

Success Stories in Modernizing IT

EBOOK

Introduction

Chapter 1: Maximizing Hybrid Cloud Migrations

Chapter 2: Improving Operational Efficiencies With Flexible IT

Chapter 3: Modernizing IT for Business Resilience

Chapter 4: Empowering Remote Work

Chapter 5: Supporting Application Modernization

Chapter 6: Executive Summary

IT modernization is about empowering today's most important business imperatives. Think digital transformation, remote work, big data analytics and more. For IT teams, modernizing IT means dealing head-on with issues such as migrating aging software solutions, shifting to cloud-based computing and using automation and intelligence to drive innovation.

Historically, an incremental approach to IT modernization was merely a step to staying competitive. In today's environment, however, there is a growing urgency to modernize IT quickly and seamlessly to survive and thrive. This e-book looks at 13 organizations that have taken successful steps in IT modernization, leveraging solutions from Dell Technologies and VMware to adapt quickly, effectively and strategically.

Digital transformation continues to be top of mind for business and IT leaders. Investments in technologies to support digital transformation are continuing to accelerate and will drive more than \$6.8 billion in direct spending from 2020 to 2023, according to IDC.¹ By 2022, 70% of all organizations will have accelerated their use of digital technologies, thereby “transforming existing business processes to drive customer engagement, employee productivity and business resiliency.”²

By 2022, **70%** of all organizations will have accelerated their use of digital technologies

This laser focus on investing in technologies that modernize IT and empower digital transformation involves both challenges and opportunities for IT decision-makers. For many IT leaders, the goal is to facilitate and accelerate IT modernization to meet the changing needs of the business—while also ensuring that the organization can maximize existing resources, skill sets and investments in business-critical applications.

In many cases, the most effective path to IT modernization is with a hybrid and multicloud strategy that leverages both the power and control of on-premises infrastructure with

the flexibility, agility and economics afforded by the cloud. When deployed strategically, hybrid cloud supports flexible IT, the digital workplace, and the ability to leverage data to drive true business innovation and transformative customer experiences. More than 80% of enterprises have a hybrid cloud strategy,³ and overall spending on hybrid cloud is growing at an annual rate of 17.8%.⁴

A successful IT modernization journey will enable your organization to maximize the benefits of hybrid cloud, improve operational efficiencies, strengthen IT for business resilience, empower remote work and support application modernization. A key factor is the ability to leverage cloud-native technologies like containers and Kubernetes to accelerate microservices application development and modernize existing business-critical applications.

This e-book explores IT modernization through the prism of key challenges that must be overcome and the importance of choosing technology investments and partners that can help you turn those challenges into opportunities.

Specifically, we look at the value of the tightly integrated partnership between Dell Technologies and VMware in facilitating IT modernization at every stage of the journey. We also examine 13 examples of IT teams that have embraced important aspects of IT modernization through flexible IT, optimized infrastructure, hybrid cloud, the digital workplace, application modernization and more.



Chapter 1

Maximizing Hybrid Cloud Migrations

The journey to the cloud is not always smooth. Nearly 80% of organizations have repatriated a critical workload back from the public cloud to a private cloud or on-premises infrastructure, according to Enterprise Strategy Group.⁵

Nearly **80%** of organizations have repatriated a critical workload back from the public cloud to a private cloud or on-premises infrastructure

In today's environment, IT teams need more assurance that their migration strategy will be successful. As many organizations have discovered, a cloud operational model that offers a consistent approach and common tools from the data center to the edge to the cloud reduces risk and accelerates innovation, among other major benefits.

In most cases, the path to a consistent hybrid cloud starts with VMware as the foundation. The reason is simple: Most business-critical apps are already hosted on VMware and most organizations have administrators with extensive VMware skills and experience.

It's not just software, of course. It is equally important to have modern infrastructure that is software defined and simple to scale and migrate, while offering best-of-breed performance and agility.

The VMware and Dell Technologies partnership simplifies application and cloud transformation with VMware Cloud across Dell Technologies infrastructure, from the data center to the edge to multiple clouds.

What are some of the key ways this path reduces risk?

1. Organizations can avoid lengthy, expensive and risky refactoring processes when migrating mission-critical applications and modernizing them with cloud-native capabilities. They can modernize at their own pace and use a single architecture that supports both traditional virtual machine (VM) development as well as containerized development using Kubernetes as the orchestration platform.
2. IT teams can take advantage of existing skills, processes and technologies to migrate to hybrid cloud, without the organization taking on the risk of hiring new teams or requiring new skill sets. Critical functions such as security protections, policy enforcement, updates and patches, troubleshooting and monitoring are all centralized and managed by IT.
3. Organizations can limit the inherent risks of information silos that stem from having separate cloud platforms or uncontrolled shadow IT. Risks include gaps in security, IT governance and compliance. Perhaps just as dangerous, information silos inhibit digital transformation and prevent the company from using all of its data for big data analytics to drive competitive advantage.
4. IT can reduce costs by improving operational efficiencies, reduce the risk of human error by deploying extensive automation, and lower capital expenses by leveraging existing investments and moving to a cloud consumption model.

for hybrid cloud infrastructure. IT can leverage software-defined technologies across Dell servers, storage, networking, and hyperconverged and converged infrastructure to empower a future-ready business.

Hybrid Cloud Success Stories

Atea, Oslo, Norway

[Atea](#) is the market leader in IT infrastructure for businesses and public sector organizations in Europe's Nordic and Baltic regions, with approximately 7,400 employees and 4,000 consultants. The company has modernized with VMware Cloud Foundation on VxRail.

This simplifies the migration and replatforming of applications with a consistent cloud infrastructure with Kubernetes built in.

Atea's customers have seen huge benefits in operational efficiencies and IT transformation. Examples include a hospital that has dramatically reduced the time it takes to update medical records, and a public sector organization that has transformed how it provides needed services by increasing its hours of operation from normal business hours to 24 hours a day.

Cybera, Franklin, Tennessee

[Cybera](#) serves businesses that have minimal IT support at their remote locations. It delivers a cloud-based managed service using a software-defined networking solution running on Dell EMC PowerEdge Servers.

Key to the company's transformation has been the ability to provide SD-WAN services with advanced security on a cloud platform. One customer had to network 6,000 locations as quickly as possible; with the cloud and SD-WAN, the network enhancements rolled out in just two weeks.

Revelation Software Concepts, Victoria, Australia

[Revelation Software Concepts](#) embraced hybrid cloud as a way to transform its business model by modernizing data protection, backup and recovery. The company was attempting to grow by adding a cloud-hosted offering, but its legacy data protection solution wasn't up to the task: It was slow and unreliable, and did not offer the cloud readiness needed to meet customer service-level agreements, protect its own site and develop a trusted cloud disaster recovery strategy.

With a combination of the Dell EMC Integrated Data Protection Appliance, Dell EMC Cloud Disaster Recovery and VMware Cloud on AWS, RSC has reduced weekend backup windows by 94%, reduced local storage by 54%, enabled cloud-agnostic restores and reduced the need for training by using familiar tools and skill sets.

RSC has reduced weekend backup windows by **94%**, reduced local storage by **54%**, enabled cloud-agnostic restores and reduced the need for training by using familiar tools and skill sets.

Nol-Tec Systems, Lino Lakes, Minnesota

[Nol-Tec Systems](#) turned to a hybrid cloud solution to address infrastructure challenges caused by underperforming servers and inconsistencies across platforms. The company migrated seamlessly using VMware Cloud Foundation with Dell PowerEdge Servers.

Since the transition, Nol-Tec has increased agility and reduced IT overhead by having a private cloud in the data center and using the same interface to move workloads to a public cloud when that is a better choice. Performance has improved dramatically, and the company can now efficiently manage both public and private clouds using the same tools and infrastructure.

Taking the Next Step

While the journey to the cloud has not always been smooth in the past, there is no reason it should not be smooth in the present or the future. IT teams can now use a consistent platform from the data center to the edge to the cloud to transform their businesses, modernize applications, simplify operations and reduce risk. **Please visit [Dell Technologies](#) to find out more.**

Chapter 2

Improving Operational Efficiencies With Flexible IT

Organizations across all industries are finding that improving operational efficiencies in IT is one of the most important factors in driving successful digital transformation initiatives—while also helping IT reduce costs.

- For the Miami Dolphins, improving operational efficiencies has meant using video to transform its relationship with fans.
- For the city of Monroe, N.C., it has meant ensuring 24/7 access to vital services and public utilities such as water, electricity and gas.
- For the Frost Museum of Science, it has freed IT staff to drive transformation initiatives such as a new science-at-home program.

Here are how these organizations and others have succeeded in improving operational efficiencies. We also look at the solutions that made these transformations possible and successful.

Miami Dolphins, Miami, Florida

[The Miami Dolphins](#) use video as a powerful asset for fan engagement, safety and security. However, to meet growing demand, the organization needed to modernize its infrastructure for performance and capacity. The upgrade, including Dell EMC Isilon scale-out storage and Dell EMC VxRail hyperconverged infrastructure, has solved performance issues and enabled the team to expand its storage lifecycle from three to five years, saving \$1.2 million.

City of Monroe, North Carolina

[Monroe](#) is a suburb of Charlotte, N.C., one of the fastest growing areas in the country and the second largest metro area in the Southeast. The city's IT department needed to continually deploy new applications, automate operations and support data analytics without expanding the data center footprint. Modernizing with Dell EMC PowerEdge servers, VMware vSphere and other solutions, Monroe has consolidated servers in collocated data centers by 60%, accelerated time to value, significantly reduced power and cooling costs, and perhaps most critically, ensured delivery of vital city services 24/7.

Monroe has consolidated servers in collocated data centers by **60%**, accelerated time to value, significantly reduced power and cooling costs, and perhaps most critically, ensured delivery of vital city services 24/7

Lancaster University, Lancashire, England

[Lancaster University](#) is an internationally recognized leader in higher education and research with 13,000 students, 2,900 faculty and professional staff and research partnerships in 60 countries worldwide. The university modernized its data center network and integrated its existing server and storage solutions with a new data center core powered by Dell EMC PowerEdge MX modular infrastructure.

The results: The university migrated nearly 3,000 VMware instances in less than three weeks with no downtime, consolidated server racks by 75%, and adopted a future-ready infrastructure that accommodates growth and development with no disruption while enabling public cloud responsiveness in a private cloud environment.

Philip and Patricia Frost Museum of Science, Miami, Florida

[The Philip and Patricia Frost Museum of Science](#) in Miami relies on its IT infrastructure to power its aquarium, planetarium, and online and live exhibitions and shows, while also supporting work-from-home employees. Its modernization effort has been built on the Dell EMC Integrated Dell Remote Access Controller running on high-performance Dell EMC PowerEdge Servers, in addition to VMware vSphere and vCenter.

The museum is now able to deploy servers in minutes rather than days, managing everything from basic IT infrastructure to ticketing, building operations and security using one system. IT staff is now free from routine tasks to work on new shows and transformational projects such as the Frost Science@Home initiative, which shares educational resources.

Large U.S.-Based Power Company

[A large power company](#) was looking at IT transformation to modernize its power grid to achieve both Capex and Opex savings. The utility migrated to a cloud-native environment using VMware Tanzu Architecture for Dell EMC VxRail (TA4V). The advantages were so extreme—virtually eliminating Opex—that the CEO reportedly didn't believe the results at first. The five-year cumulative Opex savings will be \$3.25 million—or 99.97%. This will positively impact customer rates and help the utility in negotiating its rate structures with various state regulators.

Taking the Next Step

As you can see from these case studies, for most organizations, digital transformation is a process, often driven by important, incremental steps along the way: improving performance, adding cloud capabilities, adding new capabilities such as video, supporting application migrations, and ensuring backup, recovery and data protection.

Moving forward on the journey requires an infrastructure foundation with partners you can rely on to provide solutions, guidance and expertise wherever you are in the process, and to address whatever challenges and opportunities are your organization's top priorities.

Please visit [Dell Technologies](#) to find out more about **IT modernization solutions to achieve operational efficiencies and IT flexibility that will support your organization's digital transformation journey.**



Chapter 3

New Technology Solutions That Improve the Employee Experience

For many organizations, 2020 proved to be either a confirmation of the importance of business resilience or an eye-opener as to the potential risks. Organizations that have transformed IT with modern data protection solutions, resilient infrastructure and reduced complexity have been in a much stronger position to deal with the challenges posed in today's environment, including the shift to remote work caused by COVID-19.

What are the key factors in modernizing IT for business resilience? Here are some of the critical ones that have taken on even more relevance today:

- **Hybrid cloud:** Using a combination of private and public cloud, IT teams can choose the path that works best for each workload, taking advantage of cloud economics and elastic scalability along with data center efficiencies, performance, control and centralized management. With a consistent cloud infrastructure that extends from the data center to the edge to the cloud, IT can use consistent operations and security protections across all environments and mitigate risk.
- **Reduced complexity:** Complexity is the enemy of business continuity. If IT teams are spending too much time on manual processes, or they can't quickly identify causes of downtime or meet companywide goals for recovery time and recovery point objectives, the impact on the business can be substantial. The key is to leverage modern management and data protection platforms that feature automated protection, centralized policy management and enforcement, plus consistent, familiar tools and technologies that maximize recovery and accelerate operational efficiencies.
- **Seamless integration:** Working with trusted partners and proven solutions offers significant benefits, particularly in modernizing backup, recovery and data protection. With a skills shortage in many IT functions, IT leaders need to take advantage of existing personnel and skill sets. There is also huge value in protecting existing investments, reducing both Capex and Opex. In particular, the tightly integrated partnership between Dell and VMware means IT teams can be assured that their solutions are future-ready and flexible when responding to changing requirements dictated by planned initiatives such as digital transformation or unplanned events such as COVID-19.



Success Stories in Business Resilience

Rushmore Electric Power Cooperative, Rapid City, South Dakota

Rushmore Electric Power Cooperative's old backup solution left 50% of its data unprotected and exceeded its 13-hour backup window, sometimes by days. In addition, to keep vital electrical grid and load-monitoring systems available, the utility needed point-in-time delivery. By modernizing with VMware and the Dell EMC Integrated Data Protection Appliance, it has been able to achieve the following results:

- Reduce the nightly backup window from more than two days to six hours.
- Replicate mission-critical systems for any-point-in-time recovery.
- Reduce daily admin time from three hours to 30 minutes or less.
- Back up about twice as much data in the same amount of storage space.

USC Australia, Sippy Downs, Australia

[USC Australia](#) is one of Australia's top-rated universities for teaching quality and overall user experience. To scale with its growth, the university sought to modernize backup, recovery and data protection with a solution that would work naturally with its VMware environment and that could be used for future cloud projects.

The modernization effort included upgrades with Dell EMC PowerProtect appliances and PowerProtect Data Manager. Key benefits have been simplified management, ease of administration and automation, as well as much faster backup and restore times. The university now completes VM restores in less than 10 minutes and has a 100% success rate for restores and a deduplication rate of 96%.

The university now completes VM restores in less than 10 minutes and has a **100%** success rate for restores and a deduplication rate of **96%**.

Miami Dolphins, Miami, Florida

[The Miami Dolphins](#) uses its infrastructure as the backbone for every customer engagement, ticket scan and purchase, as well as the delivery of online media assets and the stadium's audiovisual systems. The organization

needed a modern solution for backup, recovery and data protection, upgrading to a combination of VMware with Dell VxRail hyperconverged infrastructure, Dell EMC Data Domain and Dell EMC Isilon storage.

With Data Domain, data is recorded across multiple devices, so if a hardware failure occurs, no data is lost. The organization's recovery point and recovery time objectives are now less than 20 minutes for all services.

Taking the Next Step

Integration, simplicity, hybrid cloud and IT modernization are all critical to achieving IT's end goal: establishing a resilient infrastructure that can adapt and recover when needed, allows for reduced business risk, and is reliable, secure and future-ready.

Please visit [Dell Technologies](#) to learn more about how your organization can take the next step in modernizing data protection, recovery and backup to achieve transformational business resiliency.



Chapter 4

Empowering Remote Work

COVID-19 forced many organizations to abruptly shift to a work-from-home model, putting huge pressure on IT teams to quickly support, scale and secure an unparalleled transformation of the workforce.

Managing infrastructure to support this shift has grown in importance vs. other IT priorities, according to a survey of IT leaders by Insight Enterprises.⁶ The top challenges: improving network and data security and recovery, enabling remote IT management and increasing cloud-based networking.

Companies with virtual desktop infrastructure (VDI) were ahead of the curve in meeting these challenges. In addition, many organizations were able to respond to work-from-home edicts by spinning up new VDI deployments using technologies such as VMware Cloud Foundation, VMware Horizon, Dell EMC VxRail hyperconverged infrastructure and other Dell solutions.

Embracing VDI is neither temporary nor a mere quick fix. As noted by Evaluator Group, the ability to support VDI at scale “will become a permanent fixture of enterprise IT strategies” and the “preferred environment for hosting an at-home workforce.”⁷ The reasons:

- Security enforcement is more effective.
- Management can be centralized and automated.
- Desktops and applications can be delivered to employees anywhere, anytime, and on any device.
- Supporting infrastructure can be ramped up and down quickly.

In addition, with solutions powered by NVIDIA—including fully featured Dell Technologies hyperconverged infrastructure, converged infrastructure, servers, desktops and laptops as well as Dell Wyse thin clients—IT teams can now use VDI to empower all users, including those requiring sophisticated computer-aided design, engineering, industrial design and content-creation capabilities.

Success Stories in Remote Work

Here are examples of three organizations that are successfully using VDI to empower remote work.

PIK Group, Moscow, Russia

[PIK Group](#) is an example of a company leveraging VDI to empower remote workers who have intense demands for computer graphics capabilities. PIK has built 25 million square meters of housing in the Russian market and employs 2,000 design engineers in what it describes as the largest architectural bureau in Europe.

With VDI, PIK has transformed its workplace by empowering employees to work securely from home, setting their own work schedules, while using a sophisticated 3D building information modeling application. The solution is secure and reliable while delivering the performance, capacity and scale required by very demanding users.

Gould Evans, Various U.S. Locations

[Gould Evans](#) is another company that has empowered designers and architects to work remotely, including those using compute- and graphics-intensive applications such as Autodesk Revit and Trimble SketchUp. In evaluating solutions, the firm was concerned that VDI wouldn't be able to handle its extreme graphics requirements.

However, the combination of VMware, Dell EMC PowerEdge rack servers with NVIDIA Quadro vDWS software, and NVIDIA GPUs has been transformational for the company. Gould Evans now has the flexibility to work on client projects using both on-site and remote teams, and can quickly and easily provision resources when designers need additional capacity for graphics-heavy projects.

Nol-Tec Systems, Lino Lakes, Minnesota

[Nol-Tec Systems](#) is an example of a company that already had a VDI solution in place and was able to respond quickly and efficiently when the company was forced to go fully remote in response to the COVID-19 pandemic.

Nol-Tec is a leader in pneumatic bulk-materials handling and other complex environmental solutions. It had a VDI solution based on VMware Horizon, VMware Cloud Foundation and Dell PowerEdge Servers. Thanks to VDI, the company was able to go 100% remote work while maintaining business resiliency, service and support for all customers.

Thanks to VDI, the company was able to go **100%** remote work while maintaining business resiliency, service and support for all customers.

Taking the Next Step

One of the lessons of COVID-19 has been to be prepared for anything. IT leaders certainly weren't planning their investments with the idea that a pandemic would be on the horizon.

Cloud-hosted VDI solutions deliver flexibility and agility, and simplify management so you can provide a better employee experience and focus on finding ways to innovate and help your organization maintain its competitive edge.

The expansion of remote work is here to stay. If VDI at scale is to become a permanent component of enterprise IT strategies, now is the time to evaluate where, when and how your organization can put the right solutions in place.

With options such as Dell Technologies On Demand, customers can take advantage of flexible consumption and as-a-service solutions across the entire Dell portfolio, from workforce solutions to the data center, from edge to core to cloud.

For more information on supporting remote work, please visit [Dell Technologies](#).



Chapter 5

Supporting Application Modernization

For IT teams, supporting containers for software development and DevOps has become table stakes. As of 2019, 84% of organizations were using containers in production, a 15% increase from the year before, according to research by the Cloud Native Computing Foundation.⁹

Kubernetes is the container orchestrator of choice, used by 78% of survey respondents. Those numbers are growing as more organizations embrace agile and collaborative development platforms.

Kubernetes is the container orchestrator of choice, used by **78%** of survey respondents.

For IT, providing the right infrastructure platform is essential. Telling developers or line-of-business managers you can't deliver the solutions they need or referring them to a public-cloud-only solution leads to shadow IT initiatives with potential cost overruns, security gaps and, new information silos that fail to meet corporate governance, compliance and data protection requirements.

Instead, deliver what they need, when they need it, and make access to it as simple as possible, with self-service capabilities, scalable infrastructure, easy management and intrinsic security. With solutions from Dell Technologies and VMware, IT teams have more flexibility than ever before—enabling them to finally deliver a single architecture that supports VMs side by side with containers and Kubernetes orchestration.

From IT's perspective, there are huge benefits in deploying a single platform that manages both VM and containers. With this "VMware your way" model, IT can:

- **Use the same tools for both VM and containerized workloads**, taking advantage of Kubernetes orchestration. IT can monitor and optimize utilization and performance with processes that are proven and familiar, taking advantage of existing skill sets.
- **Leverage unified, best-of-breed server, storage, network and security** solutions that are perfectly suited for hosting both traditional VM workloads and modern cloud-native applications.
- **Use flexible infrastructure deployment models** that can be designed to fit each application and workload requirement, including hyperconverged, converged and three-tier infrastructure.
- **Modernize applications at your developers' pace** using the methodology best suited to each application and business case—whether rehosting, replatforming or refactoring.
- **Empower developers with a cloud operating model everywhere**, giving them self-service capabilities and elastic scalability to specify, deploy and utilize the infrastructure they need, whether in the data center, in the cloud or at the edge.
- **Reduce risk by managing VMs and containers centrally**, thus unifying IT control over critical areas such as security, compliance, governance, performance, availability and business continuity.

Success Stories in Application Modernization

The ability to use a single platform for side-by-side development of VMs and containers is relatively new, allowing customers to take advantage of the tight collaboration between VMware and Dell Technologies. Customers that have already adopted this model are already seeing huge benefits:

Atea, an IT infrastructure provider in the Nordics and Baltics, had been experiencing demand from customers to deliver cloud-native software capabilities. With [VMware Cloud Foundation with Tanzu Architecture for Dell EMC VxRail](#), Atea customers can now deploy containerized workloads across private and public clouds with streamlined delivery, simple scalability and built-in security.

[A large U.S. power company](#) has leveraged VMware Tanzu and Dell Technologies to deploy a Kubernetes development platform with Tanzu Architecture for Dell EMC VxRail. One year after a nondisruptive migration, the company achieved cost savings of 94% and cut its application development cycle time by at least 75%.

Taking the Next Step

If you're in IT, it is important to support containers with Kubernetes orchestration, the industry standard. Most new applications are being built using container architectures, and many legacy apps will require modernization to deliver cloud-native capabilities.

The path to Kubernetes is much simpler when you can use familiar tools, processes and technologies. As the large U.S. power company and Atea's customers have experienced, an integrated infrastructure with seamless user experience, lifecycle automation, scalability and intrinsic security reduces risk and accelerates adoption of "VMware your way" with Kubernetes.

Are you ready to take the next step? Please visit [Dell Technologies](#) to learn more about how your organization can take advantage of a single architecture and infrastructure platform for VMs and containers.



Chapter 6

Executive Summary

IT transformation is essential to empowering business transformation. But, as tempting as it may be to deliver immediate results, the reality is that, for most organizations, IT transformation is a process and a journey.

Transformation may start with a specific need or initiative, such as moving a key application to hybrid cloud, or improving backup and recovery, or empowering developers with easy access to the infrastructure and tools they need. As your organization embraces different aspects of IT transformation, it is important to prioritize initiatives to find opportunities where you can align the needs of the business with the capabilities of IT.

This e-book has been designed with the idea of providing guidance for developing strategies for IT transformation, focused on key flex points such as hybrid cloud, flexible IT, business continuity, remote work and the digital workplace, and application modernization.

In setting the strategy and agenda for your organization, it is also helpful to look at what other companies are doing to address IT transformation, including how they are solving specific problems, what technologies they are using and which vendors they are trusting to help ensure that their journeys are successful.

The 13 organizations discussed in this e-book share common bonds and characteristics. They have all embraced IT transformation as an important strategic initiative. They have invested in modern IT solutions to solve existing challenges and create new opportunities for the future. And they are all using solutions from Dell Technologies and VMware as the foundation for their IT modernization journeys.

With Dell and VMware as partners, these companies have been able to support IT modernization at their own pace, using innovative, best-of-breed technologies that leverage the functionality, skills and solutions essential to running their operations.

To learn more about how your organization can write its own success story in IT transformation, please visit [Dell Technologies](#).

This e-book has been designed with the idea of **providing guidance for developing strategies for IT transformation**, focused on key flex points such as hybrid cloud, flexible IT, business continuity, remote work and the digital workplace, and application modernization.



Additional resources

For further details on any of the success stories cited, please refer to the resources below.

Atea Case Study:

Building smarter ways to work and grow

City of Monroe Case Study: Exceeding a city's expectations for its IT

Cybera Case Study:

Shorter IT refresh cycles keep cloud provider ahead of the curve

Frost Museum Case Study:

Keeping the wonders of nature on display

Gould Evans Case Study:

Designing better spaces with performance and productivity

Lancaster University Case Study:

Helping a growing university earn top marks

Miami Dolphins Case Study:

Top scores for game-day experience

Nol-Tech Systems Case Study:

Delivering custom materials-handling solutions

PIK Group Case Study:

PIK Group embraces remote working with VDI from Dell Technologies, VMware and NVIDIA

Revelation Software Concepts Case Study:

Fast and reliable recoveries to cloud move business ahead

Rushmore Electric Power Cooperative Webcast:

Power2Protect

USC Australia Case Study:

Simple, automated data protection for VMware

U.S. Power Company Case Study:

Utility saves big Opex in modernizing its power grid

Endnotes

- 1 "IDC Reveals Worldwide Digital Transformation Predictions; 65% of Global GDP Digitalized by 2022, Driving Over \$6.8 Trillion of Direct DX Investments from 2020 to 2023," IDC, Oct. 29, 2020
- 2 Ibid.
- 3 "[Flexera 2021 State of the Cloud Report](#)," Flexera, March 15, 2021
- 4 "Global Hybrid Cloud Market Is Anticipated to Grow at CAGR of 17.8% from 2020 to 2028," Quince Market Insights, March 17, 2021
- 5 "[Cloud Repatriation Solution Brief](#)," Dell Technologies, based on data from "Benchmarking Hybrid Multi-Cloud Management Evolution and Expected Outcomes," ESG, November 2019
- 6 "[COVID-19 Pandemic Underscores Importance of IT in Business Resiliency. Insight Study Finds](#)," Insight, June 8, 2020
- 7 "[Technical Insight: VDI Will Never be the Same \(And Neither Will Your Workforce\)](#)," Evaluator Group, June 1, 2020
- 8 "[CNCF Survey 2019](#)," Cloud Native Computing Foundation, March 4, 2020