



# The Business Value of Dell EMC VxBlock Converged Infrastructure

Interviewed Dell Technologies customers reported achieving strong value by running many of their most business-critical workloads on VxBlock. They linked this value to cost and staff efficiencies, improved agility and performance, and improved business results.

## KEY RESULTS



**45%**  
lower 5-year cost of operations



**506%**  
5-year ROI



**128%**  
more new application features delivered per year

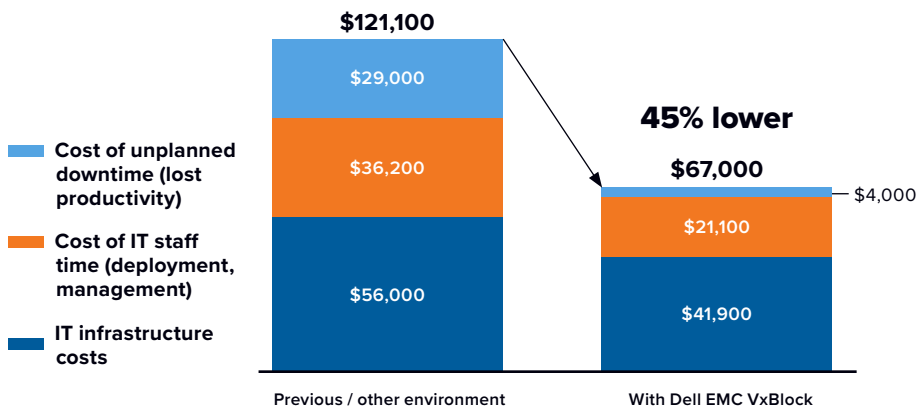


**11 months**  
to payback

### CUSTOMER QUOTE:

“The most significant benefits for us of Dell EMC VxBlock are flexibility and agility. We’re able to move quickly and adapt and modify as we need. . . We are now able to bring products faster to market. . . We think it’s going to have a huge bottom-line effect in the coming years.”

## Cost of Operations Benefits



## IT Staff Efficiencies

- 49% increased** IT team productivity, including:
- 39% more efficient** deployment
- 42% more efficient** infrastructure management
- 34% more efficient** application management
- 18% more efficient** security and backup administrator teams

## Benefits in Terms of:



### PERFORMANCE BENEFITS

**86% less** unplanned downtime  
**26% faster** analytical queries



### AGILITY BENEFITS

**66% faster** to deploy new storage  
**47% faster** to deploy new VMs



### DEVELOPMENT BENEFITS

**15% more** productive  
**20% faster** development, new applications



### BUSINESS BENEFITS

**\$22.07 million** per organization per year, higher revenue  
**\$9.29 million** per organization per year, revenue loss avoided

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