



IDC STUDY: PC AS A SERVICE GAINING FAST ADOPTION BY 2020

IT market intelligence agency, IDC, conducted a study of 900+ IT leaders in the United States and found that companies at all levels are considering PC as a Service models to reduce costs, shorten refresh cycles and procure better equipment for their employees.



What is PC as a Service?

Dell PC as a Service (PCaaS) combines hardware, software, lifecycle services and financing into one all-encompassing solution – providing a single, predictable price per seat per month provided by Dell Financial Services.**



Market moving to PC as a Service

IT leaders worldwide are recognizing the benefits in speed, savings and productivity that the PC as a Service model can provide to their organization and research indicates that ramp could be quick.

31%¹

of the Commercial PC Market is forecasted to move to a PCaaS model by 2020

Reduce IT Costs

The majority of organizations that already utilize a PC as a Service model are reporting savings across hardware, software and services. This enables predictable budget planning and cost savings at each stage of the PC lifecycle.



Save up to **25%**²
on PC lifecycle management with Dell PC as a Service



Shorten the Refresh Cycle

Current adopters are reporting shorter refresh cycles as compared to standard non PCaaS PC refresh rates, which in turn drives higher productivity and reduced IT effort to manage computing needs.

On average, this group believes PCaaS will shorten their refresh cycle by **6.7 months**¹

Procure Better Equipment

Most organizations report procuring better hardware overall for their employees when utilizing a PC as a Service model. PC as a Service models offer flexible options for management and support, as well as improved security with latest technology.



44%¹
say they now procure better hardware after enrolling in PC as a Service

The solution is simple – Dell PC as a Service.

It's easy to order Dell PC as a Service solutions.

We've put together a sample offer to show just how easy it is to configure a Dell PC as a Service solution that will help optimize every step of the PC lifecycle.



A single, predictable price per seat per month

Contact your existing Dell sales representative to learn more or visit Dell.com/PCaaS.

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¹Based on IDC MCS Study, Feb 2017

²Save up to 25% Claim: Based on the Forrester(R) Dell Client Solutions Cost Estimator tool commissioned by Dell and Intel, April 2016. Estimated savings is calculated over 3 years and includes hardware, software, services, and other resource adjustments. Contact your Dell representative for a copy of the whitepaper.

