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**

Four-year risk-adjusted

- **Procurement team efficiency** $879K
- **Device configuration savings** $158K
- **Device cost savings** $726K
- **Employee productivity** $2.48M

*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.*

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