

How to Take the Stress Out of Digital Transformation Amid Global Supply Chain Disruption

EXECUTIVE SUMMARY

Supply chain disruptions since 2020 have impacted every enterprise, across every industry. Challenges such as the inability to meet customer demand, stagnating innovation, and sales slumps have plagued businesses that have been at the mercy of the global supply chain.

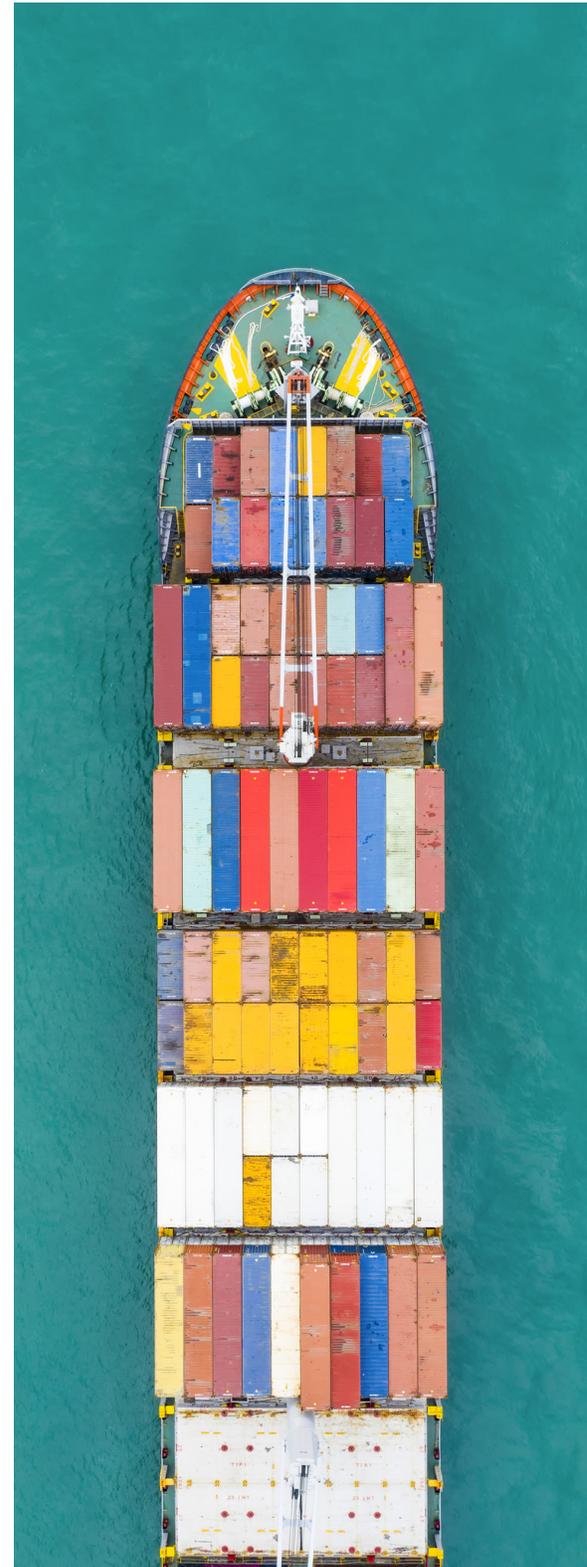
But the plight of IT — while not as obvious — is of the utmost concern. A sloth-like supply chain means no way to fulfill digital transformation plans that keep businesses competitive and secure. This White Paper explores how to take the stress out of digital transformation in the current supply chain climate with a seasoned expert that can speed up projects and reduce complexity.

The Supply Chain's Impact on Uptime and Security

While the COVID-19 pandemic has disrupted countless facets of society and the global economy, few are as starkly obvious on a daily basis as the supply chain. According to Deloitte's quarterly CFO Signals™ survey, more than 40% of CFOs said supply chain shortages or delays had increased their costs by 5% or more in 2021, and 60% said their annual sales would be reduced as a result of supply chain disruptions.¹

For IT leaders, the bottlenecks in the global supply chain mean a delay in all sorts of critical projects. As enterprises onboard more cloud services and make more changes to adapt to the hybrid-remote work model, digital transformation projects are at the core of IT's ability to maintain uptime and security. Putting those projects on hold can not only stunt company-wide innovation but also result in outdated technology creating vulnerabilities and high-stress environments when older systems result in network outages.

What are IT leaders to do? There's no way to forecast when the supply chain will return to pre-pandemic speeds, so in the meantime, partnerships are crucial.



IT leaders need to fulfill two vital metrics for digital transformation: speed and return on investment (ROI). Projects must meet timelines in order to establish infrastructure for other progress, and the C-suite puts intense pressure on IT to demonstrate the value of its technology investments. The way to achieve both is to work with a technology partner that has deeply established connections within the supply chain to expedite your projects.

Prioritize Time to Value

Accelerating time to value on major initiatives is priority one for IT teams. Without a partner to help you procure, build, and advance projects, you're likely looking at this process:

- Receive your pallets of materials
- Organize your teams
- Gradually consume the hardware you purchased, which can take months or even years

Working with a partner such as Denali Advanced Integration, a Dell Technologies Titanium Partner, means you get to hand off the painstaking work of piecing together materials and strategy. Denali and Dell have the proven ability to complete technology projects with accuracy and speed, relieving IT of the burden of managing digital transformation projects in a supply chain environment where they have no visibility into timelines.

Denali pre-builds your projects — handling all project management, customization, quality assurance, and shipping — so you can offload project stress and simply look forward to using the solution.

Look for Project Management and Integration Expertise

With a constrained supply chain, accelerating time to value means eliminating as much project management as possible. With multiple vendors, deadlines, goals, and moving parts, project management in digital transformation is already a complicated process. Add supply chain sluggishness, and it gets even thornier.

Partnering with a project management expert like Denali gives your organization the ability to execute milestones on schedule. Denali's multi-decade-long relationships with suppliers enable us to build project roadmaps based on the availability of hardware, so we can create realistic timelines. With this foresight and our expert project management staff, even if your hardware experiences supply chain delays, we can target and achieve project execution rapidly once the gear is in hand.

Denali does the work of figuring out what hardware is available and which suppliers will deliver it fastest. Then we customize it, ship it, and ensure that it's complete, so you can simply begin consuming your solution. Your time to value begins as soon as you receive your solution — pre-built by Denali experts.

It's also critical to work with a technology partner that understands how to integrate the complex moving parts of your transformation projects in the least amount of time. Denali has integration expertise across multiple technology areas, including server, storage, network applications, orchestration, and more. Should your project require customized integration of multiple hardware solutions, we can ensure they communicate with each other and work properly.

A Real-World Denali/Dell Customer Example

A customer was transforming the way they do edge computing at major sites. Denali procured a server and storage solution from Dell and a network solution from a third-party vendor. Building the entire solution in its warehouse, Denali tested, validated, and shipped it to the customer's site to be powered on. The customer suffered no delay in project completion, timelines, or time to value.



Achieve Flexibility, Reliability, and Standardization

With the right partner, you'll gain flexibility in your support contract structure, so you don't pay for any support you don't use. As an IT leader, you're probably used to ordering a piece of infrastructure and paying for support starting right away upon its delivery. Avoid this wasted cost with a partner like Denali that helps you manage your support contracts. We ensure that even if different items arrive at different times, you optimize your costs with a simple contract for service and maintenance.

Denali also has the ability to standardize your architecture across multiple sites with multiple configurations, allowing you to simplify support for those environments. We operationalize the support of your entire ecosystem, so that every technology stack we configure for you is configured identically. You won't need local resources with special expertise to perform lengthy investigations before troubleshooting.

Denali: A Co-Delivery Partner of a Different Caliber

At Denali, we understand the challenges IT leaders face on a daily basis — especially as the supply chain makes things even harder. With hardware delays and the lack of time and expertise to quickly throw projects together, your important projects lag and the C-suite is less than thrilled. That's where we come in.

We're committed to helping our customers complete projects on time, with as little stress as possible. By handing off the project management, contract support, and worries about customization and delivery, you can simply start consuming your solution when we drop it off and get back to what you do best: growing your business.

Denali is tightly and programmatically interlocked with our original equipment manufacturer (OEM) partners, which is why we say we're a "co-delivery" partner. Our services are highly coordinated among our customers and suppliers. We deliver outcomes based on documented best practices using our seasoned expertise and through our forward-looking lens. Providing outstanding solutions to IT every day means we're deeply tuned into the high-pressure needs of technology leaders like you.

As a Dell Technologies Titanium Partner, we have deep expertise in the infrastructure arena and support businesses across multiple industries. Contact us today to discover how easy it can be to accelerate time to value for your digital transformation projects — even in the face of an uncertain supply chain.

What's in a Name?

Partnering with Denali means you're getting not just our expertise but also the reliability of a global technology powerhouse like Dell. As a Dell Technologies Titanium Partner, Denali offers the trusted outcome that businesses have come to expect from Dell.

Dell's ecosystem is constructed so that they manufacture all the components of their infrastructure stack, and they outsource to a strong ecosystem of partners for solutions they don't directly produce. This ecosystem means Dell customers benefit from timelines they can trust, with technology that powers the world's most demanding networks.



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¹ Deloitte, "Supply Chain Disruptions Increased Costs for Nearly Half of CFOs Surveyed in the Third Quarter: Deloitte CFO Signals™ Survey," September 2021.