The Total Economic Impact™ Of Dell Premier Solutions

Through customer interviews, surveys, and data aggregation, Forrester concluded that Dell Premier Solutions has the following four-year financial impact.

**SUMMARY OF BENEFITS**

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Four-year risk-adjusted</th>
</tr>
</thead>
<tbody>
<tr>
<td>Procurement team efficiency</td>
<td>$879K</td>
</tr>
<tr>
<td>Device configuration savings</td>
<td>$158K</td>
</tr>
<tr>
<td>Device cost savings</td>
<td>$726K</td>
</tr>
<tr>
<td>Employee productivity*</td>
<td>$2.48M</td>
</tr>
</tbody>
</table>

*This benefit was not included in the ROI analysis because many companies consider it a soft savings. Nonetheless, it is a potentially large benefit that Forrester quantified.

**DELL PREMIER SOLUTIONS BY THE NUMBERS**

- **Procurement team effort** associated with IT hardware purchasing reduced by 15%
- **Saved 1,875 hours** in time spent on device configuration annually
- **Reduced purchase cost per device by $68** due to product standardization

**FINANCIAL SUMMARY**

- **ROI**: 297%
- **NPV**: $1.32M
- **PAYBACK**: <6 months

With Dell Premier, we were able to decentralize electronic buying. The procurement team doesn’t have to be involved in day-to-day purchases which means we didn’t have to add headcount.

Strategic purchasing manager, higher education

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This document is an abridged version of a case study commissioned by Dell Technologies & Intel titled: The Total Economic Impact Of Dell Premier Solutions, August 2021.