



OPTIMIZING CLOUD EFFICIENCY

A guide to optimizing your cloud operations



Organizations are increasingly embracing public and private cloud solutions for their potential to drive innovation and improve operational efficiency. However, the development of such cloud strategies often reveals challenges that can hinder productivity and escalate costs.

Oversubscribed or underused resources, for example, contribute to unnecessary expenses; also, the complexity of managing multiple cloud environments creates sprawl and increases vulnerability to cyber threats.

As cloud technology continues to advance, businesses must adopt a cloud optimization strategy that addresses these roadblocks and streamlines operations

Overcoming cloud complexity

Businesses are grappling with a number of challenges that, together, complicate the migration and management of cloud services. For example: You're in search of cost-efficient infrastructure as a service (IaaS) and managed services to help optimize your spending. At the same time, you're trying to maximize the value of your investments with public cloud providers such as Microsoft and AWS.

As you plan to migrate more workloads to the cloud, you might also want to move certain workloads to a private cloud environment or even move them back on premises. This shift drives an increased demand for cloud advisory and optimization services. Additionally, there is a pressing need for budget-aligned, efficient enterprise-class backup solutions across all workloads.

How can you navigate these complexities while ensuring seamless operations?

Realizing the cloud's potential with DXC Technology and Dell Technologies

Many organizations are recognizing that a hybrid cloud model — strategically positioning workloads and infrastructure where they are most effective — is the optimal approach for IT efficiency and cost savings.

DXC's solutions enable you to streamline your cloud operations, maximizing efficiency and reducing costs. By leveraging the combination of Dell's cutting-edge hardware and software technologies and DXC's deep industry expertise, you can enhance your cloud environment to meet operational needs.

Our approach begins with a comprehensive assessment of your current cloud and on-premises infrastructure, identifying areas of improvement and implementing tailored solutions to address inefficiencies.

A robust and proven framework for success

DXC and Dell's multicloud solutions provide hyperconverged IaaS (HClaaS) across on-premises, public and hybrid environments. By harnessing Dell PowerFlex's software-defined storage and clustered compute capabilities, you can achieve high system utilization rates, reducing infrastructure costs by a significant margin.

DXC's solutions use Dell's advanced data de-duplication and data compression capabilities to reduce expenses for back-up storage, cloud migration and data transport. In conjunction with this, we deploy DXC's Precision-Guided Modernization for efficient workload migration that meets timelines and budgets.

Key benefits include the following:

- Up to 60% reduced public cloud storage spending through Dell's enterprise-class software
- Flexible scalability in a hybrid cloud environment, with independent compute and storage workload allocation
- Enhanced security through DXC Vault using Dell's DDVE [Data Domain Virtual Edition]
- Financial flexibility with a consumption-based pricing model for on-premises infrastructure to suit your OpEx needs

By drawing upon its broad global capabilities, DXC has delivered a comprehensive solution for edge AI workloads to many referenceable clients.

Built on Dell's robust hardware and NativeEdge platform, leveraging NVIDIA's AI Solution Portfolio, the systems enable high performance and scalability.

DXC and Dell: A future-proof partnership

As a Titanium Black Partner with a long history of co-investment and co-development, DXC has early access to Dell's technology roadmap. This allows DXC to continuously evolve solutions so they remain at the forefront of AI and data management.

Together, we help customers drive growth by dramatically improving their ability to anticipate and respond to change. We work with your team to develop powerful transformational strategies, apply industry-recognized innovations and manage foundational technologies.

2025 Awards:

ESG Partner of the Year,
EMEA Expansion Partner of the Year

2,000+

joint customers across
150+ countries

2024 Awards:

Storage Sales Partner of the Year (Americas),
Strategic Partner of the Year (APJ)

1,000+

Dell-certified DXC
professionals

20+

years of strategic
partnership

Meet the team

Holland Barry

Global Field CTO, DXC Technology
holland.barry@dxc.com

Andrew Haigh

Cloud and Infrastructure Offering Lead,
DXC Technology
ahaigh2@dxc.com

Patrik Strebels

Global Dell Alliance Lead,
DXC Technology
patrik.strebels@dxc.com

Mike Ezratty

Global Client Executive to DXC,
Dell Technologies
mike.ezratty@dell.com

Anthony Birrell

Regional Alliance Lead, Asia Pacific
and Japan, Dell Technologies
anthony.birrell@dell.com

Chris Counsell

Regional Alliance Lead, EMEA,
Dell Technologies
chris.counsell@dell.com

Susan Destasio

Regional Alliance Lead, Americas,
Dell Technologies
susan.destasio@dell.com

Marshal Manoj

DXC Alliance CTO, Dell Technologies
marshal.manoj@dell.com



DXC Technology (NYSE: DXC) is a leading enterprise technology and innovation partner delivering software, services, and solutions to global enterprises and public sector organizations — helping them harness AI to drive outcomes at a time of exponential change with speed. With deep expertise in Managed Infrastructure Services, Application Modernization, and Industry-Specific Software Solutions, DXC modernizes, secures, and operates some of the world's most complex technology estates. Learn more on dxc.com.

[LinkedIn](#) | [Instagram](#) | [TikTok](#) | [YouTube](#)