and Cost Efficiencies for Servers

Dell server customers interviewed are achieving a **34% savings** over six years when they use Technology Rotation for their server needs compared to purchasing servers.

SERVER SAVINGS OVER SIX YEARS

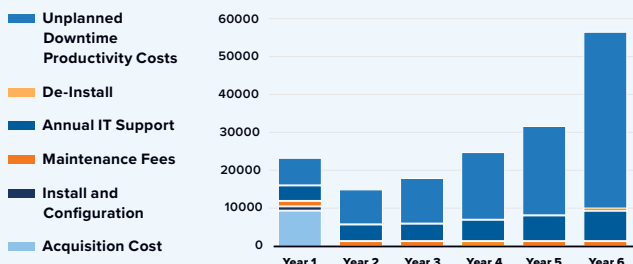
6-Year Running Costs per Server



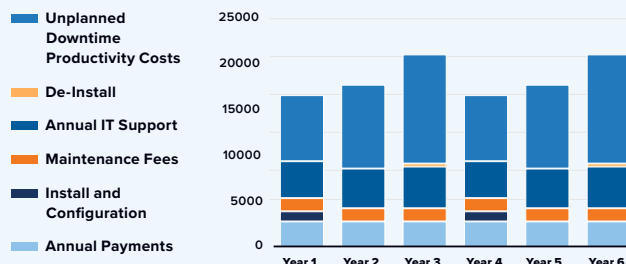
CUSTOMER QUOTE:

“ (Dell Technology Rotation has) been exactly as promised, and there’s never been a hitch with it. If it were up to me, I would (use Dell Technology Rotation) more. ”

Scenario 1: One server over six years



Scenario 2: Two servers — each three years



Key Results

34% savings over 6 years

22% more efficient IT server management

51% reduced unplanned downtime

534,000 Kg CO₂ reduced carbon footprint

CUSTOMER QUOTE:

“ Technology Rotation reduces our capital expenses and now we are able to focus our money on areas that have an ROI associated with them... ”

Server Savings Over Six Years

72% reduced staff time needed to decommission server

46% more efficient server deployment

52% reduced staff time required to patch/update servers

IDC's Methodology for this Study

To understand the benefits of server refreshes and costs associated with aging server infrastructure, IDC conducted two analyses based on interviews with study participants that inform this study:

- ▶ **A before/after analysis of costs for study participants** of their refreshed server environments compared with continuing to operate the servers they replaced (at operational cost levels at the time of replacement) as well as an analysis of the impact in terms of additional business supported and metrics pertaining to agility and performance (“before/after server refresh” analysis.) (For this analysis, the “before” costs are calculated at the end of server life cycles based on the average replacement cycle for server refreshes discussed during interviews.)
- ▶ **An analysis of projected net cash flow over six years** for an organization that refreshes its servers after three years (i.e., has two three-year server life cycles in six years) and an organization that does not refresh its servers (i.e., buys and keeps a server for a single six-year server life cycle in six years) (“two three-year life cycles versus one six-year life cycle” analysis.)
- ▶ **This study references results from both analyses** and uses the identifiers noted previously to indicate which analysis provides the basis for the data being discussed.



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