

Dell APEX Infrastructure

With Dell APEX Infrastructure you can subscribe to the technology they need to support your changing business with payments that scale to match your actual usage.

Today's fast-moving business environment drives the need for on-demand IT solution availability. To ensure availability, many organizations buy excess capacity upfront and risk paying for technology they don't use. This overprovisioning consumes budget and jeopardizes funding for other critical projects.

Subscribe to your preferred on-premises infrastructure and services with greater convenience. Dell APEX Infrastructure provides the ultimate choice and consistency for achieving differentiated outcomes. With Dell APEX, you're in control, with the ability to personalize capabilities and services according to your needs.

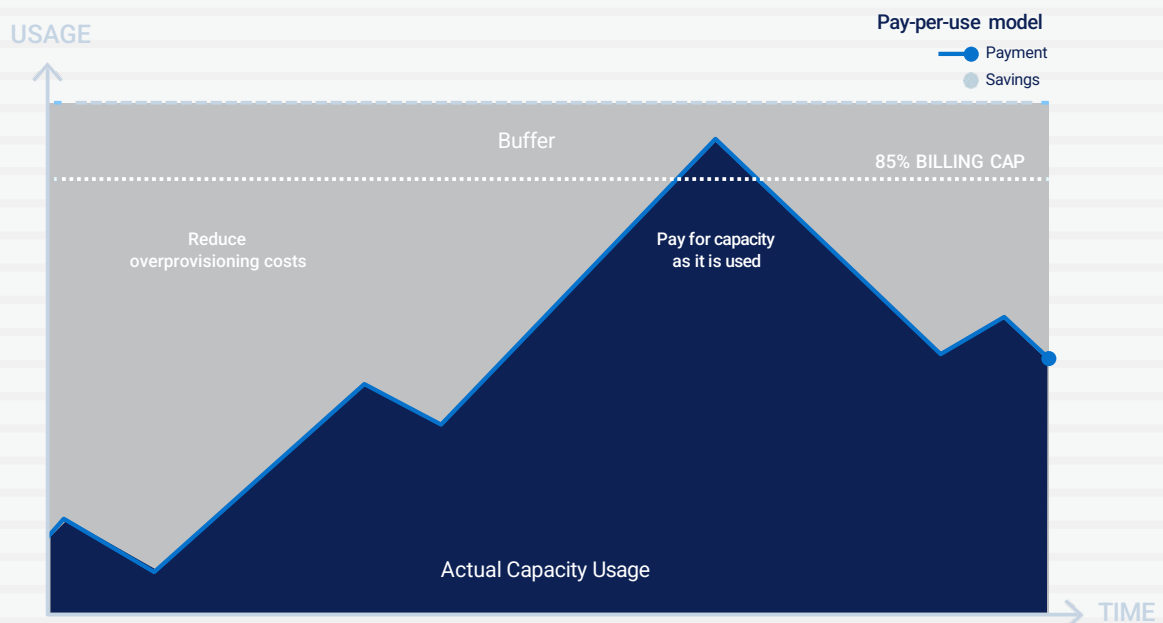
Everything is tailored for you, seamlessly integrated and precisely delivered on your schedule. Simply pay for what you use each month.

With Dell APEX, you're in control, with the ability to tailor capabilities and services according to your needs.

Experience unparalleled simplicity, agility, and control with Dell APEX.

APEX Infrastructure gives you additional peace of mind by capping total monthly billing at 85% usage of total installed capacity - an offer unmatched by other infrastructure providers.*

How APEX Infrastructure Works



Design APEX Infrastructure in Three Easy Steps:



Choose the technology

Select from Servers, Sotrage, Data Protection, and Hyperconverged Infrastructure or Cloud Platforms.



Select Services

Determine the level of deployment and support that works best for them. Add additional services to support people, processes and workloads to meet your business needs.



Select the terms of the consumption agreement

Choose the length of the term, the committed capacity, and pay for what you use.

Dell APEX Infrastructure Services

Deployment and support are required with APEX Infrastructure. You can add additional infrastructure and managed services to support people, processes and workloads to meet your business needs.

	SERVICES REQUIRED WITH APEX INFRASTRUCTURE	SERVICES THAT CAN BE ADDED TO A SUBSCRIPTION
Deployment	•	
Support	•	
Additional Deployment		•
Additional Support.		•
Education		•
Infrastructure		•
Managed Services^		•
Residency		•
Consulting (AI, Apps/Data, Modern Workforce, Multicloud, Security, Edge, Telco)		•

^Managed Services are available with APEX Infrastructure subscriptions for PowerStore, PowerScale and VxRail

Billing Metrics for APEX Infrastructure

NO CHARGE FOR CAPACITY USE GREATER THAN 85% OF TOTAL CAPACITY AVAILABLE.				
	SERVERS	STORAGE	DATA PROTECTION	HCI
Processor	•			
Memory				•
Storage		•	•	•
Billing Metric (Compute)	Activated Node Hour/ Average Memory Usage (VMware only)			Consumed RAM
Billing Metric (Storage)		Consumed Raw/ Usable GiB	Consumed Usable GiB	Consumed Raw GiB

As you can see from the table above, billing for actual usage is based on the type of product and the specific technology usage being measured.

For Dell PowerEdge servers, we measure processor utilization and charge for that utilization via Active Node Hours. Our Utility Configuration Collector (UCC) collects usage data from the integrated Dell Remote Access Controller (iDRAC), which reports CPU utilization several times per hour. This data is then used to calculate the number of Activated Node Hours – a node is considered active when CPU utilization is five percent or higher. Customers using VMware in their PowerEdge environments have the option to be billed based on average monthly memory usage.

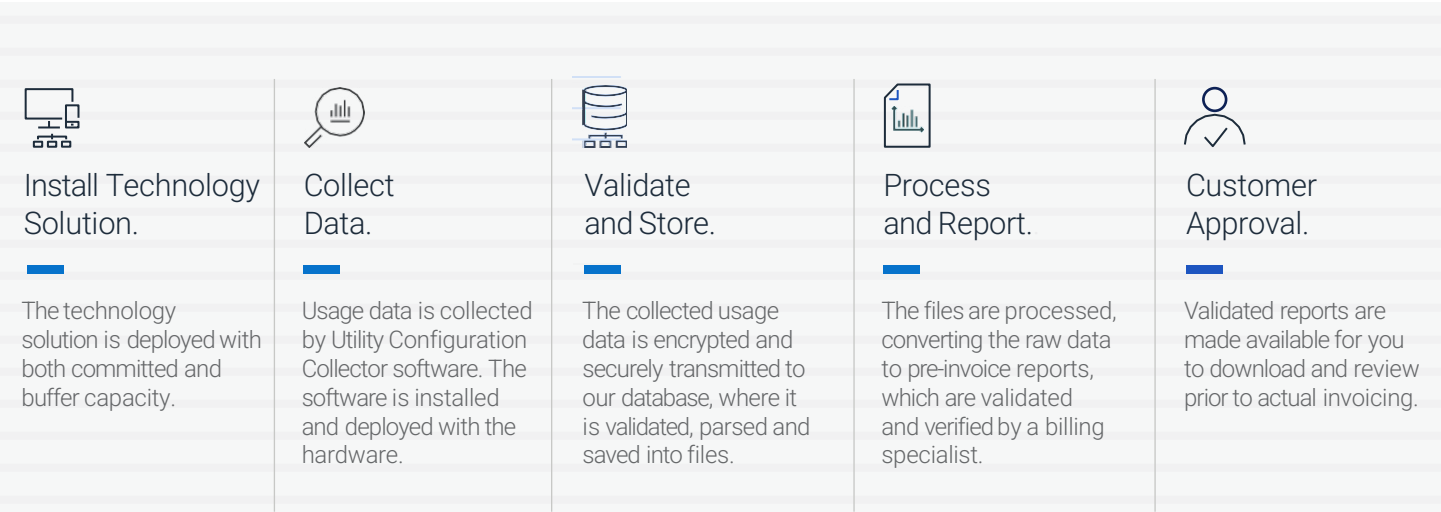
For Storage, Data Protection and Hyperconverged Infrastructure (HCI) solutions, we measure consumed raw capacity or consumed usable capacity, depending on the product. Raw capacity is the total capacity of the storage media in the system. Usable capacity is how much data can be stored in the system after data reduction.

Dell Technologies sets the allocation for data protection policies or some products, while your customers set the allocation for others. For products where Dell Technologies sets the data protection policies, we charge for usable capacity consumed. For products where you set data protection policies, we charge for raw capacity consumed.

Raw and usable capacity data is measured several times per day. A daily average is calculated, and a monthly average is then calculated from the daily averages. Because the Utility Configuration Collector pulls usage metrics directly from the hardware, our measurements and billing are based on Gibibytes (GiB) used instead of Gigabytes (GB) used.

For HCI solutions, including VxRail, we measure RAM in addition to consumed storage capacity. VxRail data is collected from VMware vCenter, while usage data for Azure Stack is collected using Azure Stack APIs.

Billing Process at a Glance



APEX Proven Results

APEX Infrastructure can help you simplify complex IT environments improve operational agility and align budgets with growth priorities. In a recent IDC survey analyzing the business value of Dell Technologies Pay-per-Use Solutions, participants cited both cost and time savings as noteworthy advantages.

For example, customers who moved to pay-per-use models saw a 21% lower cost of IT infrastructure and a 67% faster time to deploy hyperconverged/server capacity.

BUSINESS VALUE HIGHLIGHTS¹



40%

lower three-year cost of operations



264%

three-year return on investment



21%

lower cost of infrastructure



50%

overall IT staff efficiencies



67%

faster to deploy new hyperconverged /server capacity



37%

higher developer productivity



96%

less unplanned downtime



\$20.38M

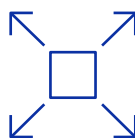
higher revenue per organization per year

Benefits of APEX Infrastructure



Simplicity

Take advantage of cloud experiences for on-premises workloads.



Agility

Manage unpredictability and respond dynamically to change.



Control

Minimize risk and customize service levels, on your customer's terms.

Get started today – the Dell APEX way

Engage your Dell Technologies Account Manager

www.dell.com/APEX-Infrastructure