

ZONES

First Choice for IT™

THE TOP 4 REASONS
TO UPGRADE
YOUR SERVER
ARCHITECTURE

DELLTechnologies
TITANIUM PARTNER

Understanding the importance of server refreshes.

It's practically the golden rule in IT these days – your servers are the backbone of your organization's infrastructure. No matter what your people do, where they do it, or who they do it with, they need servers to make it possible. Your servers are what support the computational requirements of your entire application portfolio.

But unfortunately, the lifespan of your servers is finite. It would be great if you could simply invest in a server architecture once, keep it for the long haul, and be done with it, but that's simply not the case. A new generation of servers is going to perform far better than their predecessors, and this increased performance will have a clear, tangible impact on the bottom line of your enterprise.

This eBook will discuss why server refreshes are important, and what signs you should look for as you consider making a change.

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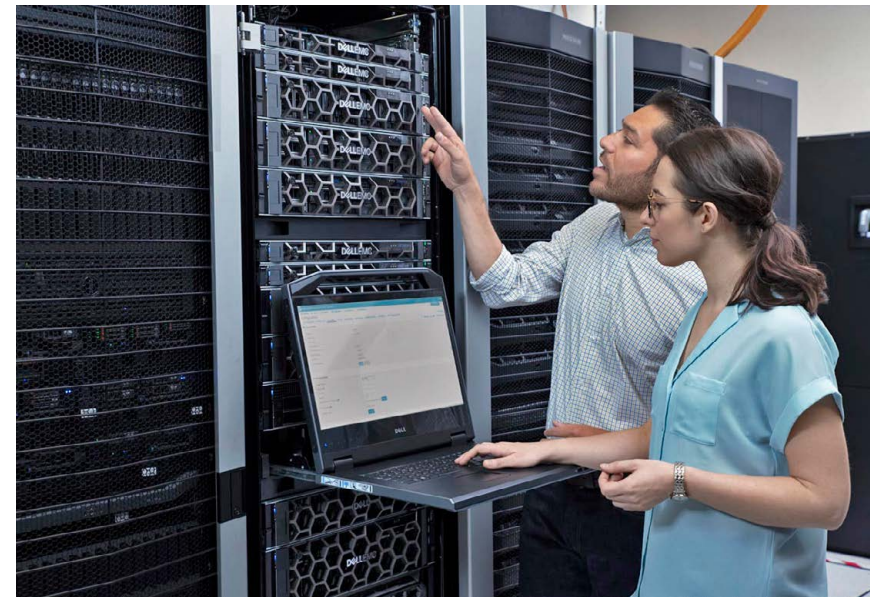
Reason 1: The impact on service quality

At the end of a day, the goal of any business is to serve customers as effectively as possible.

If you ever notice that the deterioration of your servers is causing customer service to become slower or somehow less convenient, that's a clear sign that it's time to upgrade your IT infrastructure. After all, unreliable service will have a major impact on your bottom line, not to mention the scalability of your business.

If you do make an upgrade, you should notice faster application performance right away. The main reason for this is an increase in computing density – in other words, the combination of the number of servers you're operating and the number of virtual machines per server. With greater density, your IT can achieve more every single day. This is a leading indicator of how any business can benefit from a server upgrade.

Dell Technologies, can be such a powerful tool for your business. With PowerEdge, you gain the ability to quickly address the evolving compute demands of your users, as well as respond rapidly to platform requirements and enhance business resiliency. The benefits are plain to see, and they're significant.



It's also a key reason why PowerEdge servers, from

Reason 2: The impact on future business improvement

Ideally, your business wouldn't just be stuck in a rut, completing the same rote tasks day after day after day – you'd rather be looking for continuous improvement.



You'd love to see greater productivity from your workforce, more robust revenue for your business, and ultimately, a trajectory that shows real growth. As you pursue these goals, it's important to note that your IT infrastructure can play a key strategic role.

With higher-performing servers powering your IT, you should quickly see improved revenue-centric factors that will have a direct positive impact on the business. These should include customer-centric factors, such as an ability to instill confidence in new and existing customers, as well as internal ones, such as how the business is taking care of its own employees and managing their processes.

A successful business is one that makes everyone happy – the employees, the bosses, and the customers alike. When you do this, morale is higher all around, and the business is able to build momentum. Better servers are a crucial first step in this process.

Reason 3: The impact on operating costs

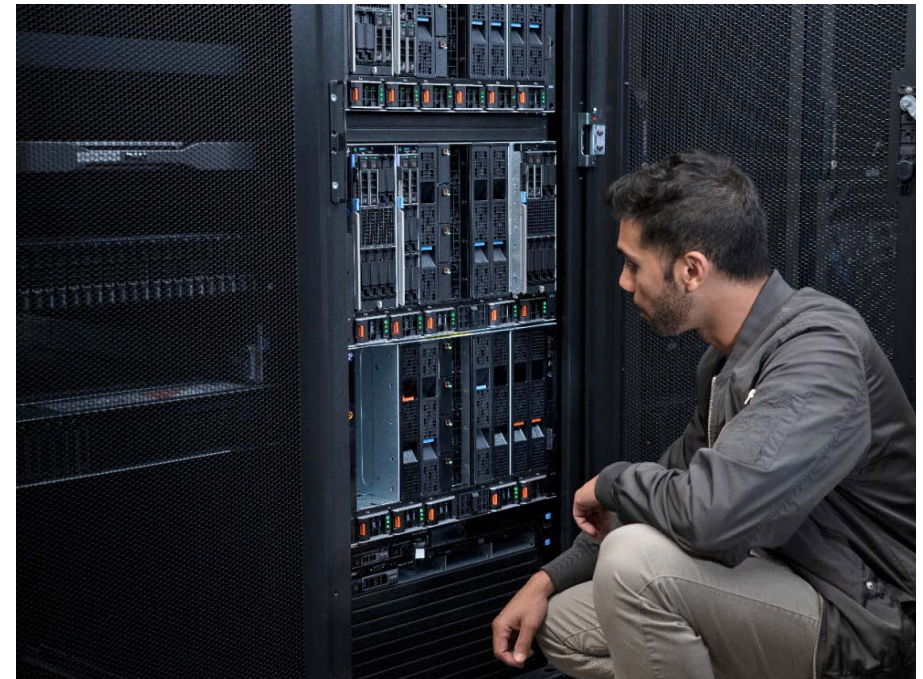
Let's be honest: In the end, every decision you make in business is about your bottom line.

Whenever you make an investment, you want to be confident that investment will yield a greater return than what you put in. So let's talk about that return. What's the true impact, in dollars and cents, of investing in your servers?

According to research from Dell Technologies and Zones, it's significant. On average, companies will enjoy:

- **\$13 million** in additional revenue per year
- **14% less time** needed to manage IT infrastructure
- **\$369,000 lower** total cost of operations each year

...plus, you'll experience **162% more** unplanned downtime if you wait until later to upgrade your servers. Add all of this up, and the answer is clear: The sooner you make a move, the more value you'll create for your business.



Reason 4: The impact on staff productivity

Finally, the last piece of the puzzle: As you consider upgrading your server architecture, you'll want to look closely at the productivity of your IT staff. If you're starting to see a decline, it may be time to spring to action.



With Dell Technologies OpenManage, you should see an immediate boost in productivity. Deploying OpenManage to automate server management makes it far easier for your business to avoid human error and thus minimize downtime. Because Dell EMC introduced intelligent automation in the all-new OpenManage Enterprise console, you will be able to enjoy a unified system management experience – and there's even a mobile interface which means your administrators can work efficiently from anywhere.

Nowadays, it's important to have an approach to management that suits everyone. Your employees might be in the office, remote, or in some hybrid arrangement that combines the two; similarly, your IT people might be scattered around. When you have the sort of powerful server management tools that Dell Technologies has to offer, it becomes far easier for your admins to take the reins, no matter where or how they're working.

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About Dell Technologies and Zones

Together, Dell Technologies and Zones are ready to help you transform your IT infrastructure.

PowerEdge servers help businesses like yours to meet every digital transformation challenge they're up against. Paired with OpenManage, they deliver the productivity and performance needed to power true innovation.

And at Zones, we're proud to be a close strategic partner with Dell Technologies, which means we're perfectly positioned to bring you all the Dell Technologies solutions your business needs to thrive. On top of that, we have a host of services that can make deployment smoother for everyone involved – starting with a free Live Optics Assessment that will help you size up your environment.

Are you ready to get started?

GET YOUR FREE ASSESSMENT

Visit our website below to learn more ways Zones,
and Dell Technologies can benefit your business.

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