The Business Value of Dell EMC VxRail and VMware Cloud Foundation on VxRail

IDC interviewed ten Dell EMC VxRail and VMware Cloud Foundation on VxRail customers ranging from $100M organizations to $15B enterprises globally that own and run almost 40 nodes on average

IDC's research demonstrates the value proposition for interviewed organizations of Dell EMC VxRail and VMware Cloud Foundation on VxRail as a **cost-effective**, **efficient**, **reliable**, and **high-performing infrastructure** for many of their **most critical business applications**.

Key Results

72%
Lower operational costs, IT staff time and lost productivity, unplanned downtime
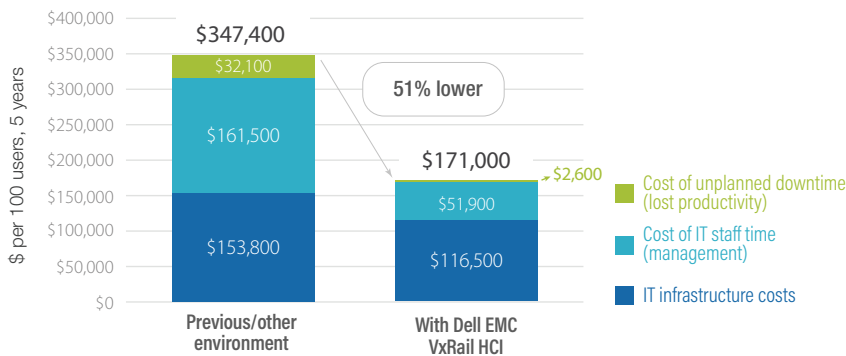
452%
5-year ROI

10 months
To payback

Customer Quote:

"With VMware Cloud Foundation on VxRail, we no longer need to have an engineer work through the night to do an upgrade. The upgrade process blew us away in terms of how easy it was."

IT Operations: Cost and Staff Time Requirements

$ per 100 users, 5 years

Previous/other environment — $347,400
- $32,100 (Cost of unplanned downtime — lost productivity)
- $161,500 (Cost of IT staff time — management)
- $153,800 (IT infrastructure costs)

51% lower

With Dell EMC VxRail HCI — $171,000
- $2,600 (Cost of unplanned downtime — lost productivity)
- $51,900 (Cost of IT staff time — management)
- $116,500 (IT infrastructure costs)

Legend:
- Cost of unplanned downtime (lost productivity)
- Cost of IT staff time (management)
- IT infrastructure costs

51% **lower** total 5-year cost of operations

68% **more** efficient IT infrastructure teams

30% **more** efficient IT security teams

Business Operations Benefits

Agility
44% **faster** deployment, new VMs
71% **faster** deployment, new storage

Development
114% **more** new applications per year
73% **more** new features per year

Risk and Performance
92% **less** unplanned downtime
32% **faster** execution of business transactions

IDC
ANALYZE THE FUTURE