

# Real cloud journeys. Real cost savings.

Forrester finds payback in less than 6 months<sup>1</sup>  
for APEX Hybrid Cloud customers

## Organizations are seeing the results

Forrester interviewed eight organizations across different industries for its Total Economic Impact (TEI) study, aimed at helping business leaders evaluate their own digital transformation aspirations. Using this data, Forrester constructed a composite organization to help compare native public cloud and consistent hybrid cloud options.

### TRAITS SHARED BY THE SURVEYED ORGANIZATIONS



Global organization



\$200M+ annual revenue



Using on-premises private cloud

## The public cloud dilemma

The interviewed organizations were planning to migrate a portion of their workloads to public cloud. During their evaluation of possible approaches, they identified the following challenges with native public cloud solutions:



### LIMITED CONTROL

Limited control and agility for placing workloads in their optimal environment



### EFFORT TO REARCHITECT

Significant effort required to rearchitect applications and workloads

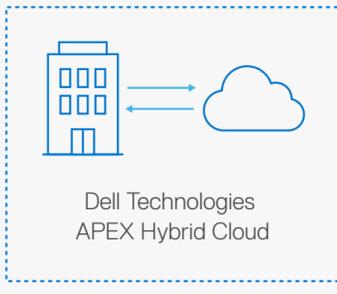


### MANAGEMENT OVERHEAD

High management overhead of operating multiple environments

## Forrester TEI study calculation

The study was based on a composite organization that chose a consistent hybrid cloud solution running and managing 300 VMs for 3 years. They experienced significant cost savings as well as reduced and avoided infrastructure management effort when compared to the native public cloud option.



compared to



171%

3-year incremental ROI<sup>1</sup>

## A consistent hybrid cloud delivers both cost savings and business benefits

By implementing a consistent hybrid cloud, the organizations surveyed realized quicker time to value than by using public cloud only. This is because they were able to adapt faster to the evolving business climate and increase revenue opportunities. Here's how:



### INCREASE REVENUE

Move workloads seamlessly between clouds to adjust to increases in demand



### REDUCE MIGRATION EFFORT

Avoid re-platforming applications due to consistent infrastructure across clouds



### IMPROVE EFFICIENCY & SECURITY POSTURE

Align policies across environments and lower security risks with a single set of management tools

## Financial benefits experienced by the composite organization



### AVOID MIGRATION COSTS

Avoid rearchitecting and migration costs by up to \$1,197 per VM<sup>1</sup>



### REDUCE IT MANAGEMENT TIME

Cut IT management time by 19%<sup>1</sup>



### ELIMINATE VM MIGRATION TIME

Save 20 hours on every VM migration<sup>1</sup>

## Ready to maximize your cloud value?

[Read the Forrester Study](#)

"The Total Economic Impact of APEX Cloud Services"

<sup>1</sup>Forrester Study "The Total Economic Impact of APEX Cloud Services" commissioned by Dell Technologies, VMware and Intel Corporation, May 2020. Results are based on a composite organization developed by gathering data from customer interviews in eight organizations with experience using Dell Technologies Cloud. Actual results will vary.



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