

ENTERPRISE STRATEGY GROUP REPORT:

# Analyzing the Economic Advantages of Dell APEX Cloud Platform for Microsoft Azure

## WHAT IS Dell APEX Cloud Platform for Microsoft Azure?

- ✓ First Premier Solution for Microsoft Azure Stack HCI
- ✓ A turnkey infrastructure platform that optimizes and extends Azure on-premises
- ✓ Collaboratively engineered with Microsoft

## Enterprise Strategy Group Report Takeaway

Enterprise Strategy Group found that companies challenged by multicloud can realize improved financials, business agility, and security and governance when they deploy APEX Cloud Platform for Azure.

### Top 5 Multicloud Challenges



### THE SUBSTANTIAL SAVINGS AND BENEFITS OF Dell APEX Cloud Platform for Azure

#### Increased costs savings

<p><b>85%</b></p> <p><b>Lower costs of testing</b></p> <p>Saving an estimated \$1.4M each year</p>	<p><b>40%</b></p> <p><b>Lower support costs</b></p> <p>Saving \$3M annually</p>	<p><b>80%</b></p> <p><b>Reduction in business issues</b></p> <p>Saving \$5M per year</p>
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Annual Savings with Azure

#### Increased performance

<p><b>50%</b></p> <p><b>Reduction in availability issues</b></p> <p>Saving \$326k annually</p>	<p><b>50%</b></p> <p><b>Improvement in administrator productivity</b></p> <p>Potential admin savings of \$5M annually</p>	<p><b>15%</b></p> <p><b>Lower cost per TB</b></p> <p>Saving \$1.1M annually</p>
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Annual Savings with Azure

**\$36M** Realized through Enterprise Strategy Group's economic analysis

**Cost Savings Total**

“ We have a high level of trust in the testing that Microsoft and Dell do on APEX Cloud Platform for Azure. Because of the high-quality bar of every release, we have been able to shift resources from low-level testing to activities that are much more strategic.”

- Customer and survey interviewee

“ APEX Cloud Platform for Azure allows me to focus on my business. I can trust that Dell and Microsoft are taking care of many of the low-level tasks that used to cause me worry.”

- Customer and survey interviewee

## Dell APEX Cloud Platform for Microsoft Azure

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