

FORBES: FOUR BENEFITS OF IT-AS-A-SERVICE

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A Forbes Insights study of 800 global ITDMs found that 77% of consumption-based IT adopters improved their ability to adapt to market changes as compared to using a traditional purchasing model.* In addition, respondents reported:

- ## 1 Quicker approvals for IT purchases

Compared to those organizations who purchase their IT upfront, the ones who have adopted a consumption-based IT approach are more likely to have seen the length of time for securing approval for planned IT purchases to decrease by more than 10% over the past three years.*
- ## 2 Speedier IT deployments

42% of these organizations report taking a month or less to integrate a new infrastructure component, from scoping to deployment. By comparison, only 37% of the Buy group are able to move this fast.*
- ## 3 Higher user satisfaction

More than three-fourths of consumption-based IT adopters (85%) indicate that, over the past three years, they have improved their customer satisfaction – 13% more than those who purchase their IT upfront.*
- ## 4 Greater innovation capabilities

Consumption-based IT has played an important role in moving businesses forward and driving innovation. Those primarily tied into consumption-based IT assets are the most likely to report higher levels of customer satisfaction and experience – nearly 1.2x as much as their Buy counterparts.*

Focus on outcomes, not infrastructure with Dell Technologies APEX.

This study shows that IT-as-a-service delivers the agility and flexibility organizations need to quickly adapt to change. Accelerate your organization's IT resiliency. APEX is a transformational technology experience that delivers infrastructure-as-a-service so you can focus more on business outcomes – all while minimizing risk and maximizing resources.

[Read the full Forbes Insights study >](#)

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*Based on a Forbes study commissioned by Dell Technologies and Intel, "Delivering On Demand: Momentum Builds Toward Flexible IT" March 2021.

Full report: <https://www.delltechnologies.com/resources/en-us/asset/analyst-reports/solutions/forbes-insights-delivering-on-demand.pdf>

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