

“Innovate or Die” – can cloud help with your evolution?

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If the auto industry kept up with Moore's law, the 2016 Aston Martin DB5 would get how many KM/L?

6 KM/L

1963 Aston Martin DB5
(16.7L/100KM)

427,919,670 KM/L

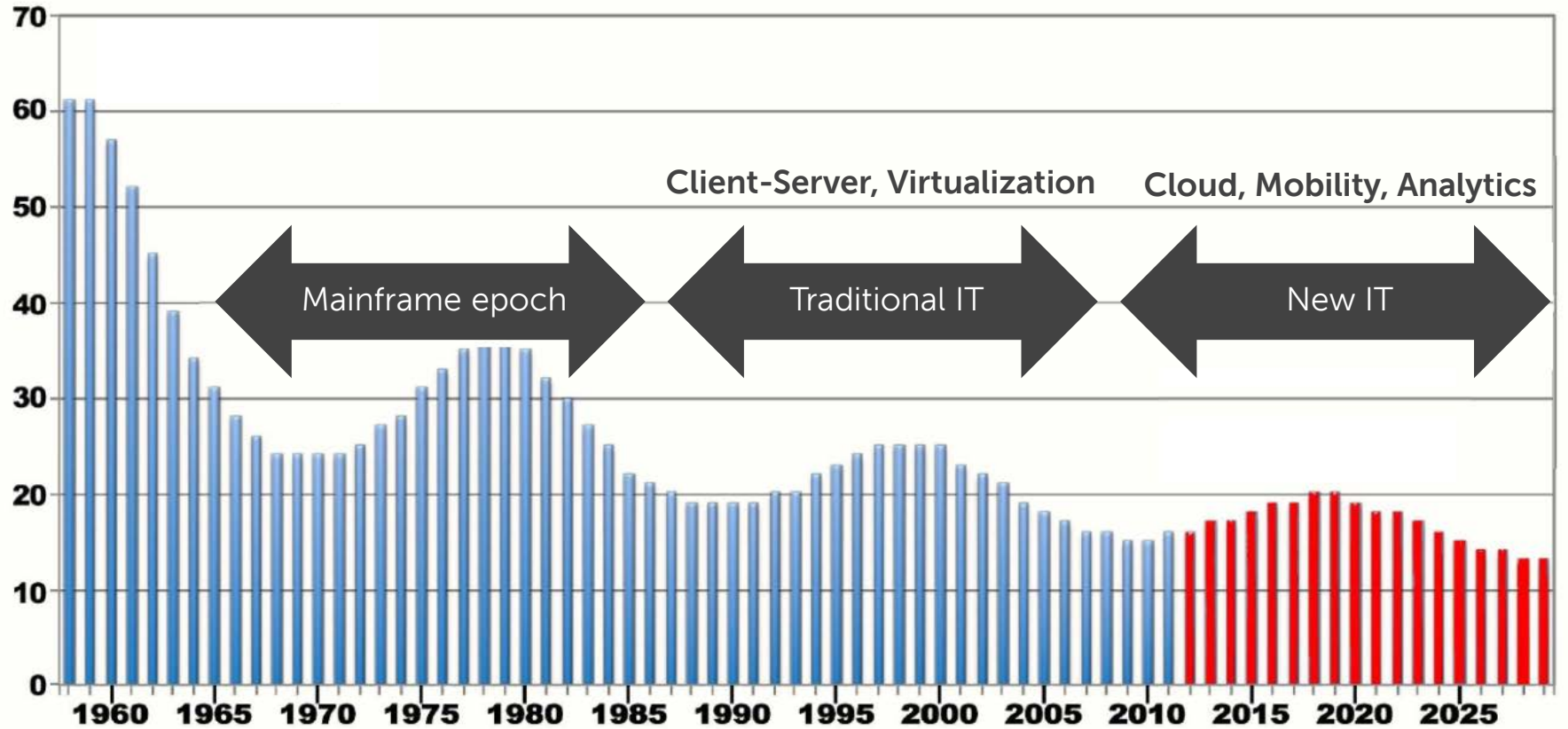
2016 Aston Martin DB5
(.000000024L/100KM)





EVERYTHING!

75% of the S&P 500 will be replaced by 2027



■ Average company lifespan on S&P 500 index (in years)



Dell's Global Technology Adoption Index

97% of IT decision-maker surveyed said their company either uses or plans to use cloud solutions

Using Cloud

72% saw growth >6%

4% experiencing zero or negative growth

NOT Using Cloud

24% saw growth >6%

37% experiencing zero or negative growth



Become your own angel investor



Budget
traditional
IT

Simplify
Standardize
Automate

Fund the Future



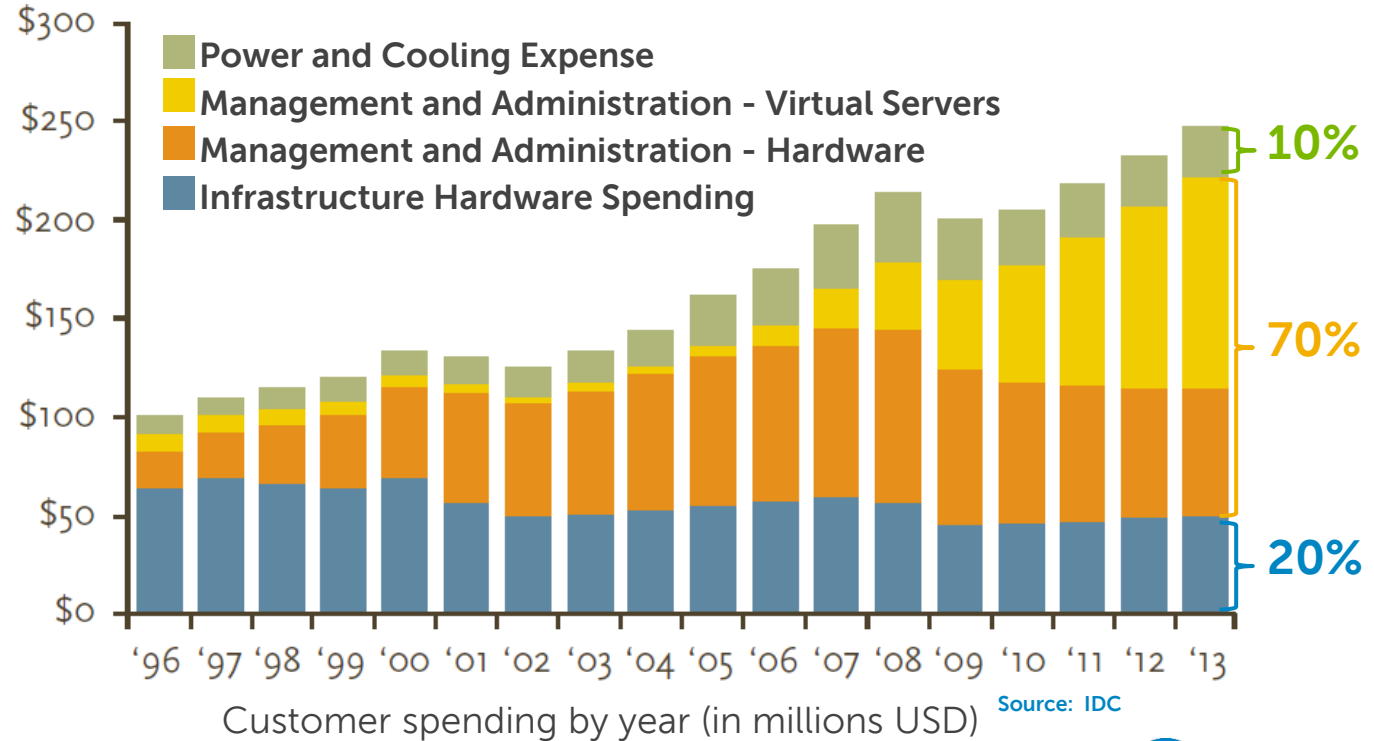
Re-invest
new IT

Development
New IT platform
Next generation



OPEX is the target for cost reduction today

Systems management, power, and cooling costs **make up 80%** of data center spending.



78%

“Digital transformation” is a top priority.¹

IT is poised for change:
Shift from ops to leadership

Yet there are unsettling forces.

89%

of CIOs expect new types and **levels of risk**.²

78%

want to **return apps** from public cloud.³

The future is Hybrid Cloud.

9 out of 10

ITDMs say **hybrid cloud** is important for a “future-ready” enterprise.⁴



Thank you

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