

5 Key Reasons Customers Choose Dell EMC VxRail

Based on the IDC Report: The Business Value of Dell EMC VxRail

01. Improved Agility and Scalability



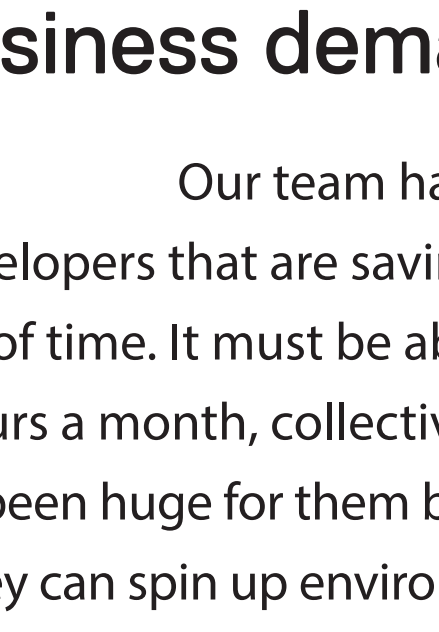
92% LESS DOWNTIME



44% FASTER DEPLOYMENT OF NEW VMs



71% FASTER DEPLOYMENT OF NEW STORAGE



HIGHER DEVELOPER PRODUCTIVITY

“Dell EMC VxRail has made us more agile and responsive to business demand.”

Our team has eight developers that are saving a lot of time. It must be about 80 hours a month, collectively. It's been huge for them because they can spin up environments in minutes.”

CITY OF AMARILLO

ABILITY TO PIVOT QUICKLY

“Dell EMC VxRail has been huge for us in responding to changing conditions.”

With COVID-19, we've been able to spin up multiple applications for public health in days, sometimes minutes ... We can very rapidly respond to changing needs.”

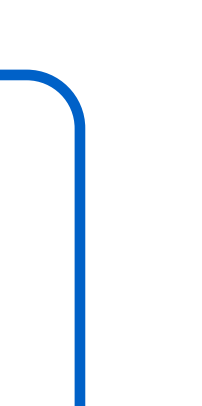
CITY OF AMARILLO



02. Reduced Costs



452% 5-YEAR ROI



10 MONTHS TO PAYBACK



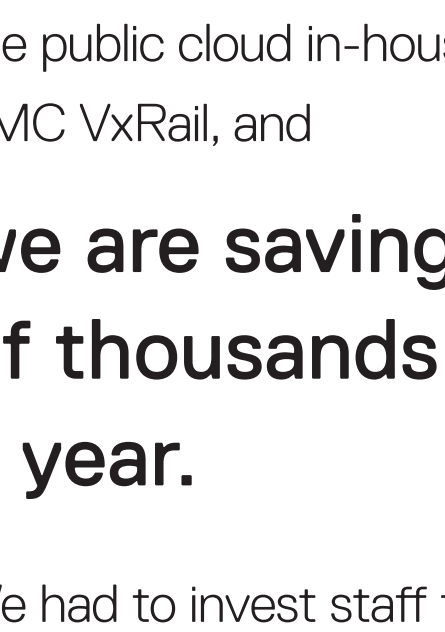
72% LOWER OPERATIONAL COSTS

COST EFFICIENT SOLUTION

“We chose Dell EMC VxRail because of the cost.”

When we compared the cost of owning VxRail with the public cloud, we found we could basically buy our hardware with VxRail for what it would have cost us for one year to run the same applications in the public cloud.”

U.S. FOOD AND BEVERAGE COMPANY



SUBSTANTIAL COST SAVINGS

“We brought our ERP system from the public cloud in-house with Dell EMC VxRail, and we are saving hundreds of thousands of dollars a year.”

We had to invest staff time to bring it in-house, but we recovered that in the first three months... As a result, we've been able to hire Linux programmers and a database analyst.”

U.S. HIGHER EDUCATION



03. Increased Productivity



68% MORE EFFICIENT IT INFRASTRUCTURE TEAMS

30% MORE EFFICIENT IT SECURITY TEAMS



DOING MORE WITH LESS

“We've seen great efficiencies in our operations with Dell EMC VxRail.”

We're managing a lot of systems with fewer people. We're much more efficient in how we deploy and maintain systems...

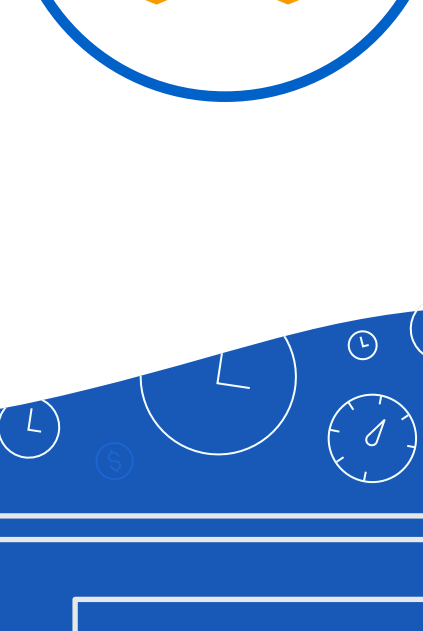
ATLANTIS, THE PALM, DUBAI

CONSOLIDATED OPERATIONS DRIVE EFFICIENCY

“We have a small number of people who manage our storage and networking servers. Previously, managing these assets was siloed and that caused issues.”

VMware Cloud Foundation on Dell EMC VxRail has allowed us to effectively triple our staff without adding any head count.”

U.S. INSURANCE COMPANY



04. Accelerated Business Results



32% FASTER DEVELOPMENT LIFE CYCLE



114% MORE NEW APPLICATIONS DEVELOPED PER YEAR



32% FASTER EXECUTION OF BUSINESS TRANSACTIONS

HIGHER CUSTOMER SATISFACTION

“We've improved customer satisfaction with VMware Cloud Foundation on Dell EMC VxRail due to improved performance....”

We are faster to market because customers can now set up VMs in minutes on their own. We don't have to do the provisioning for them.”

REDCENTRIC



NEW APPLICATIONS, NEW OPPORTUNITIES

“Our users are more productive with applications running on Dell EMC VxRail, and we can actually do things now that we couldn't do before.”

All of our employees can now use applications that they couldn't use before.”

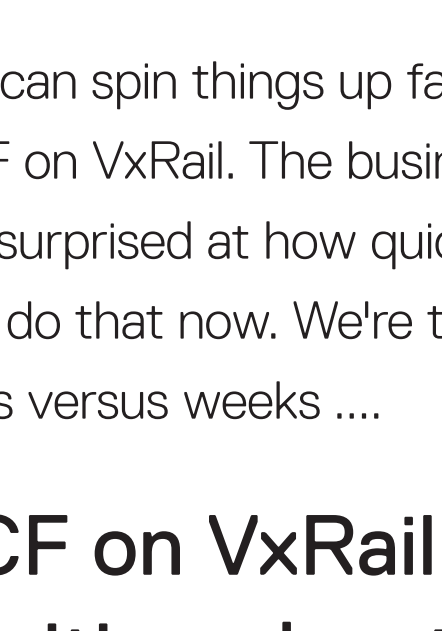
U.S. HIGHER EDUCATION



05. Future Readiness

“We needed an overhaul of our datacenter and wanted to position our company as revolutionary in datacenter operations with best-in-class transactional capabilities... We needed to make sure that whatever investment we made was scalable, reliable, and future-proof while having a strategic partner who would be with us on the journey. VxRail checked all of these boxes.”

ATLANTIS, THE PALM, DUBAI



FLEXIBILITY FOR THE FUTURE

“We can spin things up faster with VCF on VxRail. The business units are surprised at how quickly we can do that now. We're talking days versus weeks ... VCF on VxRail has positioned us to be able to go to the cloud if we want or stay on premises. This gives us future-proofing.”

U.S. INSURANCE COMPANY



Read the full report:

[The Business Value of Dell EMC VxRail and VMware Cloud Foundation on Dell EMC VxRail](#)