

A dynamic way to create hybrid cloud environments

A flexible, on-demand offering plays an important role in helping agencies manage the cost of digital transformation



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Over the past several years, the discussion about whether agency data and applications should be on-premises or in a public cloud has matured. Now it is a hybrid, multi-cloud world. Some workloads belong in an on-premises environment that is managed by the agency or perhaps by a vendor, while certain workloads belong in a public cloud. Agencies don't want to be locked into a single solution, nor should they be.

The old methodology was to buy everything upfront in anticipation of a certain need that may evolve or may not evolve over time. That was a risky proposition for customers who had to spend precious budget dollars against an assumed need. Fortunately, the as-a-service market has evolved to give agencies options for how they pay for cloud-based technology.

At Dell Technologies, we've found that agencies appreciate having the ability to only pay for what they actually use. We dedicated ourselves to enabling

agencies the best options to onboard their IT solutions so they can achieve the balance of on-premises and public clouds that supports their digital transformation. The result is our APEX Flex on Demand offering.

Streamlining complex IT environments

When agencies are deciding which workloads belong in a public cloud versus an on-premises environment, it's rarely a point-in-time consideration. Instead, that determination often includes anticipating future changes. Although agencies may be entirely on-premises today, they may intend to move at least a portion of today's on-premises workloads to a public cloud in a couple of years, and they are looking to vendors to help them make that transition.

APEX Flex on Demand allows customers who are buying compute, hyper-converged, converged or storage solutions to acquire what they need

today while giving them some flexibility for what they may need or may not need tomorrow if or when they move workloads between on-premises and public clouds.

For example, agencies may need a certain amount of storage capacity today and may expect to need more later. We can supply more but only charge for what they are using today. If they don't use more, they pay only what they've committed to pay for their near-term requirements. It's a perfect way to mitigate the risk and cost of uncertain growth profiles for on-premises environments.

The right technologies and the right financial structure

More commonly, agencies whose systems are entirely on-premises plan to move a certain portion of their workloads to a public cloud over the next several years. Under the old methodology of buying everything upfront, agencies end up with idle

Adi Goldstein



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assets and squandered budgets if workloads migrate off an on-premises infrastructure. APEX Flex on Demand allows us to ship everything they need for today's necessities on-premises, and those costs are reduced as agencies move workloads off those assets and into a public cloud. In addition, if agencies don't move all the workloads to a public cloud to the extent or at the pace they anticipated,

those assets are still available to support their day-to-day IT missions.

Our goal is to find the best way to align the financial structure with the value that agencies get from the technology and how they plan to use it. Finding the right answer requires a consultative relationship that involves discussions about priorities and intended outcomes. Identifying the right technologies is first and foremost,

followed by ensuring that we've put the right financial approach in place to further help our customers and support their intentions. We can only achieve that goal when we build collaborative partnerships with our government customers. ■

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