

Approaches to Data Center Transformation



Summary Results | July 2018

Survey Summary

- ▶ **Between May and July 2018, Gatepoint Research invited selected IT executives to participate in a survey themed *Approaches to Data Center Transformation*.**
- ▶ **Candidates were invited via email and 118 executives have participated to date.**
- ▶ **Management levels represented are predominantly senior decision makers: 19% hold the title CxO, 16% are VPs, and 65% are Directors.**
- ▶ **100% of responders participated voluntarily; none were engaged using telemarketing.**

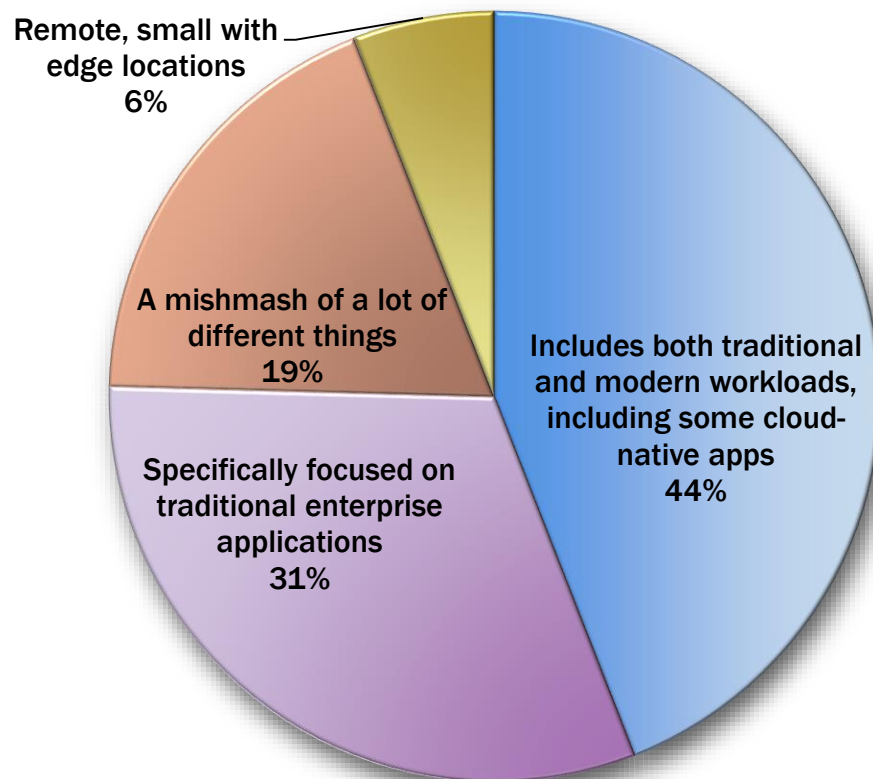
Executive Overview

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?
- ▶ Which vendors' products do they use now in their data centers?
- ▶ What is their upgrade strategy?
- ▶ What are their data center initiatives, and what are the motivating forces behind those initiatives?

What is your data center like?



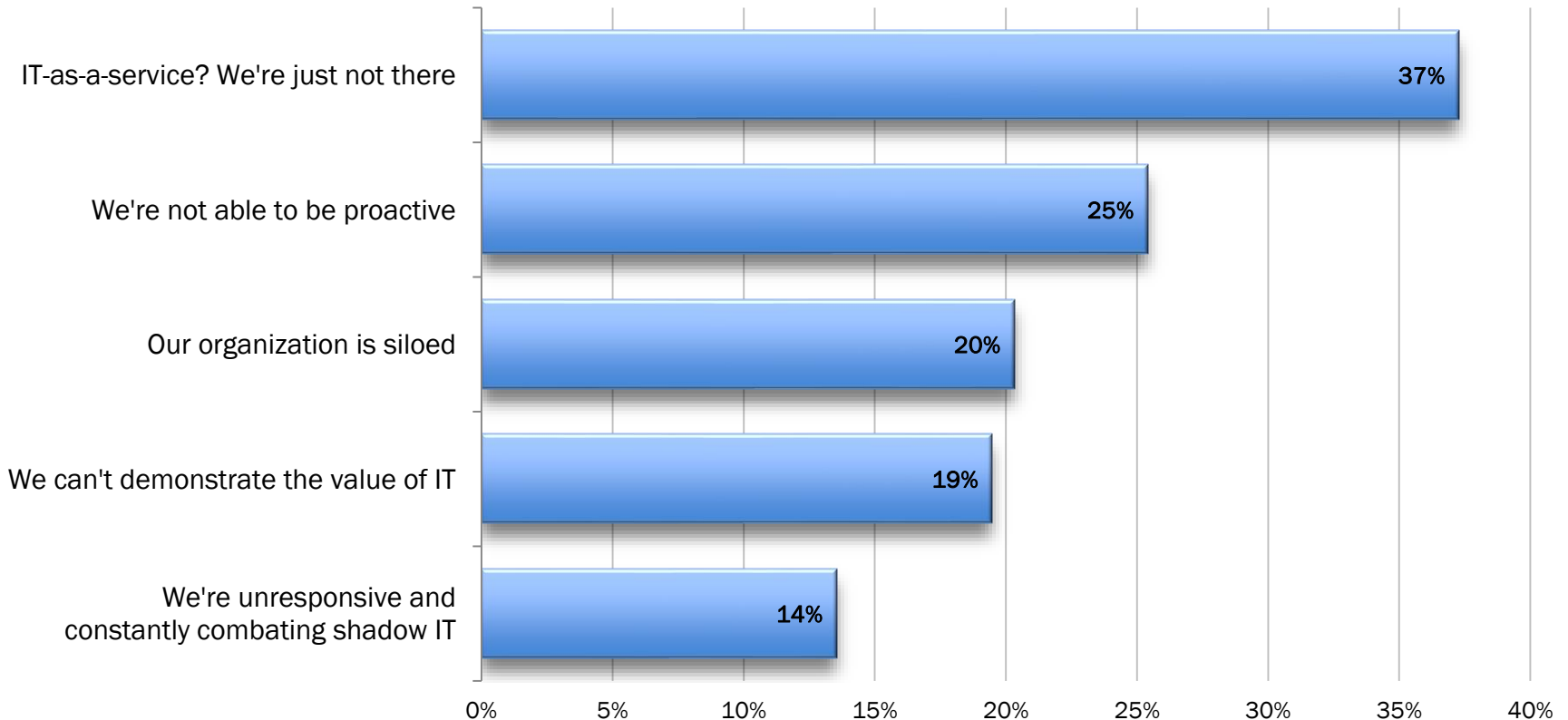
44% of surveyed organizations have data centers that combine both traditional and modern workloads. **31%** are focused specifically on traditional enterprise applications. A very few have a small, remote data center with edge locations.

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

	Networking	Servers	Storage	(Hyper)converged system	N/A
Cisco	55%	2%	1%	3%	14%
Dell EMC	1%	15%	14%	1%	19%
HPE	6%	19%	3%	3%	32%
Lenovo	1%	6%	2%	0%	56%
Oracle	8%	5%	0%	2%	53%
SuperMicro	3%	3%	0%	3%	57%

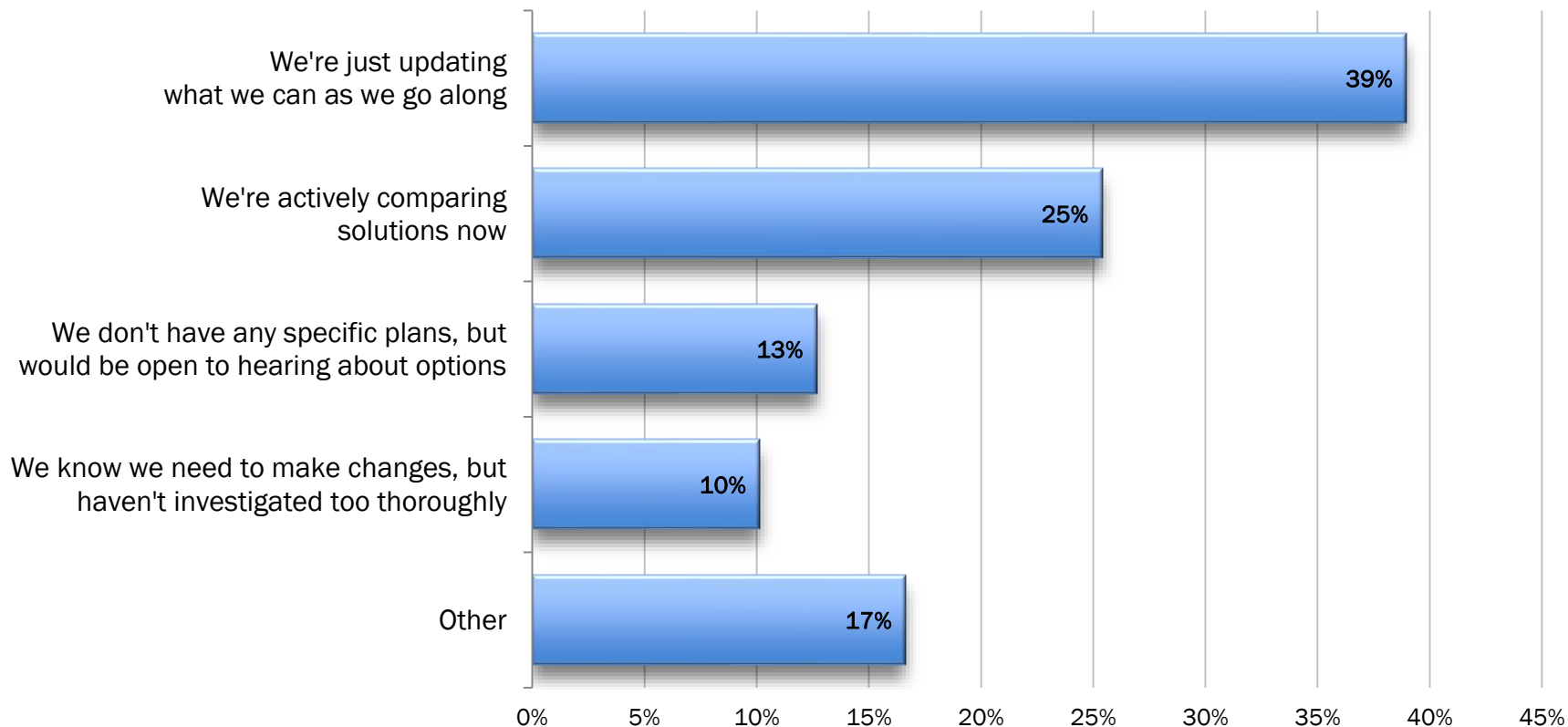
Cisco dominates networking with 55% of survey respondents using their products. Dell EMC has the strongest position in combined server/storage. None of the six vendors have penetrated the hyper converged systems area; fewer than 4% of respondents say they are using or considering a specific vendor.

Which of the following technology problems are you facing?



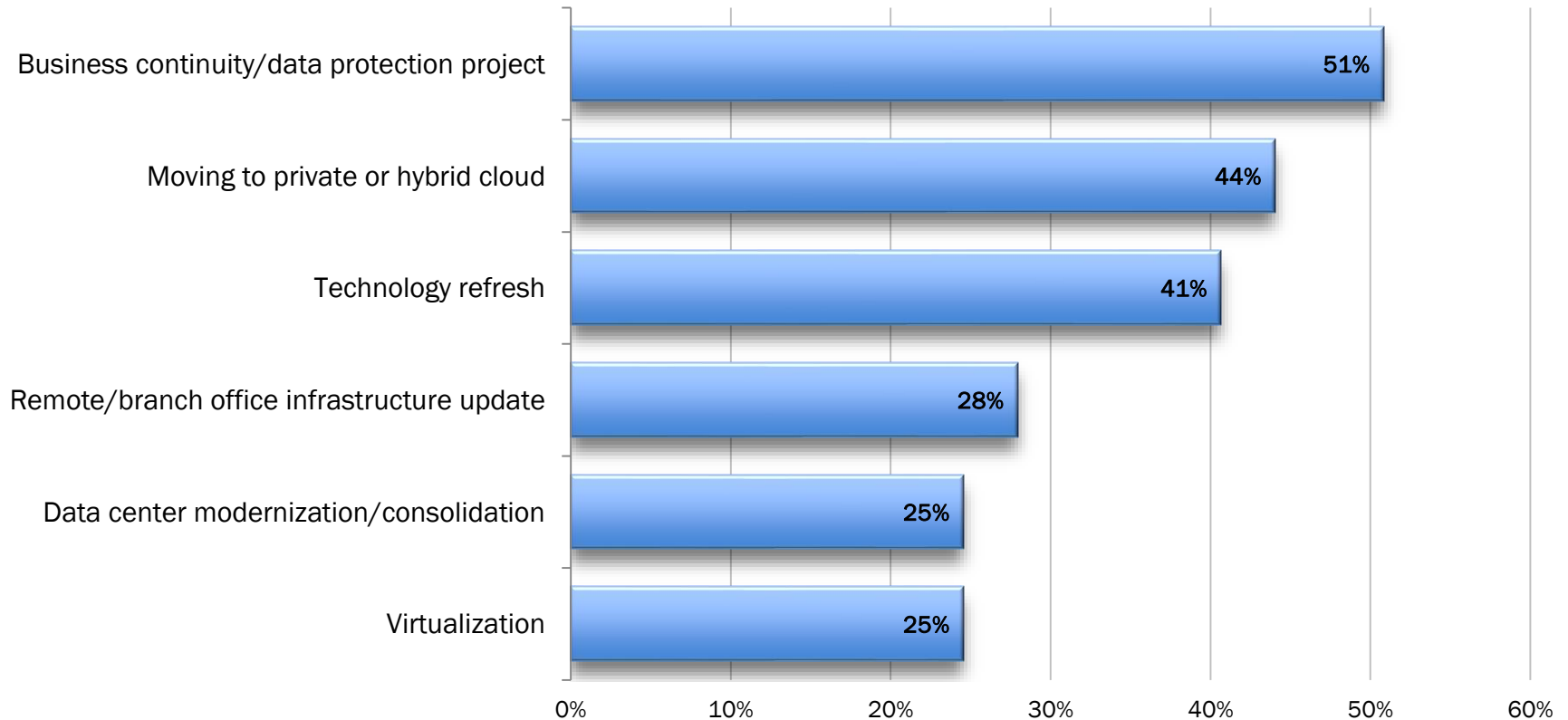
Many respondents admit they have neither mastered IT-as-a-service (37%), nor are what they would consider proactive (25%). A relatively few (14%) say they are unresponsive and are constantly combating shadow IT.

How would you describe your data center modernization strategy?



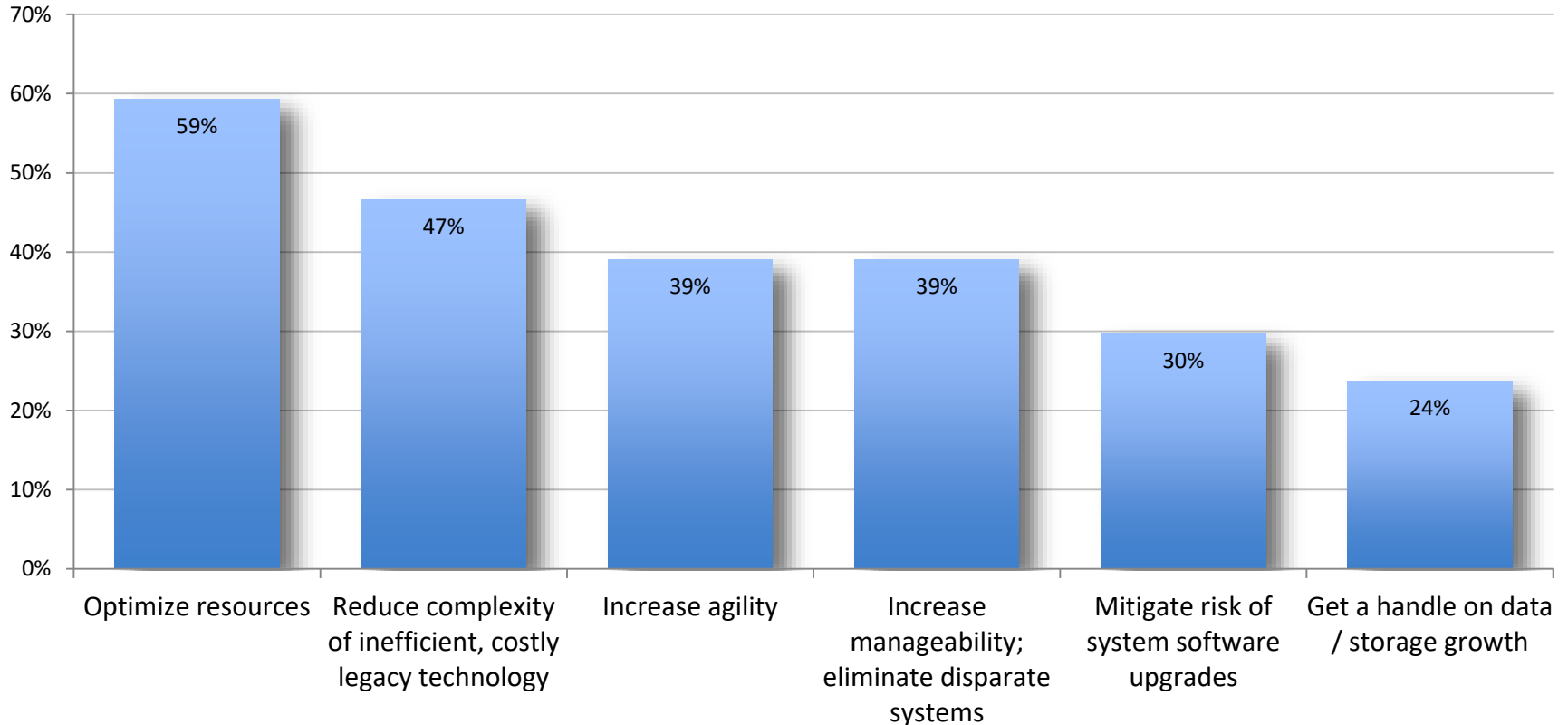
39% responders admit their modernization strategy is to just update whatever they can “as we go along.” A fourth are actively comparing data center modernization solutions.

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



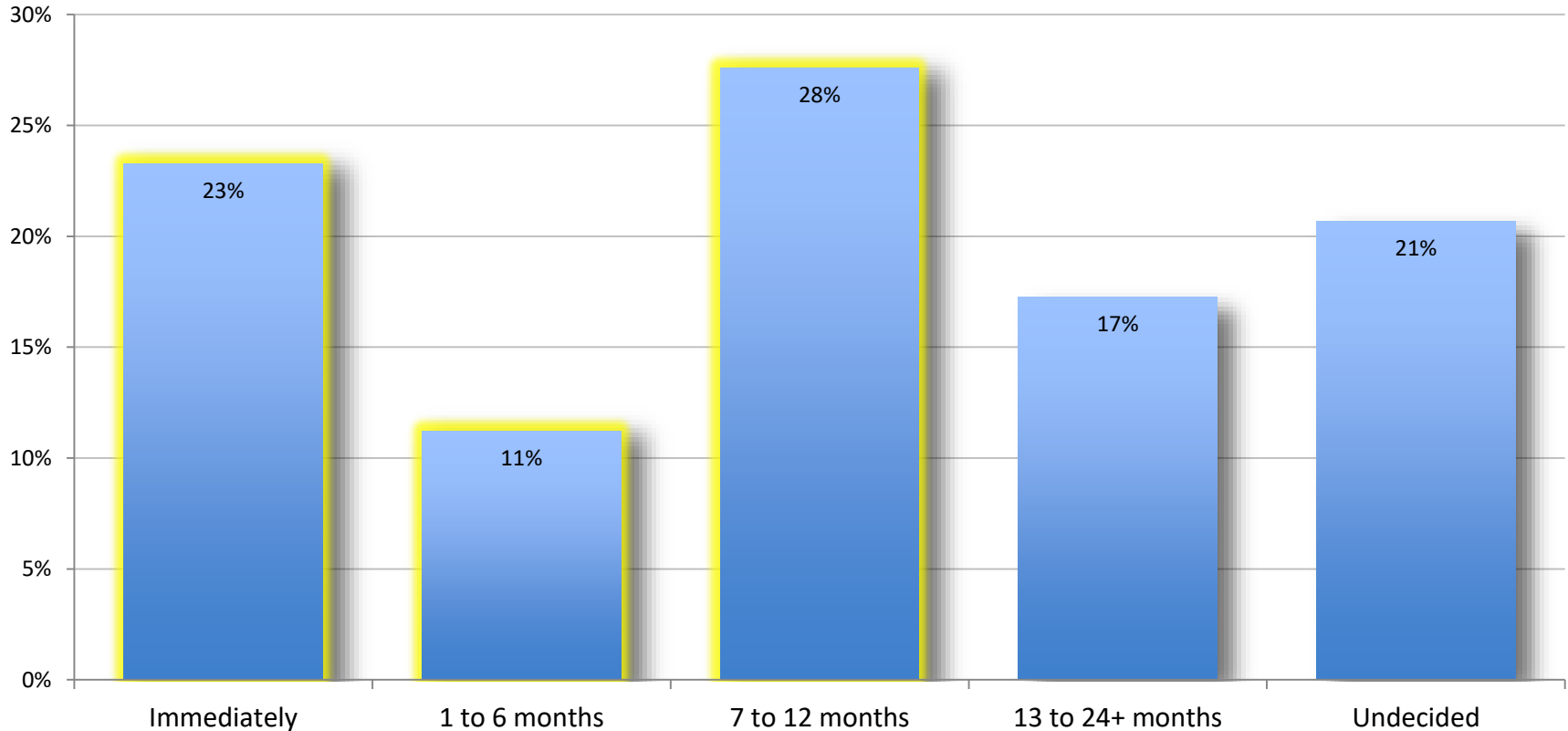
Respondents' top three data center initiatives in the coming year? Business continuity or data protection projects (51%), move to the cloud (44%), and technology refresh (41%).

What is the motivation behind your data center initiatives?



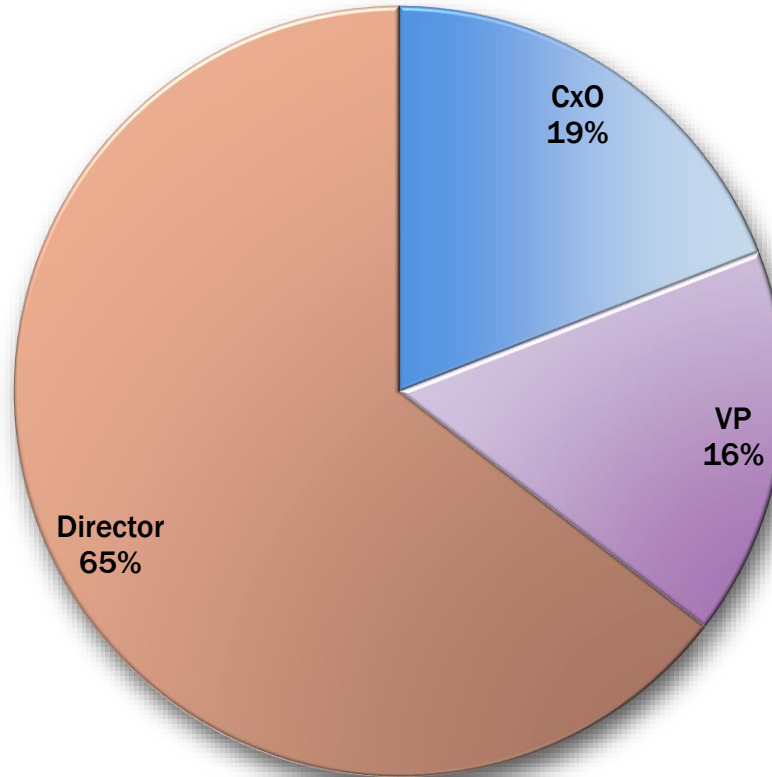
More than half of respondents are eager to optimize resources (59%). Reducing complexity and cost of old technology (47%) is the second most cited motivation. Increasing agility and improving manageability by eliminating disparate system are motivation for 39%.

How soon will you begin making changes related to transforming your data center?



62% of those surveyed intend to begin transforming their data center within the coming year..

Profile of Responders: Job Level



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



Future-ready, standards-based data center solutions from Dell EMC leverage your current technology while seamlessly incorporating innovations tailored to your needs.

[Learn more about Dell EMC's data center solutions and services](#)