The Business Value of Running SAP Workloads on Dell EMC VxBlock Converged Infrastructure

IDC’s research demonstrates the strong value that organizations can realize by running business-critical SAP applications and workloads on Dell EMC VxBlock converged infrastructure. Interviewed organizations reported not only reducing the overall cost of running SAP workloads, but benefiting from much improved reliability and performance.

Key Results

- **44%** Lower 5-year cost of operations
- **408%** 5-year ROI
- **96%** Reduction in unplanned downtime

“We chose VxBlock to reduce the operational efforts related to our infrastructure... As a result, business is faster than with traditional infrastructure.”

— VxBlock User Interviewed by IDC

### 5-Year Cost of Operations per 100 Users

<table>
<thead>
<tr>
<th>Previous/other environment</th>
<th>With Dell EMC VxBlock for SAP</th>
</tr>
</thead>
<tbody>
<tr>
<td>$190,700</td>
<td>$47,900</td>
</tr>
<tr>
<td>$76,600</td>
<td>$66,200</td>
</tr>
<tr>
<td>$106,000</td>
<td>$39,300</td>
</tr>
<tr>
<td>$44 lower</td>
<td>$1,800</td>
</tr>
</tbody>
</table>

- Cost of unplanned downtime (lost productivity)
- IT staff time cost
- IT infrastructure costs

### Business and Operational Benefits per 100 Users per Year

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>$67,000</td>
</tr>
<tr>
<td>$20,600</td>
</tr>
<tr>
<td>$8,400</td>
</tr>
<tr>
<td>$38,000</td>
</tr>
</tbody>
</table>

- Higher net revenue, performance and downtime
- Higher productivity, downtime
- Higher productivity, performance

Benefits in Terms of:

- **IT Benefits**
  - 54% less IT staff time, day-to-day activities
  - 41% more efficient IT infrastructure team

- **Agility and Performance**
  - 29% faster to deploy than alternative
  - 19% faster execution of business processes

- **Development**
  - 15% faster development lifecycle, new applications
  - 20% faster development lifecycle, new features

- **Business Operations**
  - $15.3 million higher revenue per year per organization
  - 12% higher gross productivity, impacted SAP users

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