

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

IDC's research confirms the value for organizations of using **Dell Technologies APEX Pay-Per-Use solutions for compute, storage, and data protection resources**. Study participants described **optimizing cost and staff time requirements** by moving to a metered, flexible subscription-based approach, and **business benefits from greater agility, improved performance, and enhanced scalability**.

KEY RESULTS

↓ 27%
lower average cost of infrastructure

↓ 35%
lower three-year cost of operations

↑ 194%
three-year ROI

CUSTOMER QUOTE:

"The biggest benefit for us of using Dell Technologies APEX is being able to undertake an incredible digital transformation journey because it gives us access to capabilities we didn't previously have. Now we can meet customer expectations in our demanding industry."

COST OF OPERATIONS BENEFITS OF DELL TECHNOLOGIES APEX PAY-PER-USE SOLUTIONS

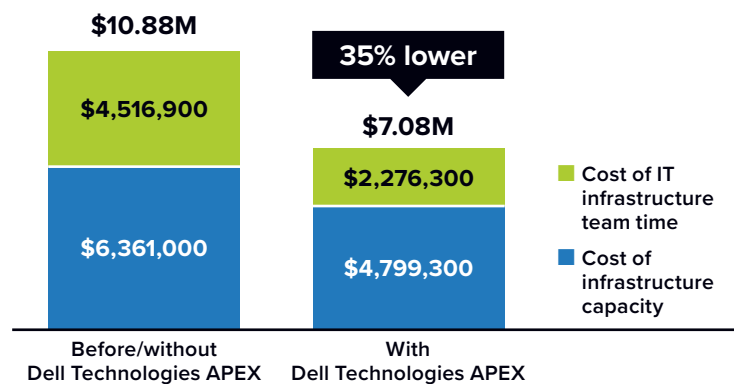
(Three-year cost of operations per interviewed organization)

INFRASTRUCTURE COST OPTIMIZATION

- ↓ 31%** lower compute
- ↓ 22%** lower storage
- ↓ 31%** lower data protection

INCREASED STAFF PRODUCTIVITY

- ↑ 51%** more overall efficiencies
- ↑ 96%** more time for innovation



OTHER BENEFITS OF DELL TECHNOLOGIES APEX PAY-PER-USE SOLUTIONS

AGILITY

- ↑ 60%** faster to deploy new hyperconverged/compute capacity
- ↑ 67%** faster to deploy new storage resources

DEVELOPMENT

- ↑ 16%** more productive development teams
- ↑ 16%** faster development lifecycles

BUSINESS

- ↑ \$9.21 million** higher revenue per organization per year
- ↓ 91%** less unplanned downtime