



Get the storage capacity you need, now and in the future, with Ready Capacity from Dell Financial Services™.



With Ready Capacity, you receive both baseline and buffer capacity up front while only paying for buffer capacity when you need it.

When your business is actively growing, it can be challenging to predict future storage needs. If you purchase too little capacity, you run out of room to expand – too much and you pay for technology you don't need. Ready Capacity allows you to effectively manage your storage needs by providing the baseline capacity your business requires today, along with on-demand buffer capacity for future expansion with costs that scale to match your usage. Additionally, because baseline and buffer capacity are delivered together, you only need to execute a single procurement process.

**DELL**EMC

## HOW IT WORKS



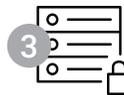
### 1 FORECAST AND ORDER.

We work with you to determine the right amount of baseline and buffer capacity to acquire and deliver both to your business day one.



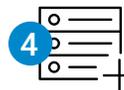
### 2 BASELINE PAYMENTS BEGIN.

Buffer capacity is available and ready to use, but you only initially pay for the baseline capacity.



### 3 ACTIVATE BUFFER CAPACITY.

Pay for buffer capacity when it is turned on or after nine months have elapsed.



### 4 ORDER INCREMENTAL BUFFER.

As the buffer capacity is consumed, additional capacity is shipped as needed.

## About Dell Financial Services

Founded in 1997, Dell Financial Services is a technology financing company, providing full-service solutions to channel partners and end-users throughout North America and Europe.\*\*



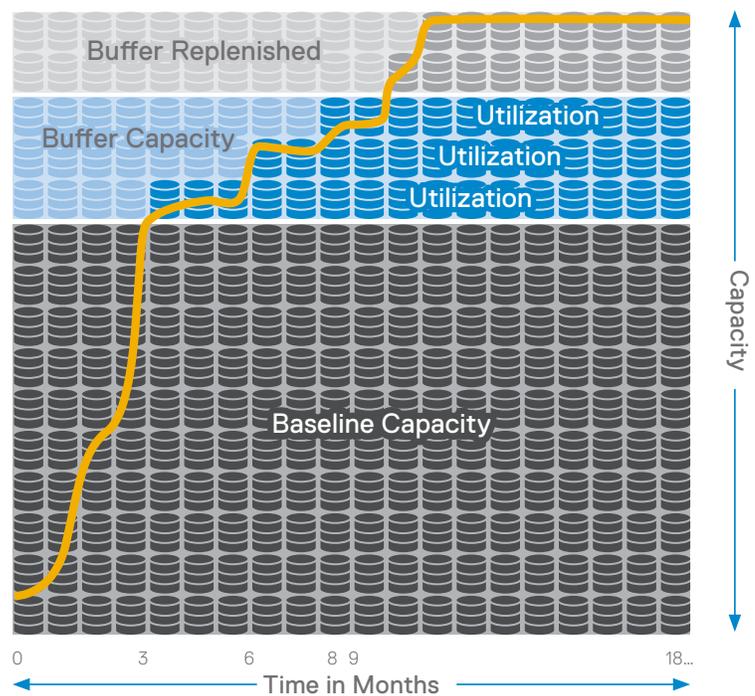
## Benefits of Ready Capacity

- Optimize storage costs. Eliminate the expense of under-utilized capacity.
- Gain operational control. Reduce procurement timing and grow your environment faster with ready-to-use capacity.
- Streamline procurement. Baseline and buffer capacity are ordered and delivered together.
- Grow on demand. Order additional buffer capacity at the pre-determined price threshold as your business needs increase.

### Example: Matching payments to storage utilization

After a recent acquisition, a financial institution faced a large data migration, which required critical data from the acquired company to be moved and stored in an existing data warehouse. The customer estimated that they would need at least 1300TB of VMAX storage but they were unsure when it would be fully consumed, and they didn't want to pay for all of the storage up front.

Ready Capacity allowed them to acquire 1000TB of baseline storage plus an additional 300TB of buffer capacity at the start of the project. In the first three months, they made monthly payments for the baseline storage. Payments then increased as each 100TB of buffer were activated, in months 3, 6 and 8. Once the buffer was fully consumed in month 8, DFS provided 200TB of additional buffer capacity, but the customer was not required to begin making payments for it until they utilized it in month 10.



[Learn More >](#)

Engage your Dell EMC or Dell Financial Services sales representative.

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