



Trusted Dell Products with Flexible Cloud Pricing for Government Agencies

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Agencies are moving to the cloud to comply with Cloud Smart initiatives, but not all agency workloads are ready for the cloud today. Agencies need the flexibility and cost savings of cloud computing without risking compliance violations, operational uncertainty, or data breaches. They also need a way to run their mission-critical applications on-premises more cost-effectively. To support their mission, they need cloud agility with on-premises control.

Giving Agencies the Best of Cloud and On-Premises Technologies at an Affordable Price

APEX Flex on Demand from Dell Financial Services is a financial services solution that combines the agility and cost savings of public cloud services with the security and control of on-premises deployments. The solution brings together the financial benefits of the public cloud with trusted, on-premises IT infrastructure. Teams get the agility and cost savings of cloud computing along with the hardware, software, and services they already know and trust.

Simplicity

Set up is fast and easy. Agencies select the Dell hardware, software, and services they want. Then, APEX Flex on Demand provides a single, comprehensive pricing model that covers a broad range of products and services, including servers, storage, data protection, and hyperconverged infrastructure. Dell customizes the selected offerings to meet agency requirements and configures hardware and software to support anticipated spikes in usage.



BENEFITS OF APEX FLEX ON DEMAND FOR AGENCIES

Trusted Dell
Technologies products

On-premises private
cloud deployments

Customizable offerings
to meet mission needs

Flexible pay-per-use pricing

Cloud scalability and agility

Agencies run their operations with confidence that they can adjust capacity quickly to meet evolving mission needs and move workloads to wherever they will perform best — not just because of capacity shortages on-premises.

Agility

With scalable, affordable computing, agencies get the agility of cloud services without the uncertainty and risks that public cloud deployments entail. Agencies choose the Dell products they want to use and select the capacity they need to meet their operational goals. They can also choose the pricing terms that best meet their budget allocations and funding cycles.

Capacity can be quickly scaled to meet changing requirements without waiting weeks or months for new hardware or software. If agencies want to repatriate workloads from other cloud services, they can do so easily. For example, IDC found that organizations using APEX Flex on Demand reduced storage deployment times by 92%, with 54% fewer incidents of unplanned downtime¹.

By reducing IT overhead, IT and non-IT workers are freed up for more strategic projects, increasing productivity.

Control

Agencies get maximum capacity without maximum cost. In contrast to purchasing hardware through traditional procurements, they pay only for the capacity they use, with billing capped at 85% of total planned capacity.** Agencies get the scalability and agility needed to quickly respond to unexpected opportunities, disrupted supply chains, and changed

requirements without risking exorbitant fees or loss of control over data or workloads.

They also get the benefit of Dell Technologies' security protecting data and operations. Agency data stays within agency walls, managed by Dell hardware and software that the agency already knows and trusts.

At the same time, organizations using this trusted solution reduced their storage operations costs by 23%, according to IDC. They also achieved a \$36,400 gain in business operations per 100 users due to increased productivity and revenue.

A Secure, Affordable Step Toward Your Agency's Cloud-Smart Future

Agencies are ready to innovate, but they need a solution that provides simplicity, agility, and control that works now and grows with them for the future.

APEX Flex on Demand gives agencies the powerful Dell technology they know and trust with the flexibility and cost savings of public cloud technologies. Agencies are making progress toward increased cloud adoption. This flexible solution offers a way to achieve the secure, reliable, and affordable computing capabilities they need today.

Learn more about APEX Flex on Demand and how it can help your agency by visiting the [Dell Technologies Federal](#) page.

¹ APEX Custom Solutions: A Study of Usage-Based Consumption Models for Storage, IDC, April 2020.

Learn More >

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**Available with Flex on Demand for Storage, Data Protection, and VxRail. Dark sites, non-metered deployments, and customers non-compliant with their contract terms are not eligible.

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