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

Cloud Flex allows you to pilot a hyper-converged solution or hybrid cloud 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 a hyper-converged infrastructure or hybrid cloud without making a long term commitment.

Cloud Flex is designed for market leading hyper-converged and hybrid cloud products and is currently available on VxRail™ and Dell EMC Cloud for Microsoft Azure Stack.

**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 or hybrid cloud 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 or hybrid cloud product is returned within the first 12 months
**Benefits of Cloud Flex**

- **Zero cost of entry**: Pay nothing upfront to deploy your HCI or hybrid cloud solution.

- **No Obligation**: Evaluate the fit of HCI or hybrid cloud in your unique business environment with the freedom to return 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 when you decide to stop using it.

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

![Example: HCl solution deal (including product and pre-paid maintenance)](chart)

- **Y1**: Uncommitted
- **Y2**: Committed
- **Y3**: $ Monthly
- **Y4**: $ Monthly
- **Y5**: $ Monthly

Example: HCI solution deal (including product and pre-paid maintenance).

Return equipment and stop payments at any time.

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**Learn More >**

Engage your Dell EMC or Dell Financial Services sales representative.

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*Payment solutions provided and serviced by Dell Financial Services L.L.C. or its affiliate or designee (“DFS”) for qualified customers. Offers may not be available or may vary in certain countries. Where available, offers may be changed without notice and are subject to product availability, credit approval, execution of documentation provided by and acceptable to DFS, and may be subject to minimum transaction size. Offers not available for personal, family or household use. Dell EMC and the Dell EMC logo are trademarks of Dell Inc. Restrictions and additional requirements may apply to transactions with governmental or public entities.

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