



APEX Flex on Demand for Government Agencies

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APEX Flex on Demand for Government Agencies

Flexible consumption-based pricing for Dell products in on-premises private clouds

Cloud Smart initiatives are driving agencies to increase their adoption of cloud services. But not all agency workloads belong in the public cloud. Some workloads should stay on-premises for security and compliance. Some should stay on-premises because migrating them could disrupt mission-critical operations. Some teams are even moving their workloads back on-premises after cloud deployments proved too costly or risky.

Agencies understand the potential cost savings and flexibility of cloud services, but they would like to achieve those benefits without sacrificing security and control. They want ready access to their data and the ability to directly monitor and fine-tune application and storage usage. If they need to quickly set up a new supply chain or launch a new offering, the applications and storage can be quickly provisioned and configured.

At the same time, public cloud services often make compliance with applicable policies and mandates difficult. Around 50% of government agencies don't store any data in the cloud¹ because adopting public cloud services often requires taking on risks that many agencies find unacceptable.

But cloud architectures do offer some important advantages. They are far more affordable than traditional capital expenditures (CapEx) for on-premises hardware deployments. Paying for hardware that provides 100% potential capacity is too expensive, especially when usage spikes seldom use more than 85% of capacity. In addition, cloud services can provide rapid scalability.**

¹ 2021 Cloud Data Security Report, Netwrix, 2021.

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Cloud Agility with On-premises Control



Flexible Pricing



Customized Capacity

Agencies need a way to take advantage of the modernization opportunities available with cloud services while keeping their data and operations secure and compliant. Ideally, agencies should enjoy the benefits of both worlds: the agility and flexibility of cloud services along with the control, security and compliance of traditional, on-premises hardware and software.

APEX Flex on Demand from Dell Financial Services

Dell APEX Flex on Demand is a financial solution for agencies that combines cloud agility, cost savings, and

on-premises security and control. With this solution, an agency selects the Dell hardware, software, and services they want. And then, Dell specialists deploy the products on-premises, meet with agency stakeholders, and customize the products to meet the agency's needs. Agencies pay for the products through flexible, consumption-based billing similar to subscriptions for public cloud services. The products readily accommodate spikes in usage, but agencies only pay for the capacity they use.

Using APEX Flex on Demand, agencies get the convenience of having local hardware and software fully under their control. At the same time, they can take advantage of pay-per-use pricing usually available only from public cloud services. If agencies suddenly need more computing capacity, they have it. But they never have to pay for the capacity they have not used. It's easy to monitor an agency's resource usage, provision new capacity as necessary, and adjust annual or monthly contracts to account for long-term changes in usage.

The Best of Cloud and On-Premises Technology for Agencies in an Integrated Affordable Offering

APEX Flex on Demand provides important benefits for agencies, from simplicity to agility and control.

Simplicity

Enable teams to keep using the Dell products they already know and trust while adopting a consumption-based pricing model for an on-premises private cloud.

On day one, Dell installs the systems an agency needs now and in the foreseeable future. The software makes it easy for agencies to monitor usage and avoid surprises in billing. With trusted systems in place, teams can focus more on innovation, and less on infrastructure, to create more value and achieve better outcomes.

Agility

Gain the ability to accelerate project timelines and respond rapidly to changing requirements. With scalable, affordable computing resources provisioned on-premises, agency personnel always get the IT flexibility they need without waiting weeks or months for new hardware and software.

Move workloads wherever it makes sense: to private clouds on-premises, public clouds, or from one cloud environment to another. By reducing IT overhead, IT and non-IT workers are freed up for more strategic projects, increasing agency agility and productivity overall.

Control

APEX Flex on Demand addresses widespread concerns about cloud security and compliance. While committed to cloud adoption as a goal and a steady increase in cloud spending,² using public cloud storage of certain types of data is too risky for some missions. Keep agency data within agency walls and provide industry-leading security from Dell Technologies.

Agencies also enjoy increased control over their budgets. Total monthly billing for the solution is capped at 85% usage of total installed capacity. Even if new opportunities or operational disruptions cause agencies to increase usage, they have the peace of mind knowing that their billing will never rise beyond this guaranteed ceiling. Agencies can make further adjustments to financing terms and performance thresholds when renewing their Dell contracts.

Proven Results for Performance and Cost Savings

APEX Flex on Demand has already proven it delivers meaningful results for organizations of all sizes. In a user study³, analyst firm IDC found the following achievements:

- 23% lower costs for storage operations per year
- 25% lower storage acquisition costs
- 64% lower cost of unplanned outages (from reduced loss of productivity and revenue)
- \$36,400 gain in business operations per 100 users (from increased productivity and revenue)

IDC also found that APEX Flex on Demand delivers important benefits in IT capacity and agility, including:

- 92% faster time to deploy storage capacity
- 54% fewer incidents of unplanned downtime
- 20% more available capacity overall

These results demonstrate the value in cost savings, control, and agility that government agencies can use today.

² Deloitte Insights: *Don't Just Adopt Cloud Computing, Adapt to It*, Deloitte, 2022.

³ APEX Custom Solutions: *A Study of Usage-Based Consumption Models for Storage*, IDC, April 2020.

What People Say

Users interviewed by IDC offered these insights:

"The primary advantage of Dell Technologies APEX Flex on Demand is being able to match spend on storage to the number of projects we're running at any given time.... Dell Technologies was the only vendor offering this type of on-premises on-demand model."

"We naturally look at how we can make our on-premises environment more cloud-like and try to drive this through the APEX Flex on Demand model."

"With the burst capabilities that we have with APEX Flex on Demand, what used to be a 6–8 weeks long order is now an administrative configuration taking less than an hour."

"We've absolutely improved performance with Dell APEX Flex on Demand. We were able to get storage that is among the fastest offered and only pay a fraction of the cost of previously purchased storage because it was purchased based on size."

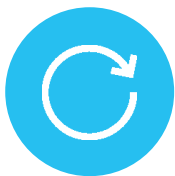
Conclusion

Agencies are making progress toward increased cloud adoption in the future. But they need trusted, flexible, and affordable technology now to support their missions. APEX Flex on Demand puts the

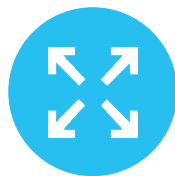
technology agencies know and trust fully under their control in an affordable, flexible offering that minimizes expenses and risk.

Learn how Dell APEX Flex on Demand can help your agency at the [Dell Technologies Federal](#) page.

Benefits of Flex on Demand



SIMPLICITY



AGILITY



CONTROL

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