

Approaches to Data Center Transformation



Summary Results | December 2017

Survey Summary

- ▶ **During October 2017, Gatepoint Research invited selected IT executives to participate in a survey themed *Approaches to Data Center Transformation*.**
- ▶ **Candidates were invited via email and 50 executives have participated to date.**
- ▶ **Management levels represented are predominantly senior decision makers: #34% hold the title CxO, 22% are VPs, 44% are Directors.**
- ▶ **100% of responders participated voluntarily; none were engaged using telemarketing.**

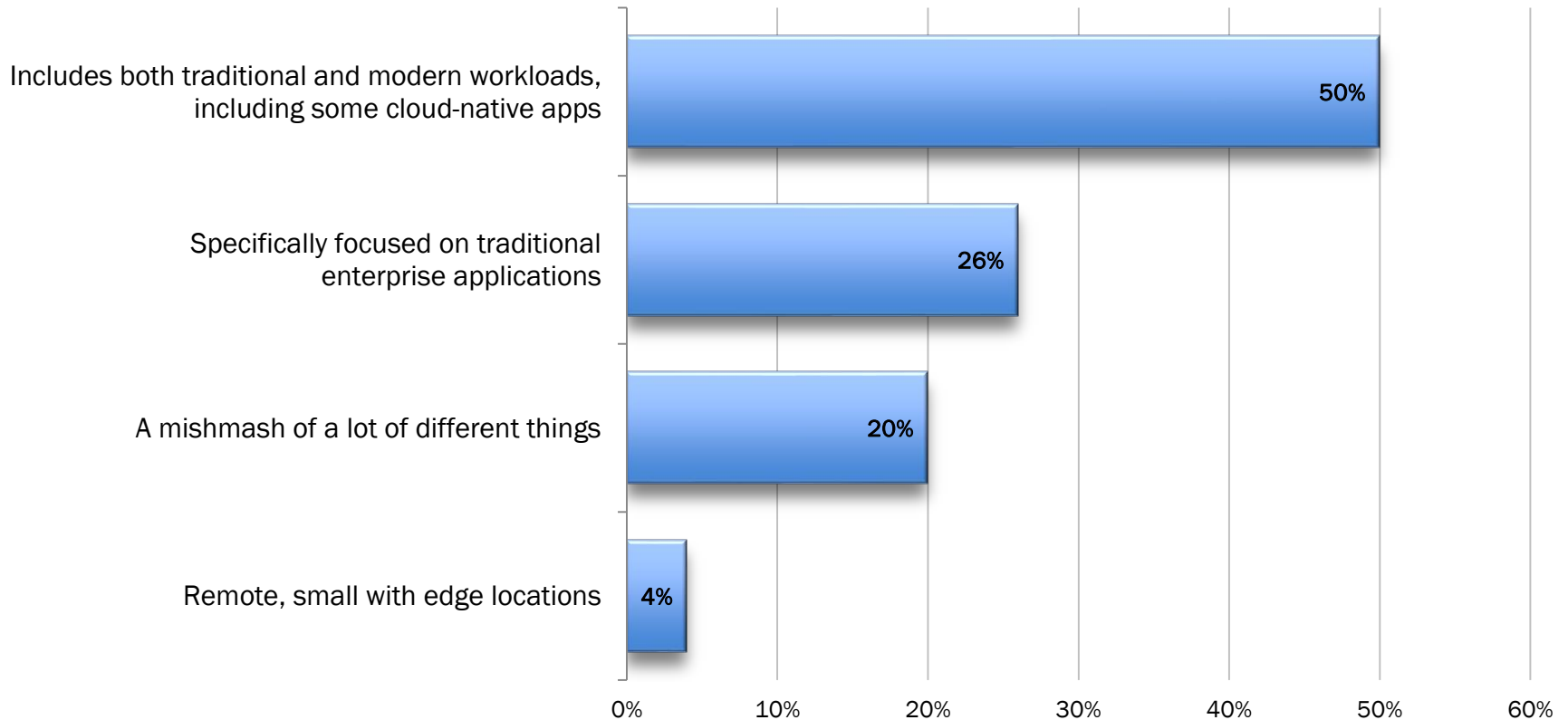
Executive Overview

Right now, many data center operations find themselves straddling traditional and modern workloads. At the same time, the business model for IT is evolving toward IT-as-a-service, which poses its own set of challenges. All this requires upgrades to data storage and handling capacities, and modernized infrastructure. How are organizations navigating this IT sea change?

This survey asks respondents to report:

- ▶ What is their current data center like? What technology problems do they face?
- ▶ What is their strategy for modernizing their data center? How do they procure and deploy IT infrastructure?
- ▶ What vendors and suppliers are they evaluating for upgrades?
- ▶ What data center initiatives do they plan in the coming year? What do they need to do to insure the success of those initiatives?
- ▶ How do technology issues impact their IT organization?

What is your data center like?



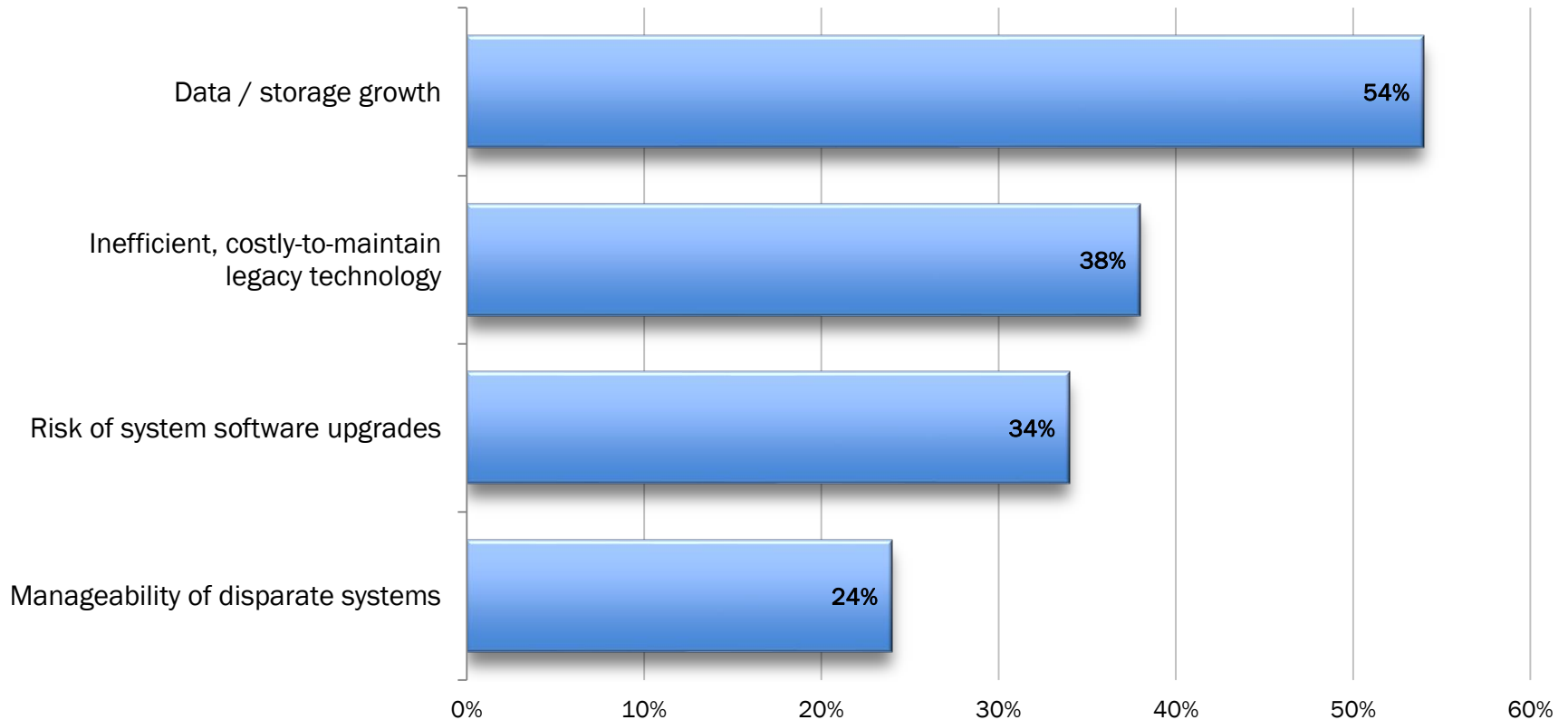
Most organizations in the survey feature data centers that combine both traditional and modern workloads and are at least partially cloud native.

Which of these vendors' products are you using/considering using in your data center?

	Servers	Storage	Networking	(Hyper)converged system	N/A
HP	54%	12%	4%	4%	10%
Dell EMC	50%	14%	0%	6%	18%
IBM	28%	6%	0%	4%	46%
Cisco	10%	0%	76%	4%	6%
Sun/Oracle	6%	4%	2%	0%	64%

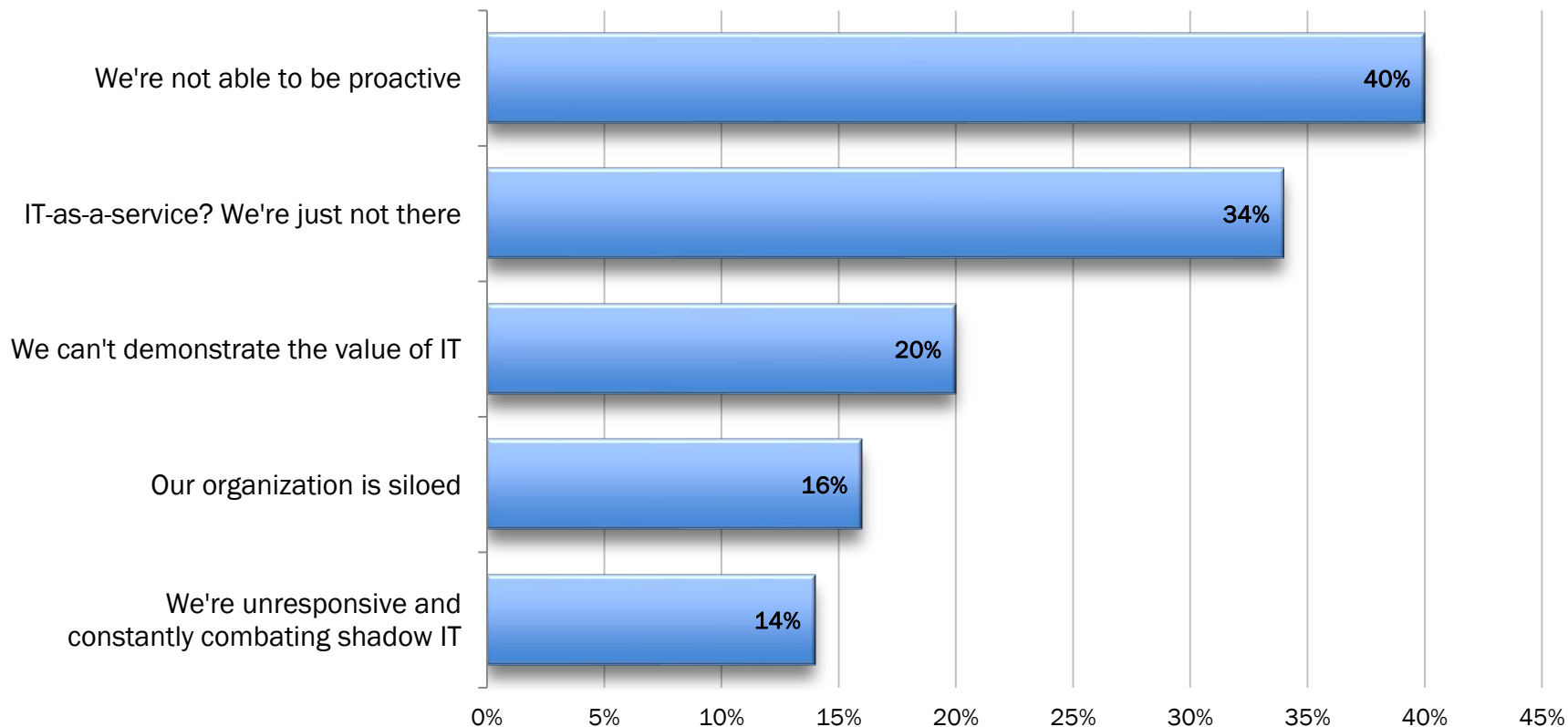
In servers and storage, HP and Dell EMC are the dominant players. Cisco owns the networking category with 76% of survey respondents using their products. All five vendors show little penetration into hyperconverged systems; each is used in (or being considered for) only 4% - 6% of respondents' data centers.

What are some technology problems you're facing in your data center?



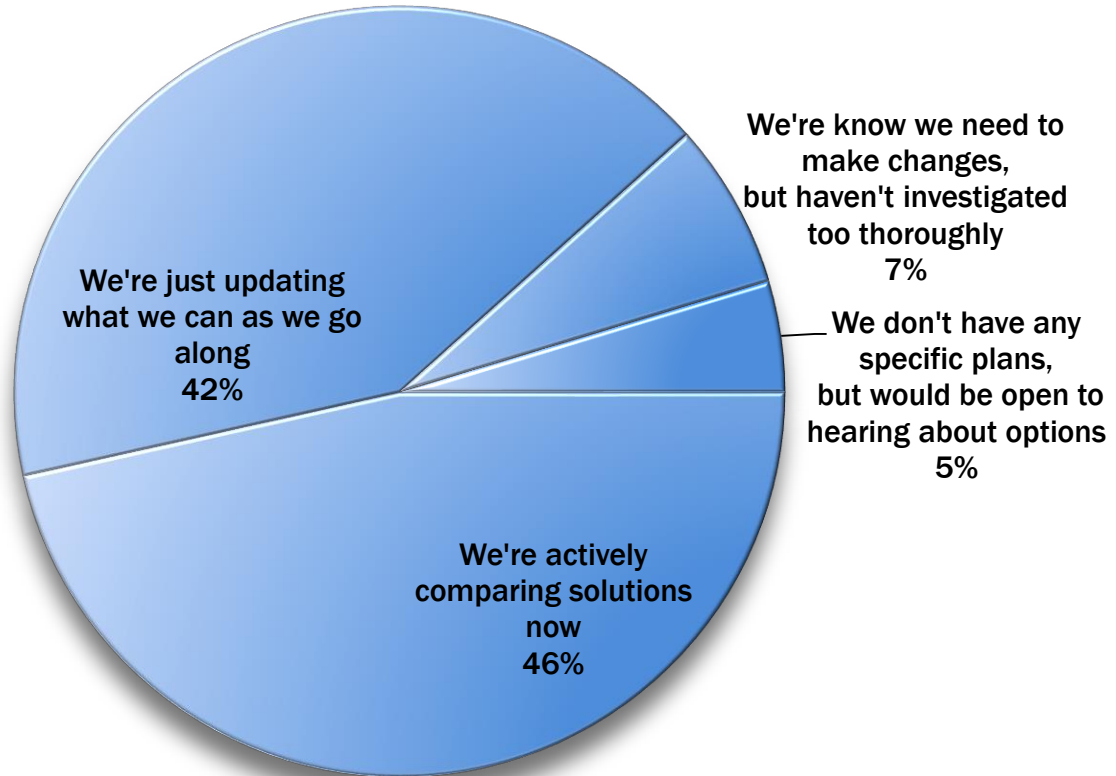
More than half of respondents (54%) report that explosive growth in data and storage is a problem, outstripping the challenges posed by inefficient legacy technology (38%) and risky system upgrades (34%).

How do your technology issues affect the IT organization?



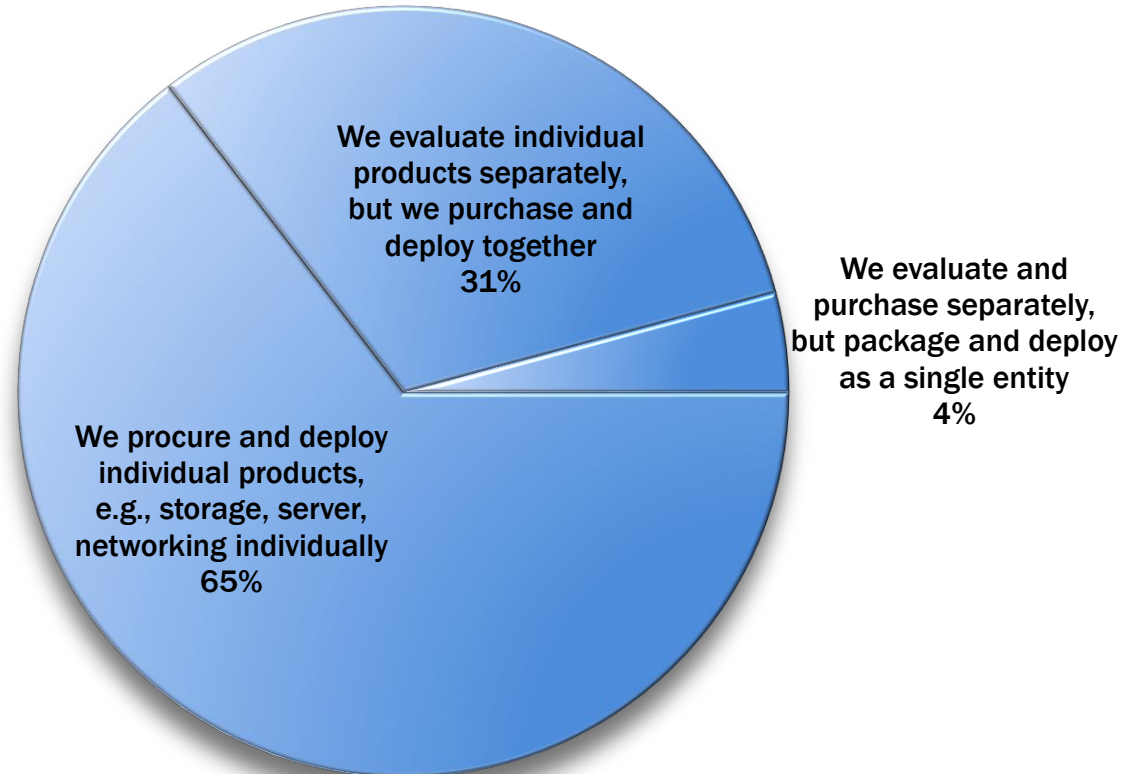
Outmoded or undependable technology, respondents reveal, impacts their IT organization mostly by making it difficult to operate as modern IT should - being proactive instead of reactive (40%), providing IT-as-a-service (34%), or even being demonstrably valuable to the organization (20%).

How would you describe your data center modernization strategy?



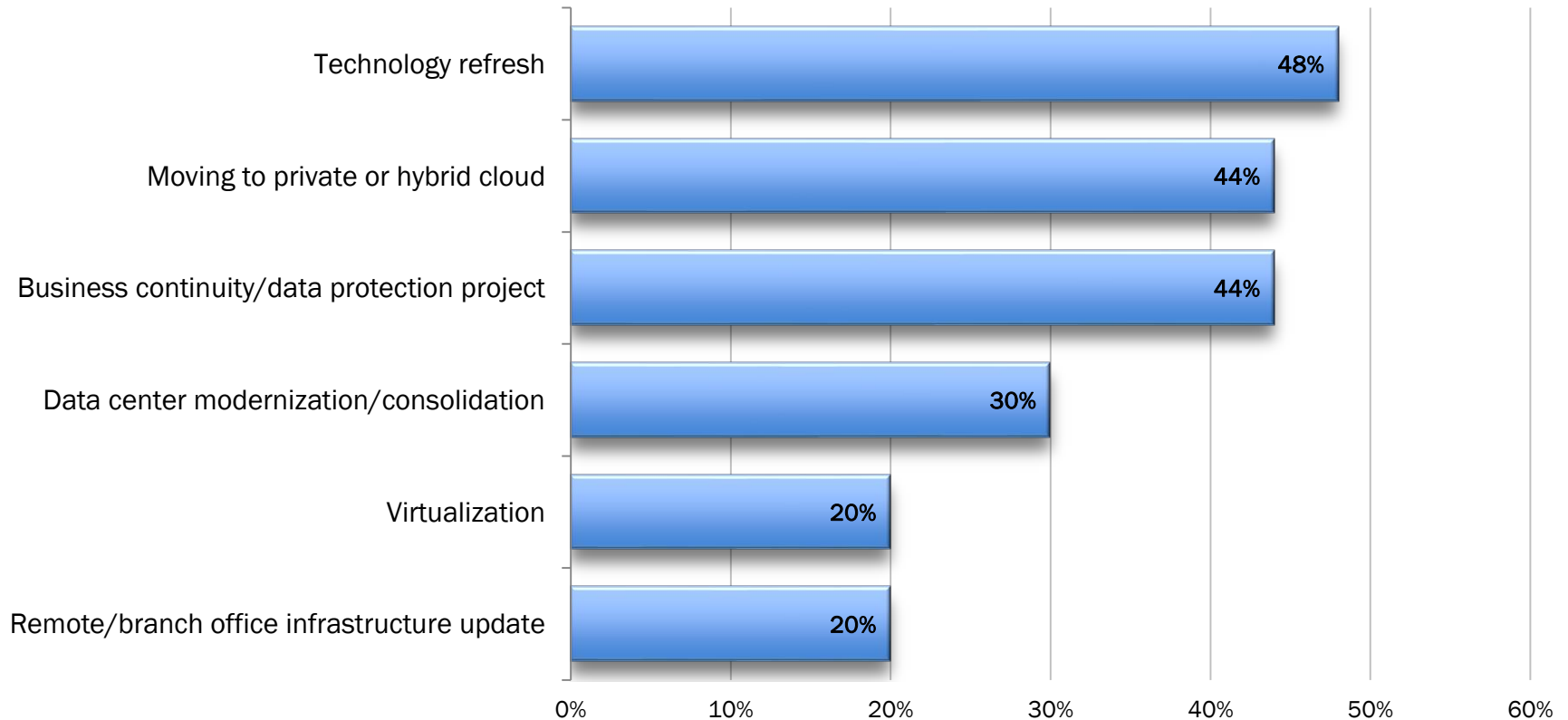
Among respondents, data center modernization mostly follows two strategic paths: reactive (updating as we go along) and proactive (seeking out/comparing solutions).

How do you usually procure and deploy IT infrastructure in your data center?



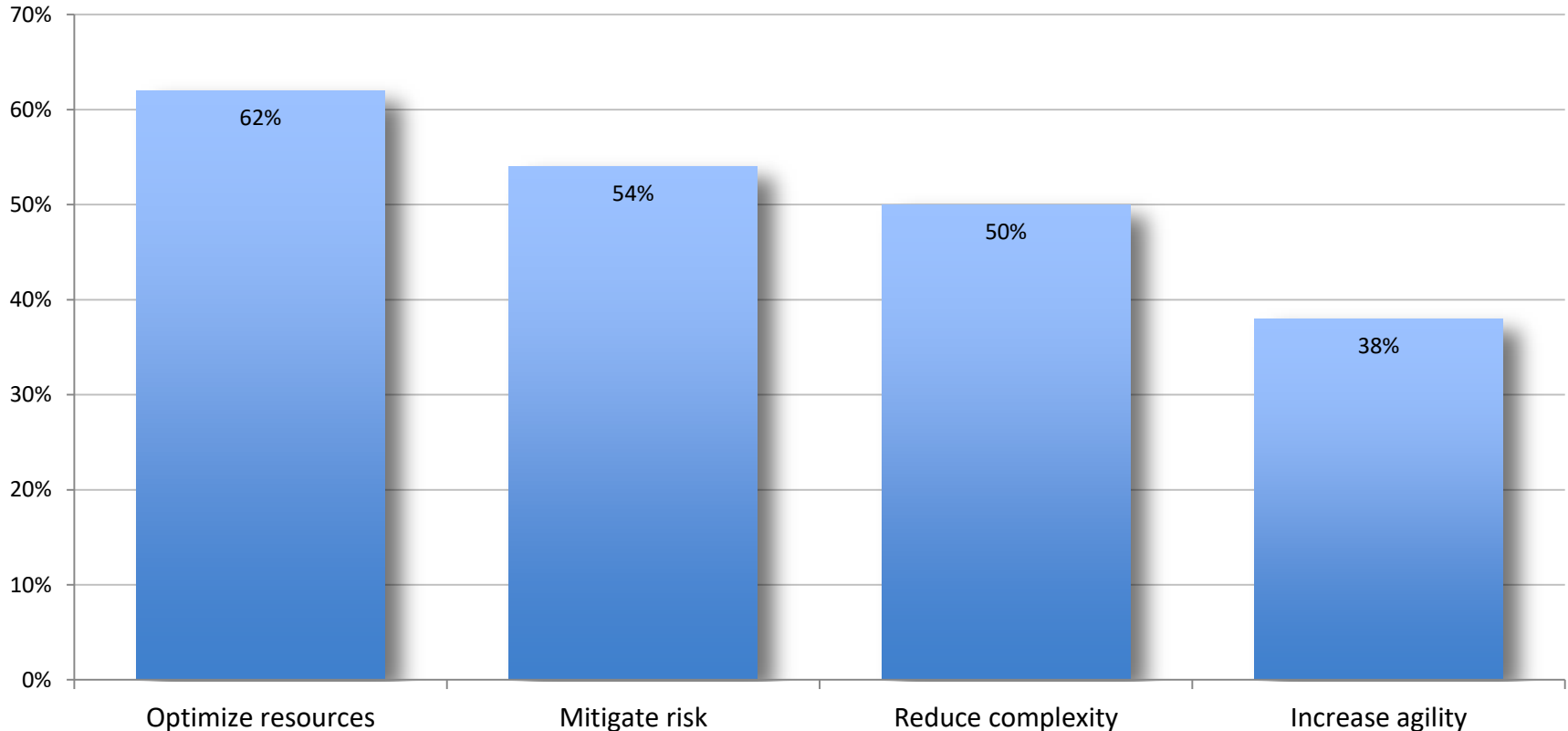
Nearly two thirds of respondents (65%) procure and deploy data center infrastructure products individually. Another 31% report they evaluate products individually but purchase and deploy them en masse.

What are some of your data center initiatives in the coming year?



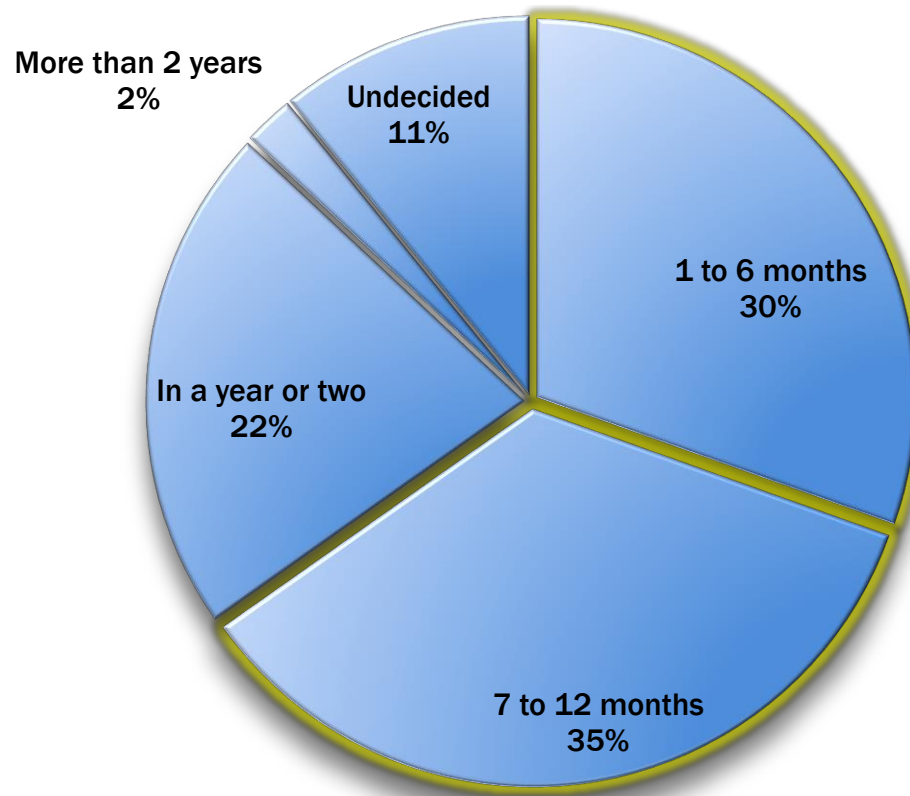
The three data center initiatives that top the list have nearly equal percentages of support among respondents: refreshing technology (48%), moving to the cloud and business continuity/data protection projects (44 % each).

What do you need to do to ensure the success of your initiatives?



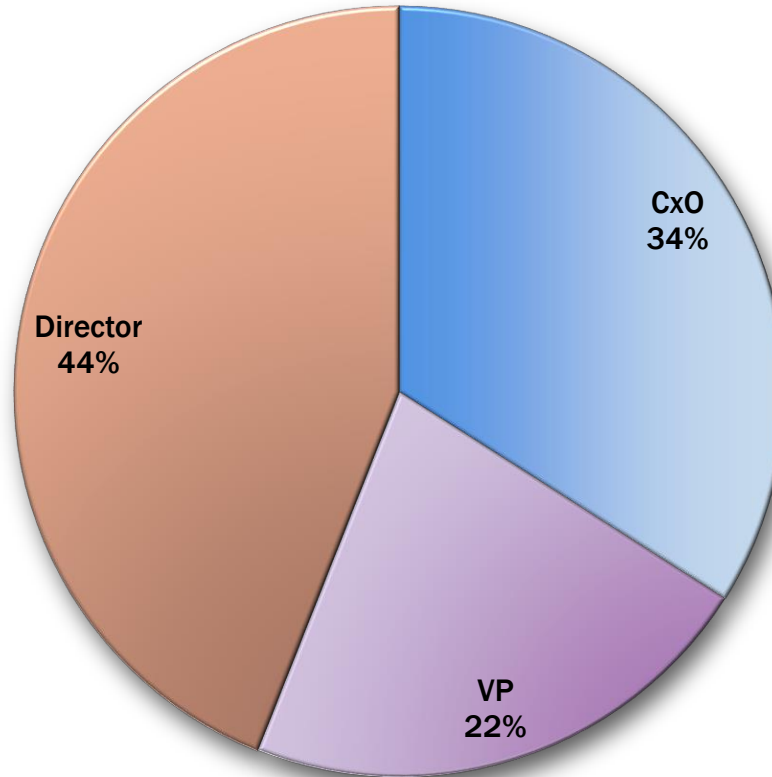
Respondents feel that the most important factor contributing to the success of their initiatives is optimization of resources, followed closely by the need to mitigate risk.

How soon will you make purchasing decisions related to transforming your data center?



Almost two thirds of those surveyed report they will be funding data center transformation within the coming year.

Profile of Responders: Job Level



All of those surveyed hold executive level positions in their organizations.



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