DELLTechnologies

A P E X | Custom Solutions

Flex on Demand
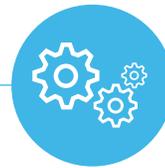
Intel Innovation Built-in   **intel.**

With APEX Flex on Demand, you can acquire the technology you need to support your changing business with payments that scale to match your actual usage.*

Today's fast-moving business environment drives the need for immediate technology solution availability. Many customers buy excess capacity upfront and pay for technology they don't use, which consumes additional budget and creates the risk that other critical projects will not be funded. Flex on Demand allows you to pay for technology as you use it, and it provides immediate access to buffer capacity. Your payment adjusts to match your actual usage.

Flex on Demand is available with PowerStore, PowerMax, PowerFlex, PowerScale and ECS storage, PowerEdge servers, VxBlock and VxRack CI, select HCI solutions, and with PowerProtect DD and PowerProtect DP data protection appliances.

APEX Flex on Demand gives you additional peace of mind by capping total monthly billing at 85% usage of total installed capacity - an offer unmatched by other infrastructure providers**.

HOW IT WORKS

Choose your solution
Determine the hardware, software and services that meet your needs.

Simplified pricing and budgeting
Simplified pricing for custom configurations and the 85% billing cap enable you to budget and predict payments even when usage is variable.

Select your deployed capacity
We work with you to establish the "Committed Capacity" you currently need and the "Buffer Capacity" you will require in the future. All technology is installed and available to you on day one.

Meter usage
Each payment you make is comprised of a fixed Committed Capacity amount plus a variable Buffer Capacity amount.

Buffer capacity usage
Usage is measured at a component level on a regular basis using automated tools installed with your equipment.
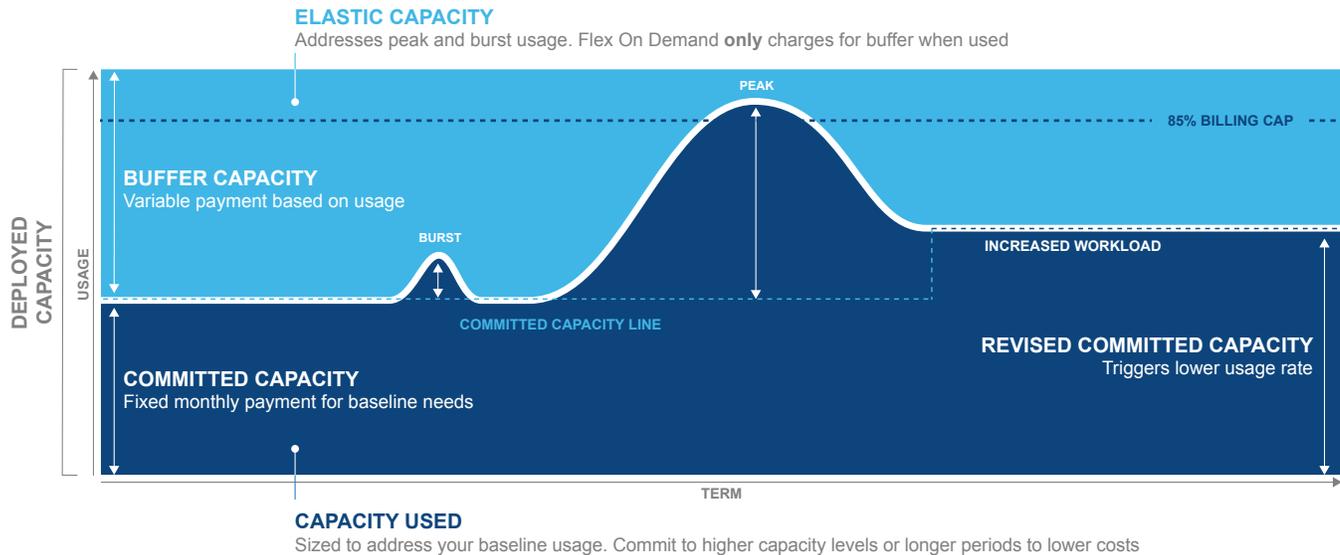
Realize savings
Drive lower usage charges by selecting higher levels of committed capacity and longer usage periods and trigger lower usage rates as workloads increase beyond the initial committed capacity.
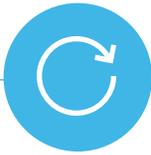
Example:
Scaling technology to match business changes

A technology distributor needed to deploy a new customer relationship management system that would drive variable storage usage. Flex on Demand allowed them to efficiently match their payments to their usage while ensuring they weren't paying for excess capacity.

The chart below illustrates their total deployed capacity made up of committed and buffer capacity and shows how payments change over time as buffer capacity is used.
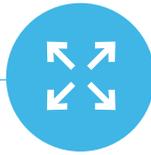
ELASTIC CAPACITY
Addresses peak and burst usage. Flex On Demand **only** charges for buffer when used

PEAK

85% BILLING CAP

BUFFER CAPACITY
Variable payment based on usage

BURST

COMMITTED CAPACITY LINE

INCREASED WORKLOAD

REVISED COMMITTED CAPACITY
Triggers lower usage rate

COMMITTED CAPACITY
Fixed monthly payment for baseline needs

DEPLOYED CAPACITY

USAGE

TERM

CAPACITY USED
Sized to address your baseline usage. Commit to higher capacity levels or longer periods to lower costs

Benefits of Flex on Demand

SIMPLICITY
On day one, we install what you need now and in the future, and measure your usage with automated tools installed with our equipment.

AGILITY
Respond quickly to new service requests, workload fluctuations and changes driven by the business to improve your IT flexibility.

CONTROL
Customize hardware and software configurations based on your workload requirements to achieve cost control. Pay for elastic resources only as they are consumed and avoid the cost of over provisioning.

Learn More >
Engage your Dell Technologies or Dell Financial Services account manager

www.delltechnologies.com/flex-on-demand