



Experience the benefits of a hyper-converged infrastructure (HCI) with minimal financial risk with Cloud Flex from Dell Financial Services™.



Cloud Flex allows you to pilot a hyper-converged solution in your environment and return it when needed.**

When asked about the challenges of HCI adoption, IDC found that 25% of customers were concerned about cost or were unsure regarding the projected ROI.¹ DFS developed the Cloud Flex program with that in mind. The primary goal is to allow you to move to hyper-converged infrastructure without making a long term commitment.

DELLEMC

Cloud Flex is designed for market leading hyper-converged products and is currently available on VxRail™.

HOW IT WORKS



1

SELECT AND ACQUIRE your solution with \$0 down on the product. Payments begin after the product has been shipped.



2

CONTINUE TO USE the solution as payments decrease over time.



3

YOU DECIDE WHEN to return the HCI product to us.² We will work with you to find a new solution that addresses your business needs.

¹IDC Hyper-converged Systems Survey, November 2016

²Early termination fee applies if HCI product is returned within the first 12 months

About Dell Financial Services

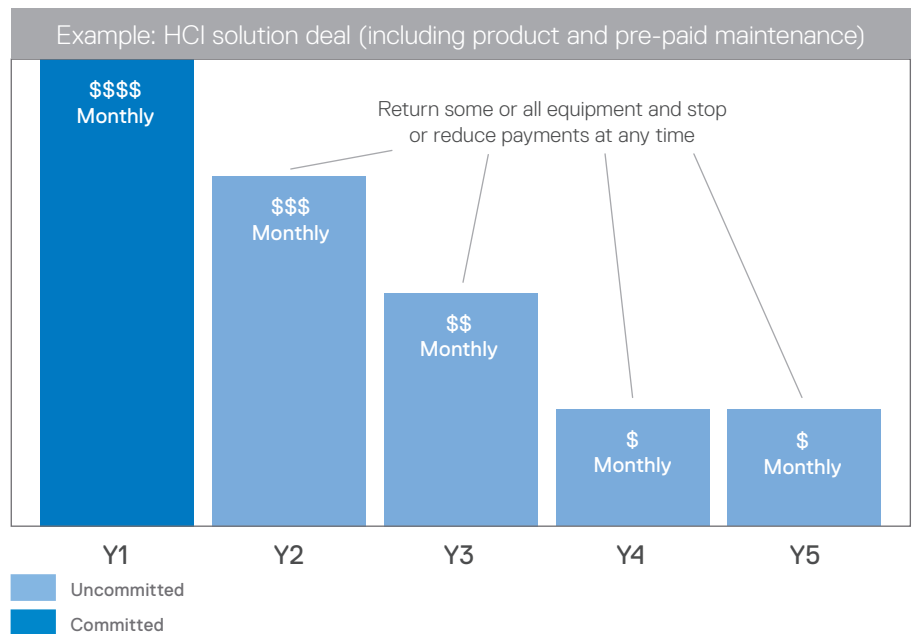
Founded in 1997, Dell Financial Services is a technology financing company, providing full-service solutions to channel partners and end-users throughout North America and Europe.



Benefits of Cloud Flex

- Zero cost of entry: Pay nothing upfront to deploy your HCI solution.
- No Obligation: Evaluate the fit of HCI in your unique business environment with the freedom to return some or all of the technology with no termination fee after the first 12 months.
- Declining payments: Monthly rates drop up to 30% each year, ensuring that the monthly rate is competitive with the decreasing price of technology.
- Cost advantages over Public Cloud: Key workloads such as VDI, general purpose virtualization, and Microsoft SQL can achieve immediate savings with Dell EMC HCI appliances of up to 32-47% in the first year, and up to 62-67% by the 4th or 5th year as compared to Amazon Web Services (AWS)*
- Options: Continue payments, purchase equipment, or return the equipment at the end of your contract.

Example: The chart below illustrates the declining cost structure and optional return feature of Cloud Flex.



[Learn More >](#)

Engage your Dell EMC or Dell Financial Services sales representative.

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*Internal Dell EMC comparisons to AWS pricing on 4/28/2017. Savings compared to AWS on-demand pricing are even greater.