



Dell APEX Subscriptions

Today's fast-moving business environment drives the need for immediate technology solution availability. Many customers buy excess capacity upfront and pay for technology they don't use, which consumes additional budget and creates the risk that other critical projects will not be funded. APEX Subscriptions allows you to pay for technology as you use it, providing immediate access to buffer capacity. Your payment adjusts to match your actual usage.

APEX Subscriptions is available with PowerStore, PowerMax, PowerFlex, PowerScale, and ECS storage, PowerEdge servers, VxBlock and VxRack CI, select HCI solutions, and with PowerProtect DD and PowerProtect DP data protection appliances. Dell APEX Subscriptions 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.

With Dell APEX Subscriptions, you can acquire the technology you need to support your changing business with payments that scale to match your actual usage.

How Dell APEX Subscriptions Works

1. **Choose Your Solution:** Determine the hardware, software, and services that meet your needs.
2. **Predict Payments:** Simplified pricing for custom configurations and the 85% billing cap enable you to budget and predict payments even when usage is variable.
3. **Select Your Deployed Capacity:** We work with you to establish the "Committed Capacity" you currently need and the "Buffer Capacity" you will require in the future. All technology is installed and available to you on day one.
4. **Meter Usage:** Each payment you make is comprised of a fixed Committed Capacity amount plus a variable Buffer Capacity amount.
5. **Realize Savings:** Drive lower usage charges by selecting higher levels of committed capacity and longer usage periods and trigger lower usage rates as workloads increase beyond the initial committed capacity.
6. **Buffer Capacity Usage:** Usage is measured at a component level on a regular basis using automated tools installed with your equipment.
7. **Custom Solutions:** Intel Innovation built-in.



Benefits of APEX Subscriptions



Simplicity

On day one, we install what you need now and in the future, and measure your usage with automated tools installed with our equipment.



Agility

Respond quickly to new service requests, workload fluctuations, and changes driven by the business to improve your IT flexibility.



Control

Customize hardware and software configurations based on your workload requirements to achieve cost control. Pay for elastic resources only as they are consumed and avoid the cost of over-provisioning.

Proven Results

APEX Subscriptions delivers significant value, including clear cost savings with gains in efficiency, productivity, and business agility. In a recent IDC study analyzing the business value of Dell Technologies pay-as-you-use consumption models, participants cited both cost and time savings as noteworthy advantages.

23%

Lower cost of storage operations per year

64%

lower cost of unplanned outages due to a reduced loss of productivity and revenue

25%

lower storage acquisition costs

92%

faster time to deploy new storage capacity

About C1

C1 leverages its Infrastructure Experience to construct, implement, and oversee Enterprise Networking, Data Center, and Cloud solutions, providing clients with adaptable, secure, high-performance, and dependable technology platforms to enhance their operations and achieve their objectives effectively and efficiently. Learn more at onec1.com.

