

Carahsoft Helps Federal Customers with Secure, Flexible, Cloud Solutions

Carahsoft's public sector and federal customers get secure, hybrid cloud, flexible consumption technology with Dell Technologies APEX Flex on Demand.**



Business needs

As a leading distributor of government IT solutions, Carahsoft understands the unique requirements of solution providers and the federal customers it serves. By leveraging Dell Technologies APEX Flex on Demand, Carahsoft delivers technology solutions that meet multiple needs including security, agility, and hybrid cloud via a flexible consumption model.

Business results

- Enables low upfront costs with extra capacity on-demand
- Boosts business productivity
- Simplifies operations without incremental maintenance costs
- Provides agility and flexibility to tailor the technology stack
- Offers a consumption-based financial model
- Enables simple and fast implementation
- Gives customers more financial control

Customer profile

carahsoft®

Government/Federal | United States



“It’s easy to see the IT future when partnering with Dell Technologies. Hybrid cloud and flexible consumption; that’s what our customers want and need.”

Erica Raymond

Director of Sales at Carahsoft Technology

Solutions at a glance

- [APEX Flex on Demand](#)

Carahsoft Technology Corp. (Carahsoft) understands government IT needs, such as egress and ingress fees, cost terms, procurement challenges and federal funding. By strategically partnering with innovative companies like Dell Technologies, Carahsoft can deliver the right IT solutions to its value-added resellers who deliver them to federal customers. Government-specific technology solutions blend a budget-friendly, flexible consumption financial model with secure, hybrid cloud infrastructure, helping to propel customers forward.

Based in Reston, Virginia, and founded in 2004, Carahsoft is a Dell Technologies distributor that helps channel partners with government IT solutions. Through Carahsoft's value-added resellers, Dell Technologies and APEX Flex on Demand are supporting public sector organizations across federal, state and local government agencies as well as education and healthcare markets. Carahsoft packages the entire solution and support is delivered through 2,000 Carahsoft professionals and a network of resellers, system integrators and consultants working together to provide industry-leading IT solutions.

Dell Technologies APEX Flex on Demand solution is an ideal fit for many of Carahsoft's federal customers. It offers a flexible consumption operating expense (OpEx) financial model within a secure, hybrid-cloud infrastructure that provides much-needed agility, simplicity and control to the government sector.

Delivering "cloud-right"

Today, around 90% of Carahsoft's government customers are using a cloud service provider. While most agencies have a cloud-first IT policy, they cannot sacrifice the flexibility and security trade-offs that are common in cloud-first approaches. Carahsoft uses Dell Technologies APEX Flex on Demand solution with federal customers to meet these competing needs.

Carahsoft solution is "cloud-right" and is the hybrid cloud model ideally suited to federal organizations' needs. Working in tandem with cloud service providers, government agencies can utilize APEX for on-premise private cloud, providing extremely secure, onsite infrastructure for mission-critical or highly sensitive applications.



"Cloud-right", provided by Carahsoft and Dell Technologies APEX Flex on Demand, is the ideal technology solution for federal agencies."

Patrick Spinosa

Civilian Team Lead at Carahsoft

Stronger together

The collaboration between Carahsoft, its network of solution provider partners and channel partners alongside Dell Technologies work together to serve a host of government agencies. It is built upon delivering customer-centric solutions that help to improve business outcomes.

“Carahsoft is bringing an innovative hybrid-cloud approach to federal agencies thanks to Dell Technologies’ innovation and, in large part, the unique design and benefits of APEX Flex on Demand. Our customers love Dell and together we are helping elevate government agency outcomes with purpose-built IT solutions,” says Spinosa.



“Based on the specific needs of our federal customers, we discuss the hybrid cloud model. APEX Flex on Demand fills a unique gap. It’s extremely secure, it’s onsite, and it is a cloud offering, delivering exactly what our customers want and need,” shares Patrick Spinosa, Civilian Team Lead at Carahsoft.

APEX provides more financial control

Government agencies must manage within strict budgetary constraints. APEX Flex on Demand offers a very low upfront cost through an OpEx financial model so that federal customers can reallocate their capital expense (CapEx) budgets for other innovations.

Operationally, APEX customers only pay for the capacity used. When additional capacity is needed, customers can quickly scale up or down. Financial charges for usage above 85% of APEX’s deployed capacity are waived – a feature unmatched in the market. By using an on-demand model, customers save money, know the IT costs and, as a result, can more effectively plan and control financial spending.

“Our customers tell us, ‘We want to use Dell. We’re familiar with Dell. We love Dell. How do we do this better?’ We provide the APEX Flex on Demand private cloud offering and that allows customers to cost-save and drive incremental innovation,” states Erica Raymond, Director of Sales at Carahsoft Technology.



“APEX Flex on Demand fills a unique gap. It’s extremely secure, it’s onsite, and it’s a cloud offering, delivering exactly what our customers require.”

Patrick Spinosa

Civilian Team Lead at Carahsoft



“Our customers love Dell and APEX Flex on Demand. We are helping elevate government agency outcomes with purpose-built IT solutions.”

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Simple, flexible operations boost productivity

With APEX Flex on Demand, federal customers gain a simpler way to manage IT. That’s because Dell Technologies manages and supports the infrastructure and solution, so there are no incremental maintenance costs to customers.

In addition, on-demand resources are allocated on an as-needed basis, so customers can immediately deploy additional capabilities. “We have several federal healthcare agencies utilizing the APEX Flex on Demand model. In one example, paper records are being digitized. By aligning with Dell Technologies, we are creating a new way to share the data efficiently while saving costs, ultimately improving patient outcomes. As a result, our customers are very excited about it; they can spin up resources at the push of a button,” shares Raymond.

For federal customers, flexibility is also an essential requirement. Customers want to customize their technology stack configuration and adjust it as necessary. With APEX Flex on Demand, customers can have different technology stacks, solutions or vendors due to the agile configuration and flexible consumption model. “Our customers don’t want out-of-the-box IT solutions; they need tailored configurations. With APEX’s agility and flexibility, we see a productivity boost with our government customers,” observes Spinosa.