



### CHALLENGES

- Underutilization of lab assets led to high annual depreciation expense levels
- No equipment reservation system to enable sharing (and visibility) of high value, expensive equipment among engineers
- Difficulty matching thousands of lab assets to line items on fixed asset ledger

### SOLUTIONS

- Quali CloudShell

### RESULTS

- Reduced annual depreciation expense by approximately 25%
- Increased lab utilization of existing assets by 75%
- Utilized integration to track assets in real time that move from one test bed to another or back into storage
- Established single point of data entry for lab engineers
- Eliminated need to continuously expand lab footprint with additional power and mechanical (HVAC) investments

# How Dell EMC Networking Reduced Annual Equipment Depreciation Expense by Approximately 25% Using CloudShell

## About

Dell Technologies is a unique family of businesses that helps organizations and individuals build their digital future and transform how they work and live. The company provides customers with the industry's broadest and most innovative technology and services portfolio spanning from edge to core to cloud. The Dell Technologies family includes Dell, Dell EMC, Pivotal, RSA, Secureworks, Virtustream, and VMware.

## Problem

Dell EMC Networking's R&D Ops team, which includes Joe Saunders and Brian Turner, are responsible for asset lifecycle management of Dell EMC Networking's Opex and Capex investments amidst a rapidly growing portfolio of new product introductions.

With no equipment reservation system to enable sharing and visibility of high-value, expensive lab and test equipment, lab space, power, and HVAC cooling systems, Dell EMC Networking was underutilizing its lab assets and generating unnecessary lab expansion and upgrade expense.

This high annual depreciation expense took away investment dollars that could instead fund additional new programs.

Lastly, the cycle time for onboarding and retiring assets was a manual process that could take a week or more to complete.

Joe and Brian saw an opportunity to significantly reduce the business unit depreciation expense and put controls on how much equipment they had available in their lab at any time, all while providing their teams with the test beds they needed.



“ With Quali’s CloudShell, users can build and manage topologies built from test-bed devices in the lab or pre-made templates through Quali’s CloudShell web portal. We can find equipment that is no longer used, retire it from our finance depreciation schedule, thereby eliminating the need to add additional costly lab infrastructure. There’s nothing out there like Quali.

- **Joe Saunders**, Senior DevOps Engineer, Dell EMC Networking

## Solution

Joe and Brian wanted a way to systematically manage and optimize the assets they had in their labs and make sure that they could dynamically reserve, share, spin-up, and decommission equipment efficiently.

Dell EMC Networking chose Quali’s CloudShell to meet the needs of the reservation system and coupled it with RFID technology to manage real-time, physical assets in their labs.

## Results

Since implementing CloudShell in 2013, Dell EMC Networking has seen significant improvements in productivity and lab utilization.

### WITH QUALI’S CLOUDSHELL, DELL EMC NETWORKING HAS:



Reduced annual depreciation expense by approximately 25%



Increased lab utilization by 75%



Eliminated costly facility expansion investment



Provided engineers across multiple development sites with the ability to **make 300+ test bed reservations on-demand** each day



Enabled **rapid detection of devices** that are not utilized based on reservation to hibernate devices with a saved known state to quickly repower when required

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