



## Implement a pay-per-use model across your entire IT infrastructure with **Datacenter Utility** from Dell Financial Services™.

**Datacenter Utility aligns costs directly to usage, allowing you to maximize your scaling flexibility while only paying for what you use.\*\***

Since 1997, Dell Financial Services (DFS) has provided custom financial solutions for customers of all sizes across a variety of industries. Over the past several years, we have enabled customers to migrate from predictable, fixed-payment solutions to those that generate variable charges based on actual usage. This has allowed them to account for technology expenditures using an OpEx model and properly align their technology expense with the business value they receive from the technology. Datacenter Utility has allowed customers to achieve these objectives.

### HOW IT WORKS



#### SCOPE PRODUCT UTILITY ENVIRONMENT

We will work with you to define capacity requirements and growth expectations.



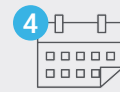
#### RATE STRUCTURE

After the required solutions have been identified, we will develop a rate structure with consistent pricing based on usage.



#### TRACK USAGE

Automated monitoring records the actual consumption levels, and this data will be provided to you on a regular basis for your review.



#### INVOICE MONTHLY

Once you have approved the usage data, we will provide an invoice reflecting actual usage each month.



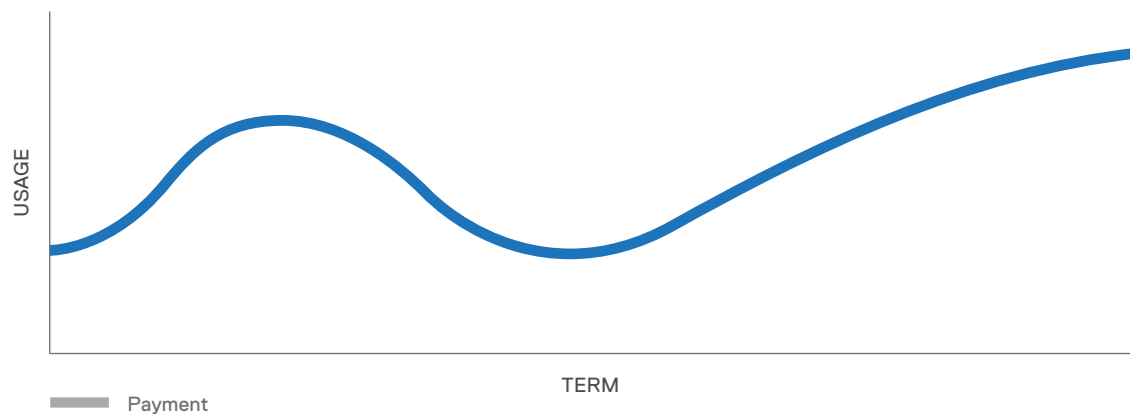
## Benefits of Datacenter Utility

- Highest degree of customization. Our program is designed to address your specific business requirements across your entire IT ecosystem.
- Ultimate flexibility. Scale up or down as needed to match your business demand.
- Streamlined procurement. Establish automated procurement cycles and order additional products and services as needed.
- Simplified billing. Datacenter Utility provides standardized reporting and billing, delivered on a regular cadence.
- Enhanced servicing. A delivery manager is assigned to your account and is dedicated to your success.

## Example: Balancing short term cash flow requirements with a long term growth forecast

A large financial institution was developing a strategy for their next-generation cloud platform to enable more agile offerings, faster deployment of IT solutions and lower operating costs. They also had short term cash flow challenges, which were hindering their ability to execute their strategic vision.

Dell Financial Services implemented a utility model that allowed the customer to deploy a multi-site, enterprise hybrid cloud solution. The chart below shows the relationship between their usage and their Datacenter Utility payment.



**Dell Financial Services (DFS)**, part of the Dell Technologies family, is a global provider of innovative payment and consumption solutions. DFS supports all customers, from consumers to small businesses up to the largest global corporations. DFS can finance any hardware, software and services solutions, allowing customers to choose how they want to consume their technology. We deliver end to end solutions across Dell Technologies, channel partners and distributors in more than 50 countries, financing over \$8 billion annually.

**Learn More >**

Engage your Dell Technologies or Dell Financial Services account manager.