IDC’s research demonstrates the value proposition for interviewed organizations of Dell EMC VxRail and VMware Cloud Foundation on VxRail as a cost-effective, efficient, reliable, and high-performing infrastructure for many of their most critical business applications.

**Key Results**

- **72%** Lower operational costs, IT staff time and lost productivity, unplanned downtime
- **452%** 5-year ROI
- **10 months** To payback

**Customer Quote:**

“With VMware Cloud Foundation on VxRail, we no longer need to have an engineer work through the night to do an upgrade. The upgrade process blew us away in terms of how easy it was.”

**IT Operations: Cost and Staff Time Requirements**

<table>
<thead>
<tr>
<th></th>
<th>Previous/other environment</th>
<th>With Dell EMC VxRail HCI</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ per 100 users, 5 years</td>
<td>$347,400</td>
<td>$161,500</td>
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<td></td>
<td>$32,100</td>
<td>$171,000</td>
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<tr>
<td></td>
<td>$161,500</td>
<td>$116,500</td>
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<tr>
<td></td>
<td>$153,800</td>
<td>$51,500</td>
</tr>
<tr>
<td></td>
<td>$153,800</td>
<td>$2,600</td>
</tr>
</tbody>
</table>

- **51%** lower total 5-year cost of operations
- **68%** more efficient IT infrastructure teams
- **30%** more efficient IT security teams

**Business Operations Benefits**

- **Agility**
  - 44% faster deployment, new VMs
  - 71% faster deployment, new storage

- **Development**
  - 114% more new applications per year
  - 73% more new features per year

- **Risk and Performance**
  - 92% less unplanned downtime
  - 32% faster execution of business transactions