ESTIMATE THE ORGANIZATIONAL VALUE OF IT INVESTMENTS

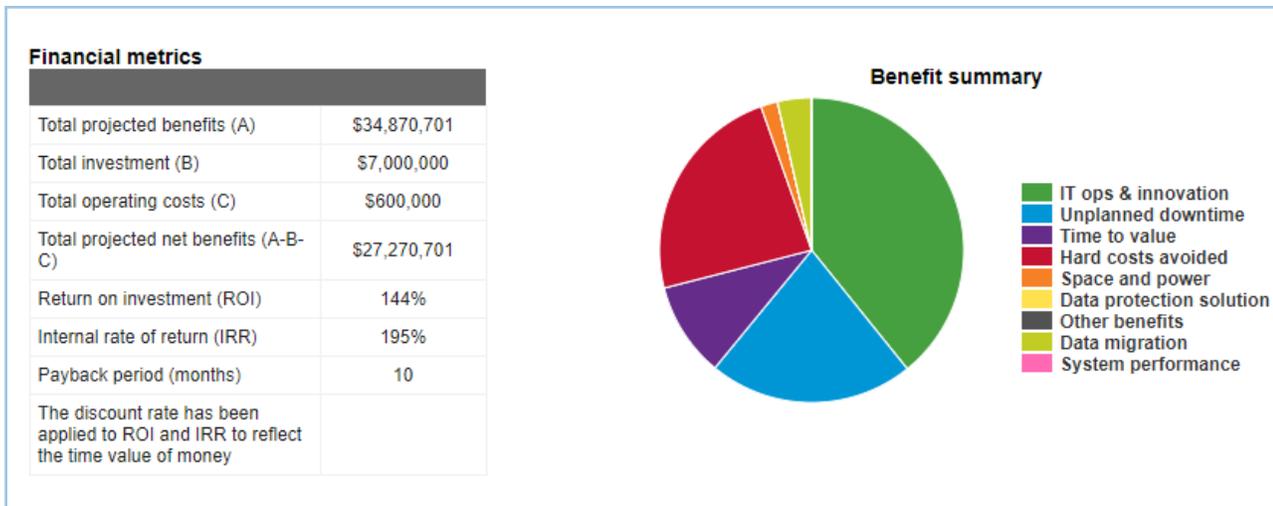| Quantify the benefit of converged and hyper-converged infrastructure in your IT environment | Leverage research by leading analysts while tailoring the assessment to your unique conditions and priorities | Deliver financial metrics of strategic, transformative technology investments to top executives |

CI/HCI Business Value Assessment

New technologies promise to increase application performance, improve IT productivity, and make IT more responsive to business needs. Yet, converting those improvements into financial metrics can be complicated and, as a result, many IT investments are evaluated only in terms of short-term costs. This places IT in the limited role of cost center rather than the true role of partner in improving business outcomes.

Dell EMC is changing that. We can work with you to assess the business impact of your converged and hyper-converged infrastructure investment across a range of benefits—from IT efficiency to business innovation. We work with you to tailor the assessment to your current environment, your projections for growth, and your strategic priorities.

The result is a business case that demonstrates how the investment enables key objectives and contributes to positive financial metrics. Research indicates that over 60% of IT buyers need help building a business case. The Dell EMC process will put you in control—giving you the ability to adjust assumptions and control inputs. At no cost.

Financial metrics

Total projected benefits (A)	$34,870,701
Total investment (B)	$7,000,000
Total operating costs (C)	$600,000
Total projected net benefits (A-B-C)	$27,270,701
Return on investment (ROI)	144%
Internal rate of return (IRR)	195%
Payback period (months)	10
The discount rate has been applied to ROI and IRR to reflect the time value of money	

Benefit summary

- IT ops & innovation
- Unplanned downtime
- Time to value
- Hard costs avoided
- Space and power
- Data protection solution
- Other benefits
- Data migration
- System performance

Why is DELL EMC offering this assessment?

DELL EMC is committed to helping you leverage your IT investment to achieve better business outcomes—outcomes that have been independently verified through customer research* by IDC and Wikibon.

We begin the process by forecasting the potential impact of converged or hyper-converged infrastructure on your environment. Once you have made the investment, we will share best practices based on our experience with helping thousands of customers to adopt CI and HCI and transform operations.

*Review the research findings on https://www.dellemc.com/en-us/converged-infrastructure/customer-value/index.htm

Convert CI/HCI improvements into metrics for your organization

Start with these findings from analyst research on results achieved by Dell EMC CI/HCI customers and apply/modify them to your organization's specific situation and needs:

- 60% lower cost of operations
- 30-40% higher application performance
- 98% less unplanned downtime
- 30-70% faster application deployment lifecycle

Let's get started

Ask your account team to share information on the Business Value Assessment process. They can show you a sample of the deliverable you would use to communicate to management and, together, you can develop a streamlined process for collecting your data for analysis.

Who should be involved in the conversation?

- Operations senior management usually has access to most of the information you will need
- CFO/IT Controller will often be able to provide information on financial goals and existing costs
- Line of business managers can provide high level objectives that are enabled by IT
- CIO sponsorship is a key to success

What topics are covered?

Customers typically select 5 to 6 of these categories for their analysis:

- Operations efficiency
- Downtime reduction
- Quantified financial benefits from faster time to deploy new infrastructure for go-live
- Reduced space and power costs
- Employee productivity from faster system performance
- Cost savings of deploying pooled storage
- Financial benefits related to meeting business objectives such as faster time to market or improved customer service
- Traditional Total Cost of Ownership (TCO)

What is the process to complete an analysis?

- Initial conversation (typically 60-75 minutes) to gather data and review/modify assumptions
- Draft review and fine-tuning of results
- Delivery of final assessment presentation
- Timeframe is typically 2-6 weeks from start to finish
- The process is transparent. You decide what data to use and whether to accept or modify the base assumptions.

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