

# Executive Summary:

## The Business Value of Dell Technologies APEX Pay-Per-Use Solutions



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Digital transformation (DX) continues to bring about significant organizational, process, and technological changes. These changes are leading to massive shifts in how businesses operate and create value and how employees, customers, and stakeholders implement them.

The goals of digital transformation continue to be to simplify complex IT environments, improve operational agility, and align budgets with growth priorities. However, when asked, business leaders say they are not satisfied with the pace of business outcomes, inhibited by IT complexity, technical debt, skill shortages, and outdated (and siloed) architectural approaches. IDC's research finds that 69% of IT leaders worldwide are very or extremely concerned about the growing amount of technology investments required to remain competitive. In other words, IT leaders remain cautiously optimistic about the resiliency of their organization but acknowledge the ever-increasing burden on technology investments required to maintain that resiliency.

### Organizations want to achieve the following:

#### The delivery of a simplified multicloud experience:

Recently, IT organizations piloted a multicloud strategy with mixed results. Investments included unification of control and management planes, flexibility in application deployments, and more control over data placement. The next phase focuses on simplifying and automating the hybrid cloud operating model.

### Business Value Highlights

- ↓ **35%** lower three-year cost of operations
- ↑ **194%** three-year ROI
- ↓ **27%** lower cost of infrastructure
- ↑ **50%** overall IT staff efficiencies
- ↑ **60%** faster to deploy new hyperconverged/server capacity
- ↑ **16%** higher developer productivity
- ↓ **91%** less unplanned downtime
- ↑ **\$9.21 million** higher revenue per organization per year

**The derisking of data mobility:**

Digital transformation introduced several data logistics challenges, including the ability to secure data assets across multiple locations, adherence to data governance requirements due to newly introduced laws and regulations, and the ability to secure assets from an increased threat of cyberattacks.

**The delivery of IT on demand:**

Armed with next-generation tools and service capabilities, IT can now be a translation layer through which the business gains scalable, steady, operational-friendly, and on-demand IT services.

It is against this backdrop that the importance of multicloud will play a key role in IT transformation and modernization strategies. To implement these transformation and modernization strategies, 63.7% of enterprises will commit resources, skills, and development efforts across one or more clouds to address infrastructure, data, and application needs (source: IDC's *Future Enterprise Resiliency and Spending [FERS] Survey, Wave 5*, June 2022). Leveraging multicloud infrastructure is and will continue to be a critical deployment model for years to come, and it is essential that enterprises build a defined strategy across all deployment models to ensure that IT teams can extract maximum value from technology investments while effectively managing cost.

IDC interviewed organizations using Dell Technologies APEX Pay-Per-Use solutions, to assess their impact on server/hyperconverged, storage, and data protection capacity. Study participants consistently reported establishing a more cost-effective, efficient, and agile IT infrastructure to support their business operations with Dell Technologies APEX.

**IDC's analysis of these organizations' experiences demonstrates the significant value they are achieving, which IDC values at \$4.98 million per organization per year, driven by the following benefits:**

- **Reducing IT infrastructure costs** by minimizing overprovisioning for buffer capacity and having the ability to scale infrastructure capacity up and down as needed to meet current business requirements, with study participants realizing average infrastructure cost savings of 27%
- **Saving IT staff time** by establishing more consolidated IT environments and leveraging new functionalities of newer and upgraded infrastructure solutions, with study participants benefiting from 50% more efficient IT infrastructure teams

- **Improving the ability of development teams** to deliver timely and impactful new functionality to users and customers through enhanced agility and scalability, reflected in 60% faster-than-average delivery of new compute resources
- **Providing a more robust infrastructure environment** that creates fewer business interruptions through outages and therefore exerts lower costs in terms of lost productivity and revenue, with average decreases in impactful unplanned outages of 91%
- **Empowering business gains** by better addressing customer demand and ensuring a better customer experience, as evidenced by average annual revenue gains of \$9.21 million per organization

[Read the full white paper](#)