

DELL TECHNOLOGIES CLOUD

Are Your Workloads on the Right Cloud?

Moving a workload to a public cloud to meet an immediate need makes sense. Now to fully realize the promise of the cloud, you need to align the cloud to your business. This is why organizations often end up having to move workloads to a new environment.

77%
have repatriated a critical public cloud workload^[1]

Reasons for Public Cloud Workload Repatriation



Inconsistent security



Inability to meet service-level requirements



Unpredictable and rising costs



Limited visibility and control

Workload Placement Considerations



Performance

Consider the impact of latency and the volume of data having to travel across distances on workload performance.

Economics

Consider usage characteristics, seasonality, and data access patterns as well as your preferred consumption model.

Security & Compliance

Consider regulatory/compliance requirements, security posture, and risk sensitivity.

A Simplified Hybrid Cloud Approach Delivering agility and control for your business needs

Dell Technologies Cloud delivers a consistent hybrid cloud experience by removing multi-cloud complexity and improving security while saving you time and money. The Dell Technologies Cloud does this by delivering a tightly integrated and easy to manage solution across your private and public clouds.

Dell Technologies Cloud



Eliminate Cloud Complexity and Drive Better Results

Unifying IT management tools to create a consistent cloud experience that can drive better results, including:

30%

anticipated average cut to unplanned downtime

70.5

predicted IT person-hours saved per week

2.4

work weeks of average time savings per application

87%

said that consistency delivers a faster time to market^[2]



Dell Technologies Can Help

With over 30 years of experience and a proven track record of success, Dell Technologies has the expertise to guide your multi-cloud strategy utilizing proven methodologies that accelerate your IT evolution. And with a single vendor experience, turnkey offers, and one-call support, you can simplify and streamline your cloud operations.

save 47%^[3]

Deliver Cloud Economics to the Data Center

Dell Technologies On Demand helps you acquire the essential cloud services needed to run your enterprise right now. We offer deferred payments, aggressive financing options, on-demand and pay-as-you-go plans, and subscription pricing as low as \$70/node/day.

get up & running 50% faster

Go Operational Faster and Reduce In-House Staff Time

Dell Technologies Professional Services will help you achieve cloud success. Our turnkey experience, ProDeploy Plus, can reduce deployment time by up to 50%.⁴

reduce time & risk

Optimize Workload Placement

Take the guesswork out of optimizing workload placement with our suite of placement tools. We provide workload-level evaluations to ensure each workload lands in the right cloud and application dependency mapping services that can reduce the time and risk associated with workload migrations.

A Hybrid Cloud Approach Benefits Your Entire Organization



Developers

Get the agility you require using familiar tools



IT Operations

Reduce risk, lower management overhead, and operate with confidence



Business Leaders

Accelerate innovation and meet ever-changing business needs



Organizations are Realizing the Benefits of Adopting a Hybrid Cloud Approach

State of Illinois:

Saved \$26M in five years with a consistent hybrid cloud that delivered improved economics

Bank of Leumi:

Enabled developers to push code in hours, not days, and delivered new mobile experiences

Large Telco Provider:

Saved 86% after moving workloads from a public cloud back on-premises

Dell Technologies Cloud Total Economic Impact™ (TEI) Study⁵

Incremental ROI

171%

Solution payback period in less than

6 months

Savings vs using a Native Public Cloud

\$351,626

Avoid rearchitecting and migration costs up to

\$1,197 per VM

[Read the full report](#)

Contact your local Dell Technologies account team to schedule a cloud assessment today



1. "Benchmarking Hybrid Multi-Cloud Management Evolution and Expected Outcomes", (ESG, November 2019)
 2. ESG Research Insights Paper "The Cloud Complexity Imperative: Why Organizations Must Unify and Simplify the Management of their Sprawling Multicloud Environment" commissioned by Dell Technologies, VMware and Intel Corporation, February 2020. Results are based on a survey of 1,257 IT decision makers from 11 countries and benchmarking consistent operations management across both public cloud and modern on-premises private cloud infrastructure. Actual results will vary.
 3. Source: IDC Study IDC White Paper, sponsored by Dell, "Benefits of the Consistent Hybrid Cloud: A Total Cost of Ownership (TCO) Analysis of the Dell Technologies Cloud", April 2019 Cost benefits of the Consistent Hybrid Cloud: A Cost Benefits Analysis of the Dell Technologies Cloud
 4. Based on IDC White Paper commissioned by Dell, "Business Value of Optimized Device Deployment", October 2019. Results derived from a survey of 1000 organizations worldwide. Savings calculated reflect costs associated with IT staff time for deployment-related activities and do not include the list price of ProDeploy Plus. Cost savings in U.S. Dollars. Actual results will vary. Full report: www.dell.com/idcdeployment/service/businessvalue
 5. Forrester Study "The Total Economic Impact of Dell Technologies Cloud" commissioned by Dell Technologies, VMware and Intel Corporation, May 2020. Results based on eight customer interviews on the cost savings and business benefits enabled by Dell Technologies Cloud hybrid cloud platform. Actual results will vary.