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.

### 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.