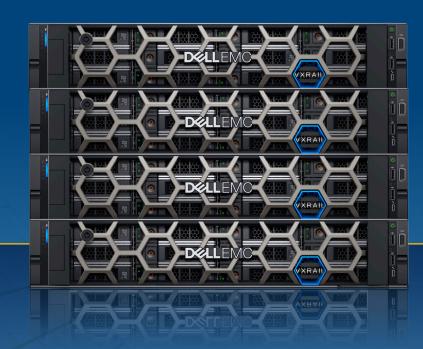
Delivering faster innovation with Dell EMC VMware-based HCI

IDC's analysis shows that study participants are realizing significant value in their investment in Dell EMC VMware-based HCl solutions, including VxRail and VxRack SDDC, in both absolute and relative terms.



Business value highlights

Extend business operation

56% faster

Return on investment of

489% over five years

Additional gross revenue/year/organization

\$4.89 million

\$5.33 million in annual benefits per organization

Business productivity



Avg of \$2.13M per year per organization IT staff productivity



Avg of \$2.02M per year per organization

Risk mitigation



Avg of \$800K per year per organization

IT infrastructure cost reductions



Avg of \$380K per year per organization

60%

more efficient IT infrastructure teams

52%

lower cost of operations

90%

less unplanned downtime

Delivering Efficient Business Expansion with Dell EMC VMware-Based HCI, IDC, October 2018. Firmographics of study participants

IDC interviewed seven organizations to understand the impact of deploying VxRail and VxRack SDDC appliances on their IT costs and performance, and business and operational results. Study participants were from both the enterprise and small to mid-market segments, with an average employee base of 21,736 and median of 1,400 (Table 1). Interviewed organizations have annual average and median revenues of above \$1 billion, and represented the operational experiences of a variety of industry verticals.

