

# The Total Economic Impact™ Of Dell EMC All-Flash Storage for SAP

FORRESTER®

Through four customer interviews and data aggregation, Forrester concluded that Dell EMC all-flash storage for SAP has the following three-year financial impact.

## SUMMARY OF BENEFITS

Three-year risk-adjusted

**\$4.2M**

Improved results  
from business  
operations

**\$1.7M**

Improved staff  
efficiency for the  
IT organization

**\$1.1M**

Reduced cost of  
storage system and  
power for data center

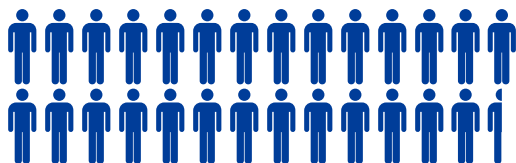
**289%**  
ROI

**\$5.2M**  
NPV

**<3**  
month  
PAYBACK

## Dell EMC All-Flash Storage By The Numbers

**27.5 FTE equivalents lost per year due to excessive runtimes in the legacy storage environment**



**33%**

Reduction in workload for  
storage administrators

**5%**

Increase in developer  
productivity

Payback Period  
**<3 months**

Benefits  
**\$7.0 Million**

Costs  
**\$1.8 Million**

Initial Year 1 Year 2 Year 3

## VOICE OF THE CUSTOMER

"When we originally looked at storage vendors, the performance difference was minor. They were all competitive. We then decided to test the storage with HANA and then XtremIO from Dell EMC stood out as a better performance and more reliable technology. Choosing Dell EMC simplified our company's migration to SAP HANA."

Vice president, IT technology solutions,  
Sports equipment company



"When we first deployed Dell EMC as our storage partner, it elevated our typical level of resilience. In fact, it reset our expectations and in the coming years we have grown to expect the same level of resilience in the products of our other partners. Today, our conversations with Dell EMC focus on emerging services, time-to-market, strategies, could interfaces, and real-world problems."

Executive director,  
Public university



Read the  
full study

This document is an abridged version of a case study commissioned by Intel and Dell EMC titled: The Total Economic Impact Of Dell EMC For SAP, February 2019.

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