

aws marketplace

Dell APEX

Reviews, tips, and advice from real users



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Product Recap



Dell APEX

Dell APEX Recap

Dell APEX enhances IT agility with scalable as-a-service offerings, supporting virtual desktops, data storage solutions, and high-performance computing. Users value its scalability, simple management, cost-effective pricing, and robust security. This results in improved organizational efficiency, smoother workflows, and better data management, fostering growth and operational effectiveness.

Valuable Features

Excerpts from real customer reviews on PeerSpot:

- ✓ “We measured the infrastructure cost reduction by using Dell APEX to dynamically scale our back end and storage during campus drives, which helped us manage traffic that was three times the initial load without any downtime.”



Pranay Jain

Senior software developer at Simplifyvms

- ✓ “Dell APEX has positively impacted my organization by enabling massive and fast development, and we are not worrying about scalability right now.”



Sanjay Charitesh Makam

Student at Rochester Institute of Technology

- ✓ “Dell APEX positively impacts my organization by solving many hardware costs, as we are paying a pay-as-you-go model, which is very beneficial for us and saves a lot of money.”



SurajKumar2

Senior System Administrator at VATSIN Technology Solutions Pvt

- ✓ “The most valuable feature of Dell APEX for us is data availability, ensuring data resiliency and offering protection in case of data loss.”



JillurRahman

Head Of Information Technology at Islamia Eye Hospital

- ✓ “I found this product to be beneficial due to its consumption model, which allows businesses to acquire infrastructure that supports peak demand scenarios while only paying for what is used.”



ClaudioSalgado

IT Architect Consultant at RTFM

- ✓ “The two key factors are ease of deployment and flexibility in utilizing and configuring storage as needed.”



Verified user

VP Technology Services at a newspaper with 5,001-10,000 employees

- ✓ “The most valuable features of the solution are that the support is really good and the deployment is really easy.”



Juan-Buitrago

Senior Financial Executive at a consultancy with 11-50 employees

What users had to say about valuable features:

“The best features Dell APEX offers for my file server project are the ability to share files across the team using that server.

This feature has made my workflow and collaboration easier because all my data is in a central database and central server. I can access all the files, and the entire team can access all the files from a central server.

Dell APEX has positively impacted my organization by making things easier. Instead of having to purchase a server and implement it, we subscribe to Dell APEX and everything is handled by the Dell team, which is a very easy and efficient process..”

Verified user

Cloud engineer at a retailer with 11-50 employees

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“The best features Dell APEX offers, in my experience, include the pay-as-you-go model, as we do not need to purchase all the hardware; we subscribe to them instead. This is the best feature, and it supports a multi-cloud environment and connects with Azure, which is very beneficial for us.

“The multi-cloud environment support and Azure connectivity are beneficial for us, as I can also connect with Azure and AWS.

“Dell APEX positively impacts my organization by solving many hardware costs, as we are paying a pay-as-you-go model, which is very beneficial for us and saves a lot of money..”

SurajKumar2

Senior System Administrator at VATSIN Technology Solutions Pvt

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“The best features Dell APEX offers include massive and fast development and massive scalability. It also has an Instant On feature. We can initially pay, and Dell installs more hardware into our systems. We also love the 14-day guarantee period because some companies will not offer it. If we do not want it, we can directly get out of it. They also have a tool called APEX Navigator. We can add more storage power to the computer.

“The Instant On feature has helped my team significantly because Dell will install more hardware on the system that we are using than what we actually pay for, and when we get a sudden spike in traffic, it automatically auto-scales things, so nothing will break or anything else. APEX Navigator works for us by allowing us to directly navigate to it whenever we want more storage or more computer power, so with a single click, we can do it, adding storage to your phone or changing the RAM, ROM, or something else..”

Sanjay Charitesh Makam

Student at Rochester Institute of Technology

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“Dell APEX provides secure candidate data management, which is essential for us because we have sensitive data related to candidates, such as their resumes and personal information. We need to protect that, and Dell APEX provided that as well.

“Dell APEX secured candidate data, as I mentioned. It has a controlled environment that is a hybrid setup instead of a public cloud, and it has implemented access control and secure storage. This improves data security and compliance because EU regions have GDPR, which is one of the important regulations. The data of candidates should not be shared without their consent, making data management and security a must in European regions. Dell APEX has this functionality, making it very good for security. Another standout feature is the pay-as-you-go structure, which automatically increases and decreases as our load changes.

“Cloud flexibility is there with Dell APEX, allowing it to efficiently maintain data while still scaling whenever needed. Since it is a hybrid setup, it automatically scales up whenever we need more data storage, which is very good.

“Dell APEX has positively impacted my organization by reducing our infrastructure cost by 25 percent. At peak times, when our load was more than three to four times the normal load, it scaled efficiently with Dell APEX. There are multiple cases where, if a client needs less latency, we can manage the resources accordingly since we have our own control. That aspect is very good.

“We measured the infrastructure cost reduction by using Dell APEX to dynamically scale our back end and storage during campus drives, which helped us manage traffic that was three times the initial load without any downtime. During off-seasons when there are no hiring drives, we scale down the resources, optimizing costs accordingly..”

Pranay Jain

Senior software developer at Simplifyvms

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Other Solutions Considered

“I did not evaluate other options before choosing Dell APEX; I only evaluated some rented servers and found that Dell APEX fit our requirements well, so I went ahead with it..”

SurajKumar2

Senior System Administrator at VATSIN Technology Solutions Pvt

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“I did not use anything before because I have only been using Dell APEX for the past six to eight months. I joined this team recently, so I do not know which tool they were using previously, but they told me they started using it recently..”

Sanjay Charitesh Makam

Student at Rochester Institute of Technology

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“I have used public cloud solutions like AWS and noted that they lack the capped billing provided by APEX, which assures knowing the maximum possible bill..”

ClaudioSalgado

IT Architect Consultant at RTFM

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“At this stage, NetApp currently offers more options across its environment than Dell. However, Dell could change that, depending on how it continues to develop its offerings. .”

Verified user

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VP Technology Services at a newspaper with 5,001-10,000 employees

“I do not have much previous experience with options, but we have considered EC2 instances, EKS instances, Kubernetes, Docker, and Microsoft Azure. Azure offered scalability and a mature ecosystem, but we encountered cost spikes during peak hiring, which led us to choose AWS..”

Pranay Jain

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Senior software developer at Simplifyvms

ROI

Real user quotes about their ROI:

“We have seen a return on investment with Dell APEX. As I mentioned, latency has decreased and hiring times are much smoother than before. The P95, which measures average response time from an API, has improved significantly..”

Pranay Jain

Senior software developer at Simplifyvms

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“You don't have to deploy people to support the tool, and it is really very clean and easy to manage with the support, which is really good. The tool saves more than 50 percent of our company's time..”

Juan-Buitrago

Senior Financial Executive at a consultancy with 11-50 employees

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“We have seen a return on investment with Dell APEX. We are pushing to market faster now, and we are in a rapid deployment or development stage. It helps us because we are spending less time on each project. Efficiency has also improved because we are not wasting time. We also have good scalability now, so we do not need to worry about more people coming in and more people going out or anything else..”

Sanjay Charitesh Makam

Student at Rochester Institute of Technology

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“Dell APEX includes maintenance as part of the solution, so you don't need a separate maintenance agreement or worry about renegotiations. It's an all-in-one service where you pay for what you use. There's no need to overprovision storage upfront since it's available on demand—request more when needed, and you'll be billed accordingly. This approach avoids paying for capacity during acquisition, leading to better pricing per gigabyte over time. While other vendors also offer similar on-demand capacity solutions, Dell APEX now provides pricing comparable to traditional CapEx investments, making it a viable option for reducing operational costs and simplifying management through automation and vendor responsibility..”

Verified user

VP Technology Services at a newspaper with 5,001-10,000 employees

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Use Case

“The product is an on-demand service used for IT infrastructure, similar to HPE GreenLake, allowing the purchase of on-premise solutions, such as servers and storage, where users pay based on their consumption. It provides flexibility to handle varying demand in business environments..”

ClaudioSalgado

IT Architect Consultant at RTFM

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“The primary use case for Dell APEX is endpoint backup for endpoint security. We are planning to expand and include our server model and SAP data backup through Dell APEX in the near future..”

JillurRahman

Head Of Information Technology at Islamia Eye Hospital

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“My main use case for Dell APEX is that I have some data for a project, and I wanted some data in-house. I was looking to purchase a server for that, but then I learned about Dell APEX, which helped me implement in-house data. The pay-as-you-go model is very beneficial.

A specific example of how I have used Dell APEX for my project is that it serves as an in-house file server for a project only.

I am currently using Dell APEX as a file server and am not using it for other projects..”

Verified user

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Cloud engineer at a retailer with 11-50 employees

“I typically use Dell APEX for my in-house data, as I had rented it and taken it out for that purpose.

“We have some data that we want to store in-house, so we are using Dell APEX. We had taken the subscription of that and the Dell team implemented it.

“The main use case for Dell APEX is for cost cutting, as we have done many cost cuts on purchasing hardware. Instead of now using Dell APEX, we pay as per a pay-as-you-go model, which is the best option, as we have to pay only as we use..”

SurajKumar2

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Senior System Administrator at VATSIN Technology Solutions Pvt

“My main use case for Dell APEX is for rapid development in our company, and we have been using it for that purpose for the past six to eight months. We can develop something in as little as a week or two weeks. We can also use it for extreme scalability because it gives us storage and cloud capabilities.

“A specific example of a project where Dell APEX helped me develop something quickly or scale efficiently is when we are building something in our company. What cloud platforms such as Dell APEX do is deploy pre-configured clusters or integrate with software such as Microsoft Azure, fast-tracking our work by 90 percent. A traditional setup takes so much time to install, boot up, and do everything else. This allows us to develop something in as little as seven to ten days. Dell APEX also has extreme scalability. Whenever we are developing something and there is a massive increase in users, we can do on-demand scaling. If users are coming quickly, it can scale automatically..”

Sanjay Charitesh Makam

Student at Rochester Institute of Technology

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“Dell APEX is what we use for handling traffic. Our product Hire-HQ has an application in EU regions. Whenever clients want to conduct campus drives or bulk hiring, we experience sudden spikes of candidates applying simultaneously, which is three to four times the normal load. Our traditional setup cannot handle this kind of traffic volume. We implemented Dell APEX to move to a pay-as-you-go infrastructure model. I have used it in the back end with Node.js APIs, and we have also used Dell APEX storage services to handle the large volume of resumes and candidate data.

“In one of the cities in a European country, there was a hiring campaign happening for a university. The client expected around three times more than the normal load. At that time, we successfully handled the situation using Dell APEX, which also reduced our infrastructure cost by around 20 to 25 percent. The API was triggered multiple times by multiple people at the same time, and we had to maintain factors like latency and everything. It improved the response times, so the latency was less..”

Pranay Jain

Senior software developer at Simplifyvms

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Setup

The setup process involves configuring and preparing the product or service for use, which may include tasks such as installation, account creation, initial configuration, and troubleshooting any issues that may arise. Below you can find real user quotes about the setup process.

“The initial setup involves configuring a virtual host to track resource usage and billing. The other installations are standard, like storage and backups. It is not complex to set up..”

ClaudioSalgado

IT Architect Consultant at RTFM

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“The initial setup can be complicated even for technical users. Services to the extent of AWS are easier to use due to better documentation and support, which is something that Dell APEX can improve upon..”

Pranay Jain

Senior software developer at Simplifyvms

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“We started using Dell APEX with Microsoft Azure, and it is a multi-cloud design. I think we are getting it from AWS, but I am not the one paying for it, so I do not know exactly..”

Sanjay Charitesh Makam

Student at Rochester Institute of Technology

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“The initial setup was straightforward and without complexity and offered flexibility in configuring the available options. This allowed us to use it with various systems we have acquired over the years, accommodating different types of data and presenting it in the way we wanted, providing the flexibility we needed.

A couple of guys are working with the Dell folks..”

Verified user

VP Technology Services at a newspaper with 5,001-10,000 employees

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Customer Service and Support

“We have not had any need for customer support so far. However, as far as I know, it is good, since we can raise queries and receive replies within 24 hours, and we can email them as well..”

Pranay Jain

Senior software developer at Simplifyvms

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“Though I'm pleased with Dell's overall services, I faced challenges with Dell APEX support. The support system for APEX lacks a dedicated portal, and it sometimes takes time to connect with the right person..”

JillurRahman

Head Of Information Technology at Islamia Eye Hospital

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“The solution's technical support is better than what VMware offers, especially when you want to change to an on-premises environment due to the security in the cloud offered by Dell..”

Juan-Buitrago

Senior Financial Executive at a consultancy with 11-50 employees

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Other Advice

“My advice for others looking into using Dell APEX is that if you want a pay-as-you-go model or if it is for a small project for a limited time, you can use it instead of purchasing hardware, which would be very beneficial. I give this product a rating of 10 out of 10..”

Verified user

Cloud engineer at a retailer with 11-50 employees

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“If you want an in-house server for some time, you can go ahead with Dell APEX, as it will be very beneficial for you; you can subscribe to it and use it. I would rate this product an 8 out of 10..”

SurajKumar2

Senior System Administrator at VATSIN Technology Solutions Pvt

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“My advice for others looking into using Dell APEX is that it is good. They can start using it, and they can also save money and time. They can also enter the fast-deploying world. I would rate this review a six overall..”

Sanjay Charitesh Makam

Student at Rochester Institute of Technology

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“While I would recommend Dell products to others, I have no specific companies in mind that I would not recommend.

I'd rate the solution eight out of ten..”

JillurRahman

Head Of Information Technology at Islamia Eye Hospital

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“If your application starts at one level and may grow to three or four times that during peak times, then Dell APEX is a great platform. It is especially useful when you need to adjust services according to your needs, allowing for uptime and downtime as required. I would rate this product an 8 out of 10..”

Pranay Jain

Senior software developer at Simplifyvms

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“It depends on the use cases. Different technologies are suited to different needs.

Dell APEX is a niche product used primarily for specific storage needs in our labs. While we rely on NetApp for most of our storage and Data Domain for backups, Dell APEX fills a unique gap by providing the flexibility we need at a reasonable price point.

Dell does maintenance.

From a security perspective, our data is encrypted, but Dell APEX doesn't handle our audits or manage our data setup. Those responsibilities lie with us. However, we are confident that the platform is secure and our data is adequately protected and encrypted.

There are many capacity-on-demand solutions available, including Dell APEX. Whether it's a good solution depends on your specific use cases and budget. It's a great option if it meets your needs at the right price. However, it might be worth waiting for better pricing before committing if the pricing isn't favorable.

Overall, I rate the solution a nine out of ten..”

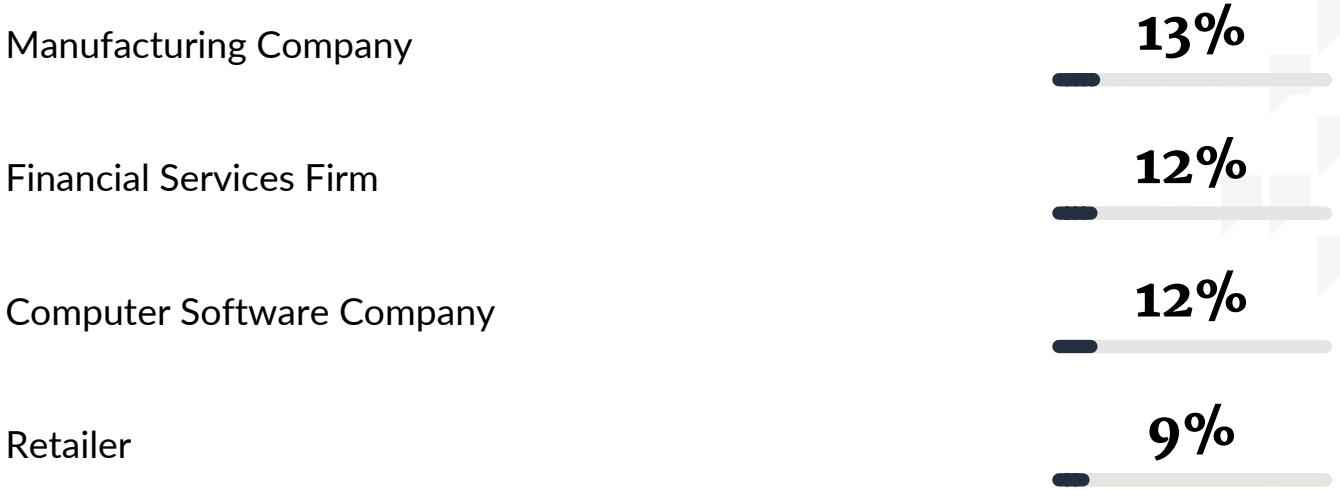
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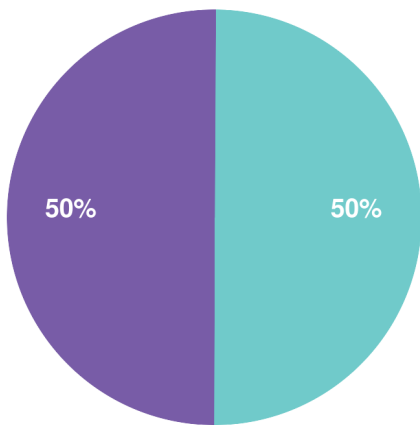
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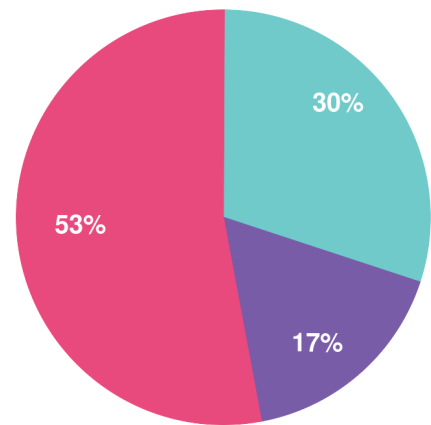


Company Size

by reviewers



by visitors reading reviews



Large Enterprise Midsize Enterprise Small Business

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