

IDC: Top three benefits of Dell Technologies On Demand flexible IT consumption.

IDC reports that organizations lowered overall storage costs and increased productivity and agility.

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Organizations need to get more from their budgets to drive overall business results.

That's where a flexible IT consumption model can make all the difference to the bottom line. IDC reports that Dell Technologies On Demand can help organizations:

- Address rapidly changing business needs with agility, speed and the latest technologies.
- Eliminate prolonged procurement cycles that require approval, requisition, delivery and deployment.
- Make on-premises IT more agile by matching spend to usage at much lower costs.

Dell Technologies On Demand delivers the scaling agility of cloud, consistent management for multi-cloud, and the high performance and low-latency advantages of on-premises IT. And it delivers the ability to fine-tune parameters to meet exacting requirements for specific workloads.

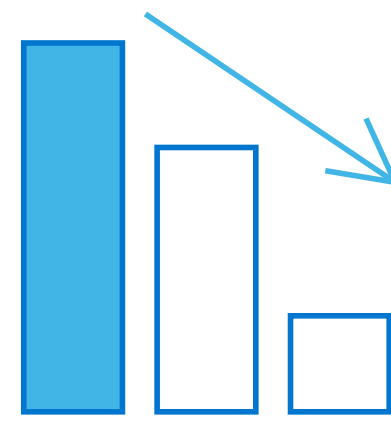
IDC study participants reported that Dell Technologies On Demand delivered:



23%
lower average storage costs*



92%
faster time to deploy new capacity*



54%
less unplanned downtime incidents*

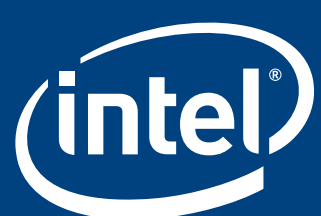
“ The biggest advantage is clearly price for us from an operating cost perspective. Disadvantages, I haven't found one yet ... We can essentially get the newest technology for a fraction of what we would pay for it outright. ”

— IDC study participant

Get on-premises IT with the agility of cloud.

Maximize your choice, flexibility and predictability in how you consume IT infrastructure with Dell Technologies On Demand. Match spend to usage, meet unforeseen demand, increase app performance and utilize the latest technology at a much lower cost.

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*IDC White Paper, sponsored by Dell Technologies, "Business Value of Dell Technologies On Demand: A Study of Usage-Based Consumption Models for Storage," April 2020. Results based on interviews with nine organizations using Dell Technologies On Demand solutions. Actual results may vary. Full paper: <https://www.delltechnologies.com/en-us/collaterals/unauth/white-papers/solutions/idc-the-business-value-of-dell-tech-on-demand.pdf>

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