



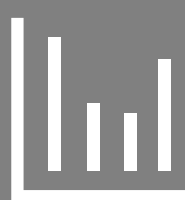
IDC STUDY: PC AS A SERVICE GAINING FAST ADOPTION BY 2022

IT market intelligence agency, IDC, conducted a global study of 2800+ IT decision makers around the world and found that companies at all levels are considering PC as a Service models to reduce costs, shorten refresh cycles and drive IT transformation for their business.



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.

19%¹

of the Commercial PC Market is forecasted to move to a PCaaS model by 2022

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 up to

5 months¹

Drive IT Transformation

Most organizations believe PC as a Service will be very impactful to profoundly transformational for their business. PC as a Service will help IT meet the changing device needs and preferences of end users and achieve a flexible and scalable device strategy.



66%¹ believe PCaaS will be very impactful to profoundly transformational for their business

The solution is simple – Dell PC as a Service.



A single, predictable price per seat per month

Contact your existing Dell sales representative.

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¹IDC Multi-Client Study, Device as a Service 2018 (worldwide results), February 2018

²Based on Dell's PC Lifecycle Services Estimator tool developed by Forrester Consulting, commissioned by Dell and Intel®, May 2018. Estimated savings is calculated over 3 years and includes hardware, software, services and other resource adjustments across PC lifecycle management.

For more information, visit: <https://tools.totaleconomicimpact.com/go/dell/pclifecycle/index.html>

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