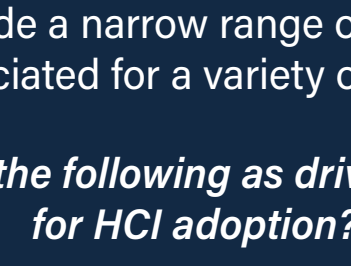


# Hyper-converged has come of age

*Modern infrastructure options are now integral to service delivery*

In a recent research study, 819 IT professionals worldwide gave us their thoughts on Hyper-converged infrastructure (HCI), what it's being used for now, its value, and why it matters in today's fast-evolving IT world.

## Why does HCI matter?



Not so long ago, some people still thought that HCI was a niche technology, and doubted its usefulness outside a narrow range of use cases. That's all changed now, with HCI appreciated for a variety of potential advantages.

*How much do you see the following as drivers (or potential drivers) for HCI adoption?*

High-performance, low-latency storage - Speed up performance of specific applications

Improved scalability - Easy, linear and non-disruptive scalability

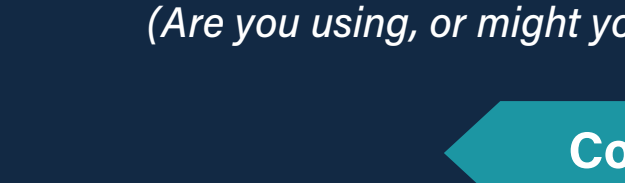


Server and storage consolidation - Fewer components, space, energy and cooling

More efficient use of resources - e.g. as a result of increased component utilization



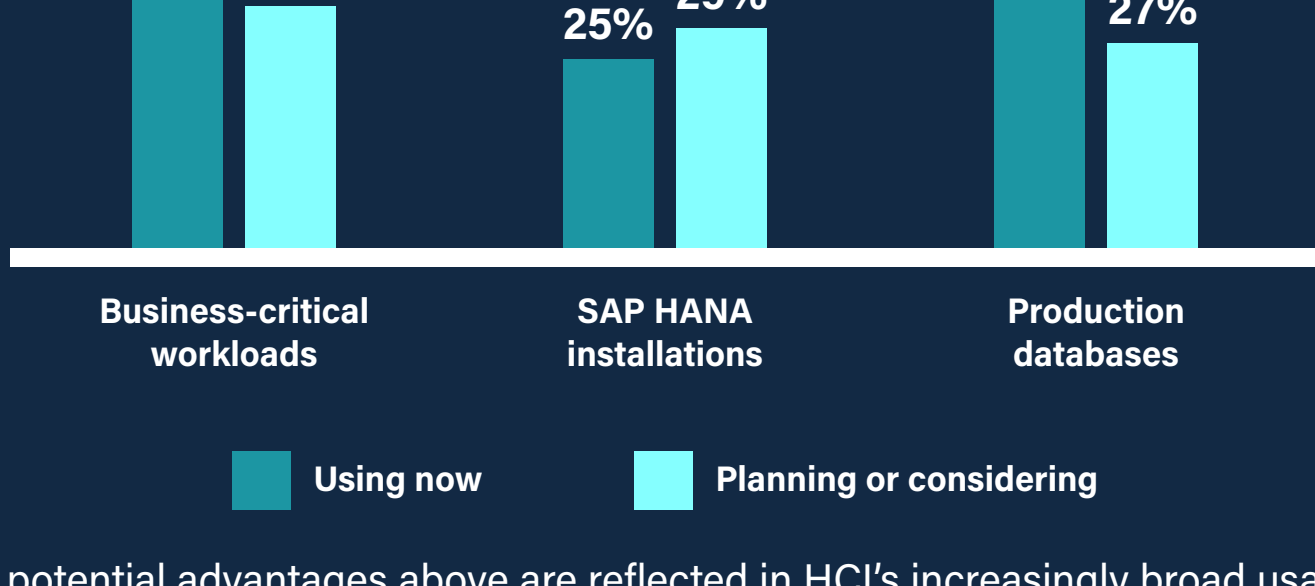
Simplified management - Lower admin overhead, reduced skills requirements, etc.



## What is HCI useful for?

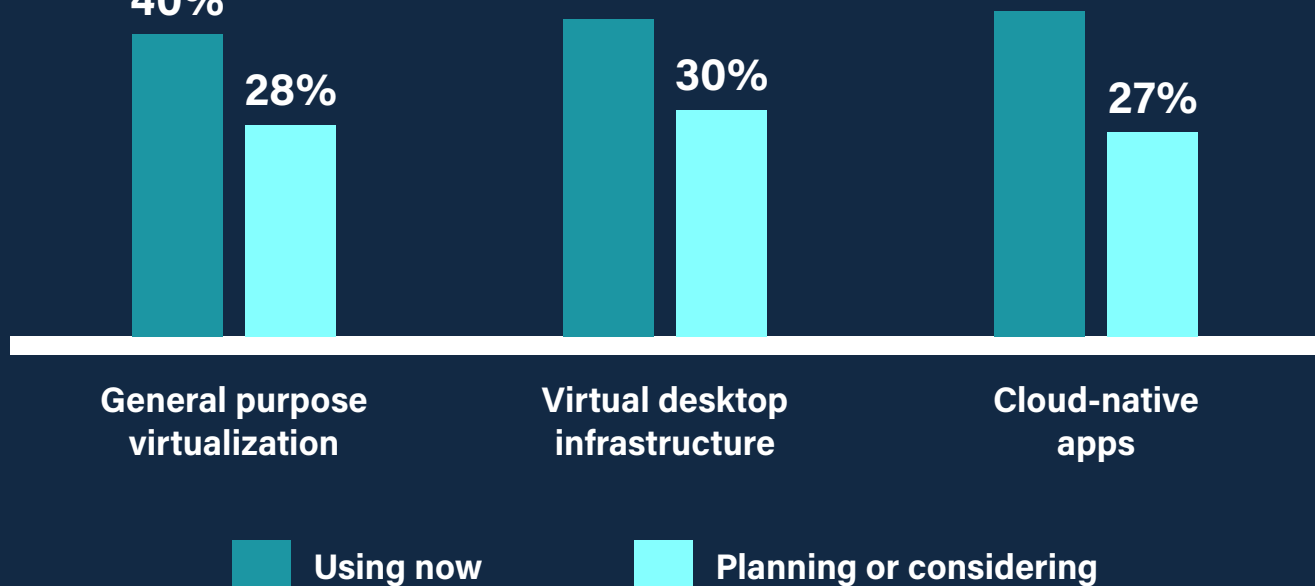
*(Are you using, or might you potentially use HCI for the following?)*

### Core Systems



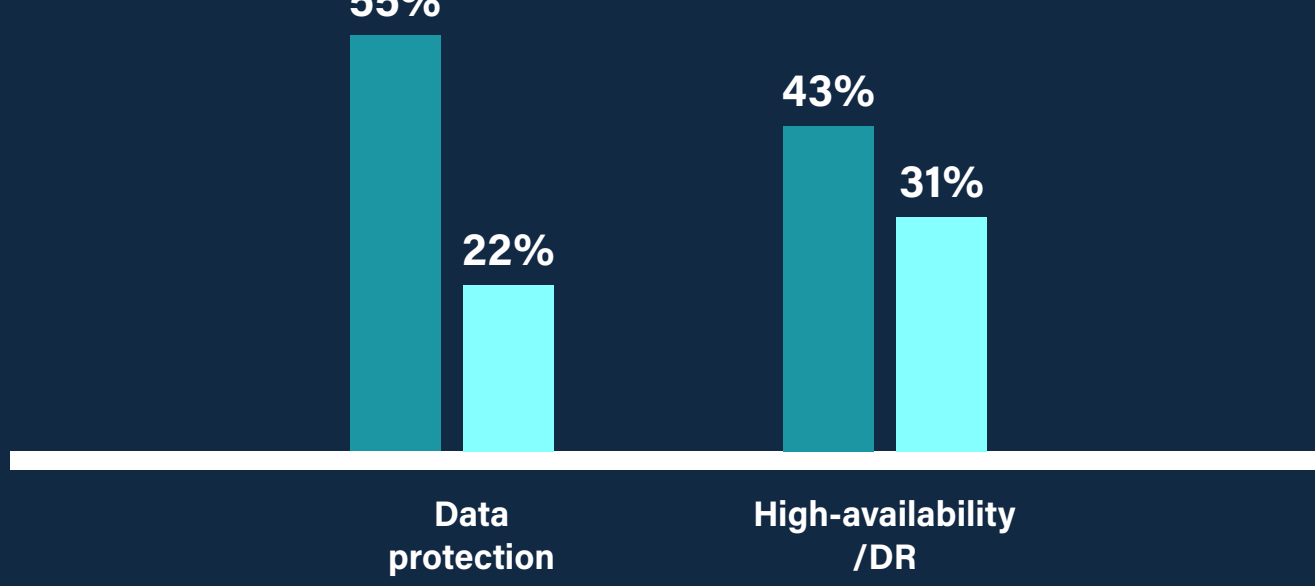
The potential advantages above are reflected in HCI's increasingly broad usage. For example we saw growing acceptance of HCI as a platform for core systems including production databases and other critical workloads.

### Modern Delivery



Application delivery, and in particular VDI and virtualization, as 'a vending machine for virtual machines', are classic HCI applications. That's expanded now to include private cloud and hybrid cloud use cases.

### Risk Management



The provision of virtualized or software-defined storage is another classic HCI use case. It has grown to encompass a wide range of data-related applications, including its use as an all-in-one disaster recovery platform.

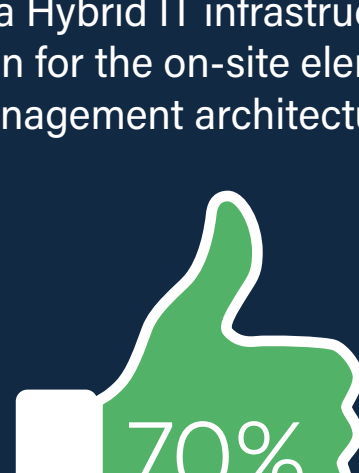
## Ideal foundation for Hybrid IT



One of the newer use cases for HCI is as part of a Hybrid IT infrastructure. Many respondents identified it as an ideal foundation for the on-site elements of Hybrid IT, thanks in part to its unified management architecture.



Strongly agree/agree  
Hyper-converged infrastructure provides an ideal foundation for Hybrid IT

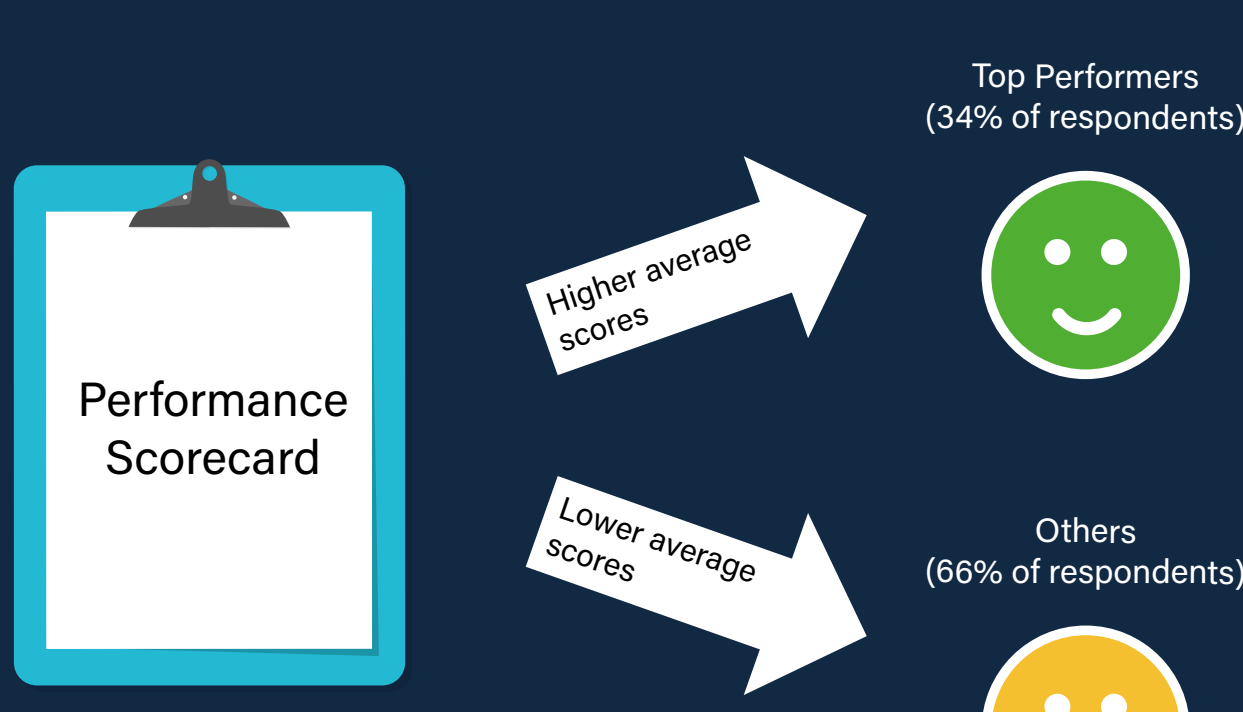


Strongly agree/agree  
Consolidated/unified management is critical to success with Hybrid IT

## How do Top Performers see HCI?

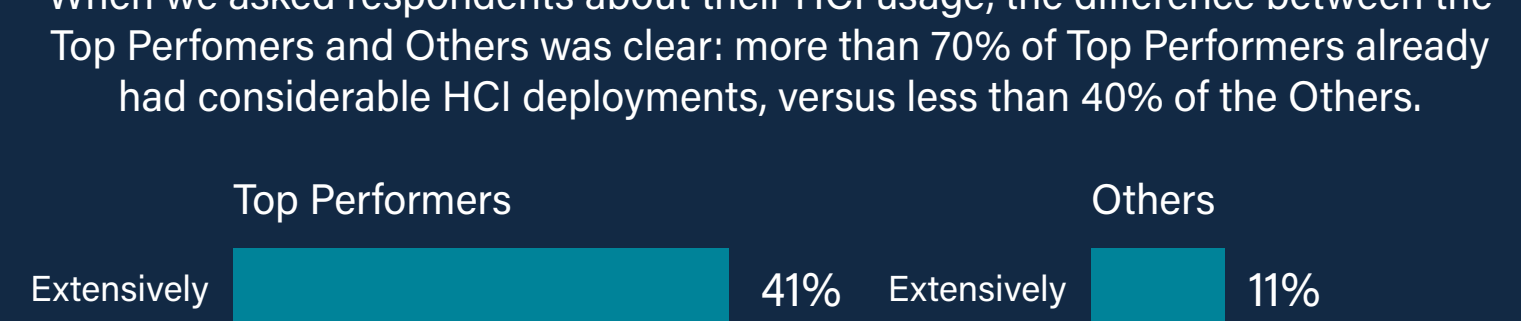


A specially-constructed Performance Scorecard asks IT departments to rate themselves against key business metrics. We can then compare the Top Performers' thoughts and actions with those of the Others.

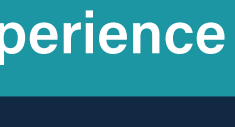


## Comparative HCI deployment

When we asked respondents about their HCI usage, the difference between the Top Performers and Others was clear: more than 70% of Top Performers already had considerable HCI deployments, versus less than 40% of the Others.



## How experience pays off



We also divided our respondents into two groups based on their experience with HCI - around half declared that they had already deployed HCI extensively or significantly, while the rest said they had not.

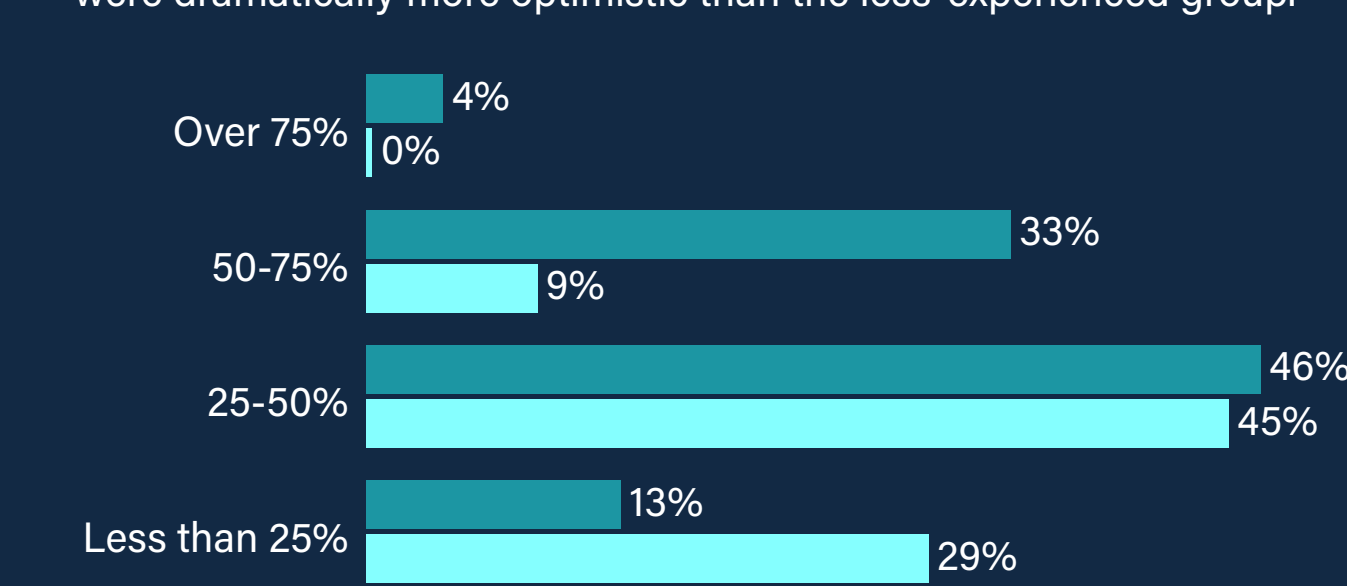


Extensively/Significantly

Some deployment/Little or no deployment/Unsure

## Expected savings from HCI

We asked respondents what lifetime financial savings they expected from a switch to HCI, and the difference was clear: those with more experience of HCI were dramatically more optimistic than the less-experienced group.



*(Roughly how much would you estimate the savings or potential savings to be over the lifetime of an HCI-based system compared to traditional infrastructure?)*