

The Business Value of Dell Technology Rotation for Servers

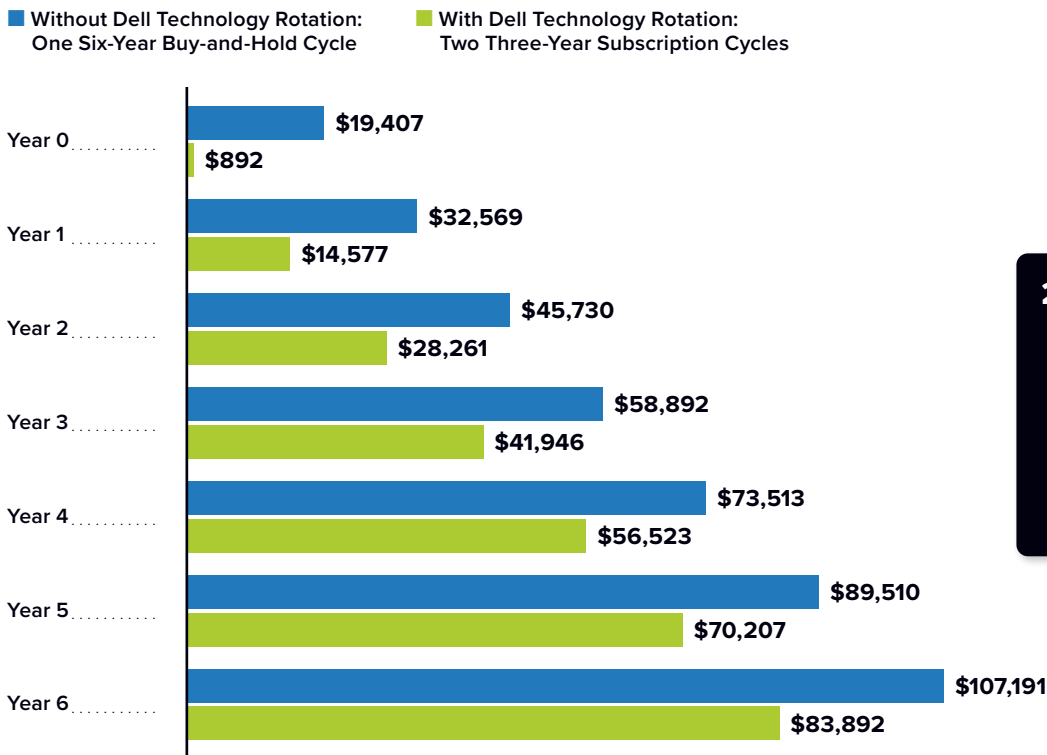
IDC's research demonstrates how organizations benefit from a subscription-based approach to obtaining server hardware with Dell Technology Rotation compared with a buy-and-hold approach. Study participants not only **optimize total server operational costs by avoiding capital investments and leveraging Dell Technologies support but achieve improved performance with the newest server technology** to support business activities and adoption of new technologies.

KEY RESULTS



TOTAL COST PER SERVER BY YEAR

(Total cost, \$ per server)



22% savings after six years with two three-year Dell Technology Rotation subscription cycles

CUSTOMER QUOTE:

“Having access to newer server technology with Dell Technology Rotation has significantly decreased downtime. It has made it easier for us to adopt innovations such as large language models that require the latest processors. This has allowed us to deploy applications more quickly than we could with our older server refresh cycle.”

BENEFITS OF DELL TECHNOLOGY ROTATION

- **69** fewer staff hours per server required for server management
- **\$1,700** lower productivity losses per server from server unplanned outages
- **21%** improved application performance
- **37%** more efficient server infrastructure management team
- **49%** fewer unplanned outages
- **27%** faster to run queries to support business activities