

The Economic Benefit of DELL APEX

The rapid pace of change in technology presents both opportunities and challenges for businesses looking to adapt and thrive. A simple and consistent cloud experience delivered as-a-Service can help. Dell APEX simplifies transformation, provisions quickly, and scales on demand, all while allowing organizations to stay in control of their data.

Dell APEX Helps Reduce Complexity

Technology is increasing at an amazing pace, offering capabilities that were considered science fiction 20 years ago. These changes in technology bring a level of complexity that requires expensive and hard-to-find expertise and injects risk into operations.

TechTarget's Enterprise Strategy Group validated that Dell APEX can help organizations better control their IT costs, increase their IT agility, and reduce the complexity associated with IT.

VALIDATED BENEFITS OF DELL TECHNOLOGIES APEX



Improved Cost Predictability



Improved Agility



Lower TCO



Reduced Complexity

As-a-Service Portfolio

Other as-a-Service offerings provide a single solution to build around. Dell APEX provides the flexibility of choosing from pre-defined solutions or building custom as-a-Service offerings that allow organizations to pay as they go across their entire multi-cloud, multi-edge, and multi-data center environment.

A P E X

Cloud experiences delivered as a service



Simplicity

Predictable, consumption-based IT models recognize lower overall costs.

“APEX costs us **35% less** than when we managed IT ourselves.”

– CTO, US-based healthcare organization



Agility

Attention to technology solves greater business challenges.

“In the past, we had senior people doing very tactical work. **With our new APEX infrastructure**, we were able to shift these people to more strategic work. We believe that this helps us retain our top talent.”

– Head of ICT, International Construction and Engineering Company



Control

Resolving business problems is the focus.

“When things get too complex, mistakes are made.”

– CTO, US-based healthcare organization

Key Findings

Most companies have a main line of business that is not technology-focused. It is not reasonable to think that companies can maintain the expertise and expense to take maximum advantage of the boost that modern technology can have on revenue and profitability. The APEX portfolio allows customers to shift focus from managing technology to driving their core business.

BENEFITS OF USING DELL APEX:



35%
lower TCO.



26% - 42%
reduction in overprovisioning.



70%
reduction in support costs.



40% - 65%
reduction in unplanned downtime.

The Bigger Truth

The Dell APEX portfolio is designed for a multi-cloud world, delivering technologies as-a-service wherever they are needed and spanning every aspect of available technology that most organizations would consider. Dell APEX is an ever-growing collection of products and services that allows customers to either choose outcomes from pre-defined solutions or customize a solution to fit their exact needs.

Enterprise Strategy Group has analyzed the impact that adopting APEX can have in multiple scenarios and validated the cost and benefit categories. Enterprise Strategy Group strongly recommends that companies explore the capabilities of APEX to bring expert-level technology and expertise that align with each individual organization's goals and budget.



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