

Executive Summary: The Business Value of Dell PowerFlex



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Software-defined infrastructure has become a popular choice for enterprises seeking to modernize and consolidate systems for new digital business initiatives, especially those that require an expansion of IT resources. Software-driven storage can offer advantages over traditional SAN and NAS systems, easing the scaling of performance and capacity across industry-standard server nodes. Flexible deployment options and automation capabilities can help reduce the complexity of provisioning, operating, and managing storage infrastructure for IT organizations that need to stay agile to respond to changing business needs.

Software-defined infrastructure platforms, such as Dell Technologies’ Dell PowerFlex with Intel Xeon processors, are designed to support a diverse set of traditional and modern cloud-native workloads, including relational databases, NoSQL databases, and throughput-intensive analytics applications.

IDC conducted research on the value and benefit that organizations are achieving through the use of Dell PowerFlex to run and manage important business workloads. The research included in-depth interviews with seven companies that have experience with and knowledge about the benefits and costs of using the Dell PowerFlex platform.

Business Value Highlights

- ↑ **276%** three-year ROI
- ➔ **8 months** to payback
- ↓ **40%** reduced TCO over three years
- ↑ **50%** more efficient IT infrastructure management teams
- ↑ **51%** more efficient help desk teams
- ↓ **19%** reduced IT staff time needed for “keeping the lights on”
- ↑ **24%** more time freed up to spend on innovation and business support

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Based on extensive quantitative and qualitative data derived from these interviews, IDC calculates that each study participant will realize an average benefit of \$7.24 million and a 276% return on investment (ROI) over a three-year time frame by:

- Boosting the overall productivity of IT and storage infrastructure management staff to free up teams from routine tasks and better support digital innovation and business projects
- Improving the agility required for provisioning storage and compute resources while lowering the overall total cost of operations
- Leveraging improvements in IT infrastructure management to facilitate application development work, achieve better business results, and increase revenue
- Minimizing the effects of unplanned downtime to enable greater business productivity and ease the burden on help desk teams

Business Value Highlights (continued)

- ↓ **88%** reduction in unplanned downtime for end users and customers
- ↑ **\$13.9** million in additional revenue gained
- ↑ **8%** increase in productivity of application developers

[Read the full white paper](#)