With Flex On Demand, you can acquire the technology you need to support your changing business with payments that scale to match your actual usage.**

Today's fast-moving business environment drives the need for immediate technology solution availability. Many customers buy excess capacity upfront and pay for technology they don’t use, which consumes additional budget and creates the risk that other critical projects will not be funded. Flex On Demand allows you to pay for technology as you use it, and it provides immediate access to buffer capacity. Your payment adjusts to match your actual usage.

Flex On Demand is available on PowerStore, PowerMax and PowerScale storage solutions, PowerEdge Servers*, Select HCI solutions, PowerOne CI solutions, and Integrated Data Protection Appliances.

How it Works

Determine the hardware, software and services that meet your needs.

View simplified pricing tables of our most popular solutions allowing you to budget and predict payments even when usage is variable. Custom pricing is also available.

Select your deployed capacity - We work with you to establish the “Committed Capacity” you currently need and the “Buffer Capacity” you will require in the future. All technology is installed and available to you on day one.

Meter Usage - Each payment you make is comprised of a fixed Committed Capacity amount plus a variable Buffer Capacity amount. Buffer Capacity usage is measured at a component level on a regular basis using automated tools installed with your equipment.

Realize Savings - Drive lower usage charges by selecting higher levels of committed capacity and longer usage periods and trigger lower usage rates as workloads increase beyond the initial committed capacity.
Example: Scaling technology to match business changes:

A technology distributor needed to deploy a new customer relationship management system that would drive variable storage usage. Flex On Demand allowed them to efficiently match their payments to their usage while ensuring they weren’t paying for excess capacity. The chart below illustrates their total deployed capacity made up of committed and buffer capacity and shows how payments change over time as buffer capacity is used.

Benefits of Flex On Demand

- **Align cost with usage**: Don’t pay for buffer capacity you don’t use.
- **Increase budget power**: Pay for what you use and free budget for other projects.
- **Improve agility**: Flex On Demand technology provides instant access and usage of buffer capacity to address spikes driven by the business.
- **Better overall value**: Pre-configured technology is delivered and installed ready for your use.
- **Simple and easy to use**: On day one, we install what you need now, and in the future and measure your usage with automated tools installed with our equipment.

Learn More >

Engage your Dell Technologies or Dell Financial Services account manager.