

# The Business Value of Dell PowerFlex

Dell Technologies customers are realizing **significant value** by leveraging Dell PowerFlex to support their IT and business operations. IDC projects that these benefits generate **an average annual value of \$7.24 million per organization**, which would result in a **three-year ROI of 276%**.

## KEY RESULTS

**↑ 276%**  
three-year ROI

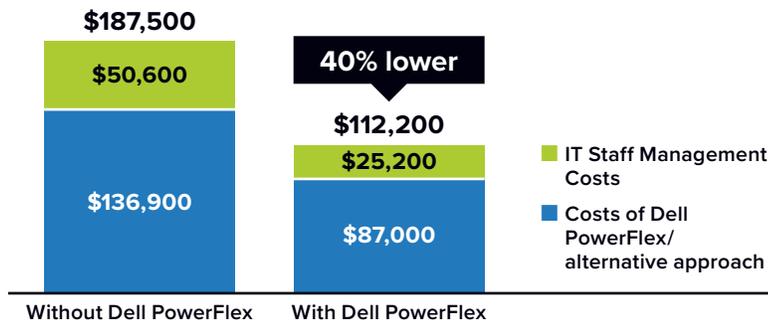
**↓ 40%**  
reduced total cost of operations over three years

**→ 8 months**  
to payback on investment

### CUSTOMER QUOTE

*“The IT environment is very simple with Dell PowerFlex. Everything is integrated, everything is supported by the Dell Technologies, and we don’t need to have the knowledge of our infrastructure. Dell Technologies supports us with that. We have a small team, and it’s important to focus our team on things other than on infrastructure. We are confident with Dell Technologies products.”*

## TOTAL COST OF OPERATIONS PER 100 TB OVER 3 YEARS



## STAFF EFFICIENCIES BENEFITS

- ↑ 50%** more efficient IT infrastructure management teams
- ↑ 51%** more efficient help desk teams
- ↓ 19%** less time spent “keeping the lights on”
- ↑ 24%** more time spent on “innovation and other activities”

### CUSTOMER QUOTE:

*“I never get a call. That’s a good problem to have when the customers don’t call me. No complaints, performance is great.”*

## BUSINESS BENEFITS

**↓ 88%** reduced unplanned downtime

**↑ \$13.9 million** additional revenue gained

**↑ 8%** more productive application developers



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