



## PARTNERS

### A CONSISTENT HYBRID CLOUD FUELS DIGITAL TRANSFORMATION AND BUSINESS GROWTH

As businesses embrace digital transformation to meet the emerging needs of customers in a world that's seeing profound innovation amid uncertainty, a hybrid cloud infrastructure is becoming a way of life. At the same time, many businesses struggle to leverage the hybrid cloud model in a way that delivers on its promise.

Despite its limitless potential, adopting a hybrid cloud model can prove disruptive to a business if it is not adequately implemented and managed. That begs the question: why are some businesses thriving in their hybrid cloud while others struggle to unlock any real value from it? The answer lies in a consistent hybrid cloud—one that delivers simplicity, security, and a common set of unified management tools across the entire hybrid cloud environment.

#### Streamline Data Protection, Drive Efficiency, and Accelerate Agility

At Melillo, we offer Dell APEX Hybrid Cloud, a customer-managed infrastructure that enables consistent and secure operations across your environments. With Dell APEX Hybrid Cloud, you get:

- An aaS scalable cloud infrastructure for compute, storage, and networking
- A consistent operations framework, no matter where you run your workloads
- Pay-as-you-go flexibility for significant cost savings
- Enhanced security over the entire hybrid cloud environment
- A seamless way to move workloads between clouds to accommodate shifts in demand

#### Realize Measurable Business Benefits

Businesses that use Dell Apex to simplify operations across clouds have been shown to:

- Deploy new storage capacity up to 60% faster<sup>1</sup>
- Achieve up to 39% lower cost of operations over three years<sup>1</sup>
- Reduce unplanned outages by up to 64% per year<sup>1</sup>
- Realize up to 171% three-year incremental ROI<sup>2</sup>
- Avoid rearchitecting and migration costs by up to \$1,197 per VM<sup>2</sup>
- Cut IT management time by 19%<sup>2</sup>

Get simplicity, agility, and control so you can focus on outcomes, not infrastructure, with Dell Apex Cloud Services from Melillo.

<sup>1</sup> <https://www.dell.com/en-us/dt/apex/index.htm#tab0=0&video-overlay=6251067207001>

<sup>2</sup> A Forrester Total Economic Impact™ Study, commissioned by Dell Technologies, VMware and Intel, 'The Total Economic Impact of APEX Cloud Services', July 2020.

#### At A Glance

Since 1988, Melillo has been helping organizations power their business through technology. We offer a full range of complete IT solutions that address customers' on-premises, hybrid, and cloud needs, with advanced expertise in infrastructure, development, security, and data management. Serving a range of industries, including healthcare, finance, insurance, manufacturing, and other organizations, Melillo helps customers create and execute digital business acceleration strategies that lower costs, boost ROI, minimize risk, and ensure compliance.

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