



Solution Brief

Why Insight for Dell Technologies

Achieve new efficiencies and realize cost savings every step of the way.

The IT landscape is layered and complex, with many vendors and service groups to navigate. When you choose Insight and Dell Technologies, you're opting for a duo that can provide best-in-class data center infrastructure and workplace devices, and the knowledge and resources to help you acquire, integrate, and maintain assets in the most cost-effective and valuable ways.

A proven partner

Expect more from your Dell Technologies partner. As a storage industry leader for more than 25 years with deep expertise of the entire data center, we deliver beyond what our credentials and awards demonstrate.

- Dell Technologies Titanium Black Partner
- 2021 NA Channel Excellence in Growth Award
- 2020 NA Transformational Partner of the Year
- 2019 Public Sector Partner of the Year
- Partner Technical Advisory Board
- 340+ Dell Technologies certifications and accreditations
- Only Dell Technologies partner offering a solution like Insight OneCall™ Support

Insight OneCall Support Services for Dell Technologies

Ensure high uptimes, quality customer experiences, and reliable internal services. We work as an agile extension of your team to provide flexible support services for Dell Technologies® infrastructure.

- **Real-time support** and accelerated issue resolution
- **Access to experienced engineers**, with no triage
- **Defined and published** service levels
- **Full visibility** through web-based tools for issue tracking
- **Single-source accountability** and dedicated escalation channels

Dell Technologies APEX from Insight

APEX is a broad Dell-configured As a Service solution that delivers cloud services for a range of data and workload requirements. This offering helps businesses leverage proven technology within a world-class portfolio of As a Service IT infrastructure to simplify transformation and stay in control of their data with the ease of a consumption-based model supported by Insight.

Sources:

¹ Gantz, J., Reinsel, D., Rydning, J. (March 2021). Worldwide Global DataSphere Forecast, 2021-2025: The World Keeps Creating More Data - Now, What Do We Do with IT All? IDC.

² Spiceworks Ziff Davis. (2021). The 2022 State of IT.

³ Clement, J. (2020, Feb. 28). Global data volume of consumer IP traffic 2017-2022. Statista.



We service the spectrum of Dell Technologies products:

- + Isilon™
- + VxRail®
- + XtremIO®
- + PowerOne
- + Pivotal
- + Virtustream™
- + PCaaS
- + Large format signage
- + APEX
- + Workplace solutions
- + Unity XT
- + SC Series
- + PowerEdge®
- + Data Domain
- + PowerStore

The state of storage



New server workloads are demanding not just faster processor performance but also massive memory and faster storage.



IDC predicts that "the Global Datasphere will grow to 181 zettabytes (ZB) in 2025, up from 64.2ZB in 2020."¹



A renewed focus on data strategy is fueling significant increases in spending on data storage and management.



IT budgets grew significantly higher in 2022 than in the prior two years, with approximately 10% allocated for data storage and backup.²



Artificial Intelligence (AI) workloads impact storage; the growth of AI has far-reaching implications for storage and other IT systems.



In 2022, global consumer IP traffic is expected to reach 333 exabytes (EB) per month, up from 110EB per month in 2017.³

Getting started is easy.

Visit solutions.insight.com/contact-us to connect with our team.