

# POWER OF 3.

Combine the right hybrid cloud strategy, partner and technology to achieve your business goal.



## THE CHALLENGES OF MULTI-CLOUD ENVIRONMENTS

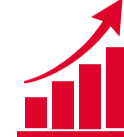
With increasing cloud environments across today's business landscape, organisations are struggling with siloed cloud assets – each one adding to:



**MANAGEMENT COMPLEXITY**



**APPLICATION INCOMPATIBILITY**



**GROWING BUSINESS RISK**

Businesses need a simple, streamlined, and efficient hybrid cloud solution. But how can you deploy a single, integrated, managed hybrid cloud environment successfully?

## HARNESS THE POWER OF 3.



### THE RIGHT STRATEGY.

Put your business on the right path to drive improvement and innovation.

**THE RIGHT STRATEGY WILL HELP YOU:**

- Avoid delays
- Reduce costs
- Mitigate risk

**51%**

OF ORGANISATIONS EMPLOY A HYBRID CLOUD STRATEGY<sup>1</sup>

**91%**

OF IT DECISION-MAKERS CONSIDER HYBRID CLOUD THE IDEAL IT MODEL FOR ORGANISATIONS<sup>2</sup>

**\$159B**

IS PROJECTED TO BE SPENT ON CLOUD BY ORGANISATIONS IN 2021<sup>3</sup>

<sup>1</sup>Source: Right Scale, "Right Scale 2018 State of the Cloud Report," (PDF) February 2018  
<sup>2</sup>Source: Nutanix, "Enterprise Cloud Index," November 2019  
<sup>3</sup>Source: community.hpe.com, "IaaS, PaaS and SaaS: The Cloud Comparison Guide [2018 Update]," April 10, 2018



### THE RIGHT PARTNER.

Benefit from expert support and guidance along your hybrid cloud journey.

*"CDW provide a very personal service and take ownership of delivering a project. What's more, they consistently go above and beyond to ensure everything is in order."*

**Glyn Turner, Head of Global Technology Services, ED&F Man**

**32%**

OF ORGANISATIONS LACK HYBRID COMPUTING SKILLS IN-HOUSE<sup>2</sup>

#### CDW: YOUR GLOBAL PARTNER

Partnering with organisations across 160 countries, we take away the pain and complexity of IT transformation projects – bringing together the expertise, products and services to build the solutions you need to succeed.

#### OUR NATIONAL DISTRIBUTION CENTRE

- Purpose built 120,000 sq ft warehouse
- 3 million items shipped annually to over 130 countries
- 20,000 sq ft advanced configuration centre
- Comprehensive pre-configuration services for hassle-free set-up

#### TECHNICAL EXPERTISE

Over 30 years of industry experience and unparalleled expertise.



### THE RIGHT TECHNOLOGY.

Turn your cloud strategy into reality with the right hybrid cloud technology.

#### THE BENEFITS

- Seamless experience
- Intrinsic security
- Automated lifecycle management
- Single support model

## DELL TECHNOLOGIES CLOUD PLATFORM

Dell Technologies Cloud Platform, integrated with VMware Cloud Foundation on Dell EMC VxRail, is the only cloud environment that has a turnkey solution, and is the simplest path to hybrid cloud.



## WHY DELL TECHNOLOGIES CLOUD PLATFORM?

**#1**

in Cloud IT infrastructure<sup>4</sup>

**#1**

in Public and Private Cloud IT infrastructure<sup>4</sup>

**>90%**

Over 90% lower costs for migration and training<sup>5</sup>

**67%**

Ongoing operations costs approximately 67% lower over five-year period<sup>5</sup>

**>47%**

Up to 47% lower TCO over five years<sup>5</sup>

<sup>4</sup>IDC WW Quarterly Cloud IT Infrastructure Tracker, Q1 2019, June 2019, Vendor Revenue  
<sup>5</sup>IDC White Paper, sponsored by Dell, 'Benefits of the Consistent Hybrid Cloud: A Total Cost of Ownership (TCO) Analysis of the Dell Technologies Cloud', April 2019.



## READY TO HARNESS THE POWER OF 3?

Contact our experts to take the first step to achieving hybrid cloud success for your business.