DELLTechnologies

Stay Ahead of What's Next

Your Organization's Guide to Modernizing

Innovation is essential, but the path forward isn't always clear. The technology landscape is complex; security vulnerabilities are increasing, and there is a high cost to getting it wrong. This complexity makes it challenging to identify the right investments to achieve your goals. To move forward with confidence, you need more than the right tools. You need a strategic partner who turns technology into tangible outcomes and lasting value.

Globally, 95% of organizations agree that working with a trusted partner reduces the risk associated with adopting new technologies, and 95% agree doing so helps them achieve measurable outcomes from their technology investments quicker [1].

That's the value of Dell Technologies. We partner with you to turn technology into outcomes that drive lasting value – faster and with less risk – so you can stay a step ahead. Whether it's optimizing how your teams work, turning data into actionable insights, or leveraging AI to solve challenges, our experts work with you to tackle challenges, close skills gaps, and set up for long-term success.

Modernize Your Workplace

To stay agile, your organization needs to meet employee expectations for seamless experiences while ensuring your IT environment is easy to manage. Modernizing the workplace means aligning your technology with how people work, creating an environment where your teams thrive, your data stays secure, and IT can focus on driving innovation. This isn't just about upgrading devices; it's about building high-performing, intelligent workspaces that enable your people to succeed today and prepare for what's next.

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Dell Technologies helps you deliver high-performing, intelligent workplaces designed around how your teams work. Our AI-ready PCs, smart desk solutions, and unified management tools boost productivity, strengthen collaboration, and create secure, adaptable workspaces where people can achieve more together. The outcome? Greater value, reduced costs, increased ROI, and the confidence that your team and data are protected. In addition, with options like PC-as-a-Service and Asset Recovery, you can refresh hardware more simply, sustainably and cost-effectively – making it easier for your team to thrive and your organization to unlock greater value while moving forward with confidence.

89% of organizations agree that it is critical that their PCs support AI-driven applications/workloads.[2]

Design Your Modern Data Center

IT demands are outpacing the capabilities of legacy systems. Data and AI workloads are growing rapidly, while operations now span data centers, the cloud, and the edge. At the same time, the security threats facing your organization are more sophisticated than ever. Without a modern foundation, costs escalate, innovation can stall and managing diverse environments becomes more difficult.

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Modernizing your data center means consolidating and standardizing your infrastructure, automating operations, and building a resilient foundation for greater efficiency and agility. Scalable, high-performance infrastructure is essential to managing expanding data volumes and supporting advanced AI and analytics workloads. With Dell Technologies, you gain expert-led services and a unified foundation that integrates servers, storage, networking, and cloud platforms. This approach ensures you can control your data, place workloads where they perform best, reduce management complexity, and strengthen security. The benefits are clear: faster outcomes with AI-ready platforms, more predictable costs, and increased business resilience to scale confidently into the future.

69%

of organizations agree their existing storage capacity and capabilities are insufficient for their growing AI needs.[3]

Simplify Your AI Journey

AI is reshaping how organizations operate, yet integrating AI into operations brings challenges. Many organizations encounter roadblocks, including fragmented data, unclear ROI, skills gaps, and a lack of the right expertise – all of which complicate the journey from pilot to impactful production.
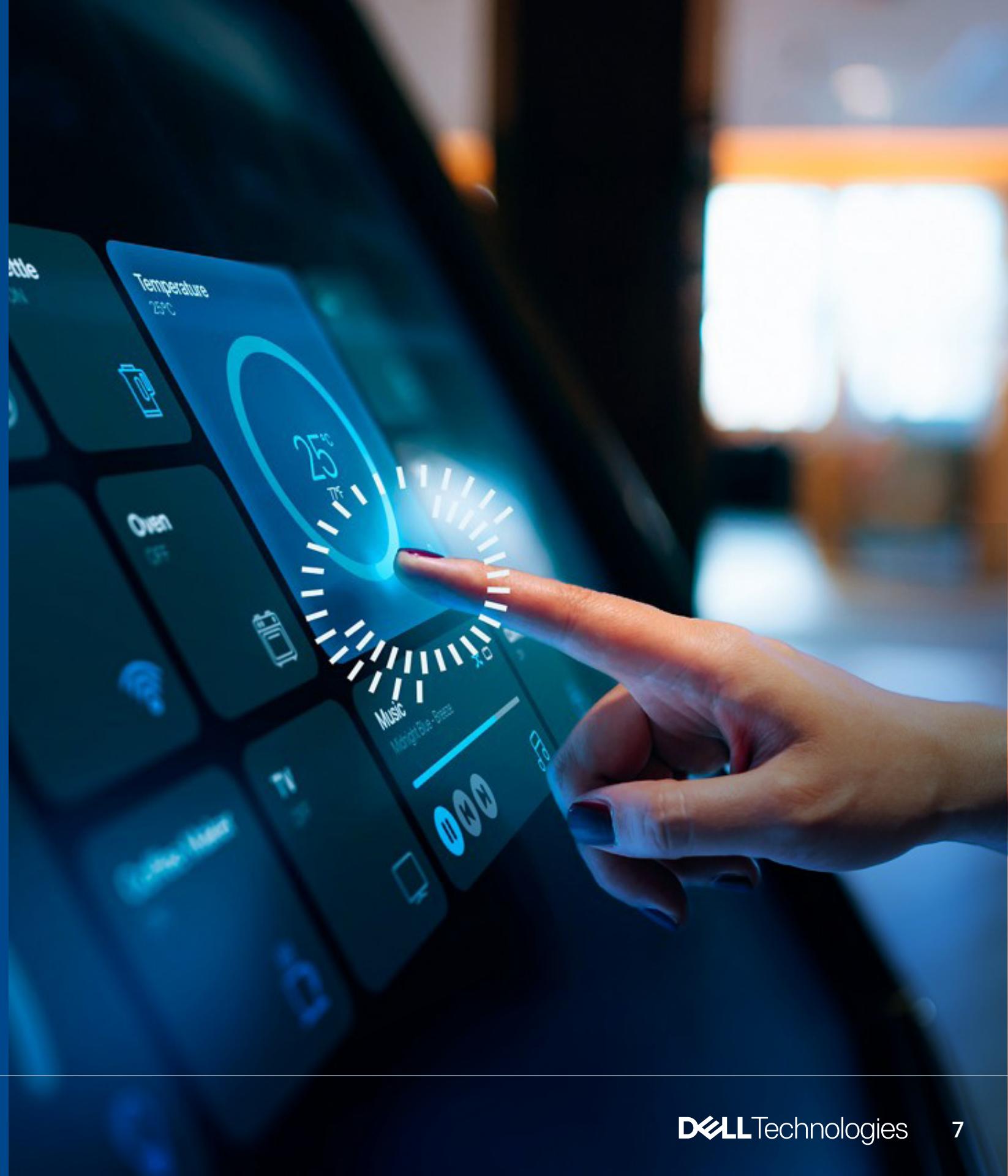
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With Dell Technologies, you gain a trusted guide for your entire AI journey. The Dell AI Factory brings together the industry's broadest AI portfolio[4], an open partner ecosystem, and deep expertise to help you advance from strategy to scalable solutions. We work alongside your teams to modernize data management, remove complexity, and prioritize high-impact, business-driven use cases. Our approach ensures you deploy AI where it delivers the greatest value, while you maintain control over your data and operations. The result is measurable outcomes, such as improved ROI, faster time to value, and robust data protection at every step. Let us help you put AI to work, unlocking greater efficiency and driving growth for your organization.

DESIRED OUTCOMES

USE CASES   DATA   INFRASTRUCTURE   OPEN ECOSYSTEM

SUCCESS INDICATORS

CYBERSECURITY

SERVICES
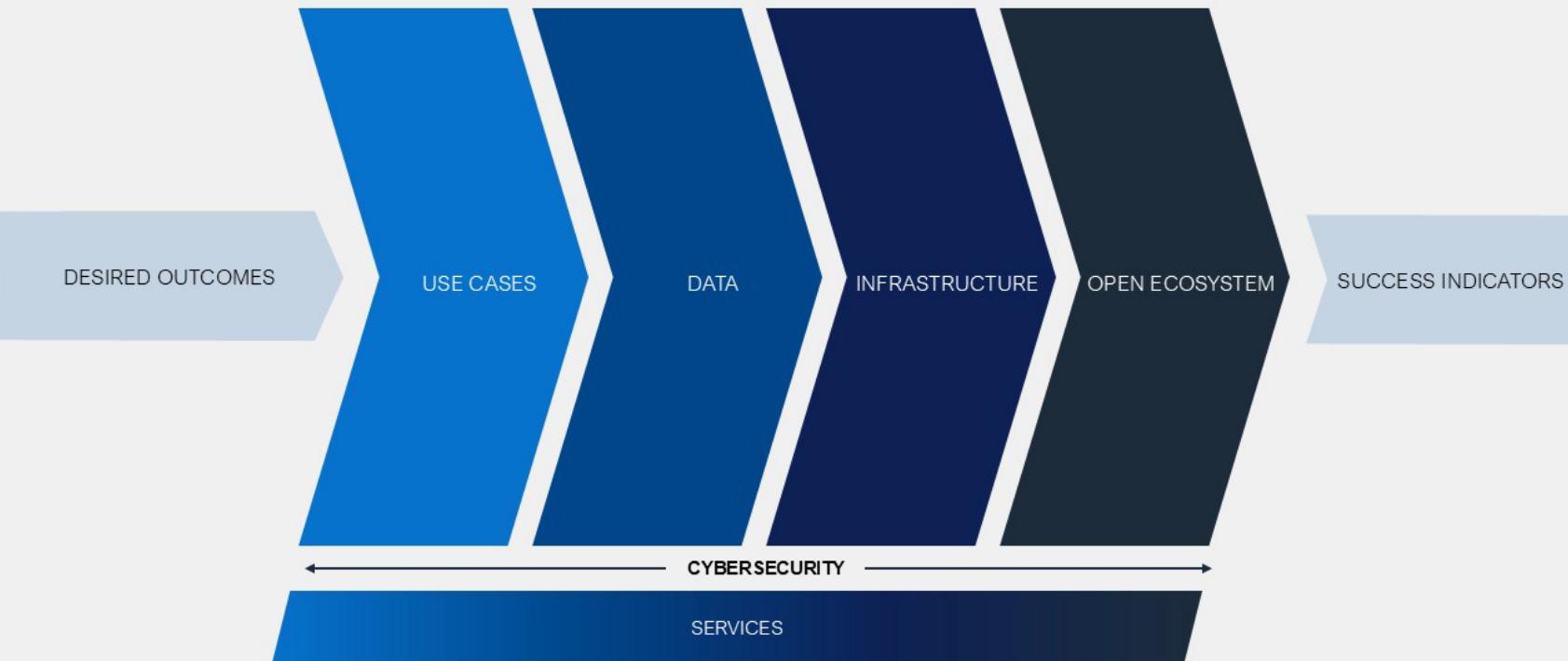
93% of organizations experience challenges when integrating AI into their business strategies.[5]

Achieve your Modernization Goals Securely and Sustainably

Securing your organization's future requires a strategy built on resilience. As cyber threats become more frequent and sophisticated, cybersecurity is a core business necessity. Protecting your data and infrastructure is vital to maintaining trust, operational stability, and long-term growth. Without a mature security approach, even small vulnerabilities can lead to significant disruptions.

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Dell Technologies helps you advance your cybersecurity maturity with secure-by-design infrastructure and zero trust principles. Our solutions protect your data, devices, and workloads at every step. By prioritizing cybersecurity, your organization is better equipped to withstand evolving threats, mitigate risks, and maintain operational continuity for lasting success.

In addition, resilience requires efficiency at the core of your operations. Rising energy costs, resource constraints, and the demand for sustainable practices make it essential to optimize your IT environment for both performance and responsibility. 93% agree that energy efficiency and product sustainability are key factors when selecting technology partners for their organization[6]. By modernizing with efficiency at the core, you can reduce waste, lower energy consumption and build a more adaptable foundation for the future.

Dell Technologies supports this with energy-smart infrastructure, modular designs and circular IT practices that align capacity to demand while minimizing environmental impact. Integrating efficiency into your IT strategy helps reduce costs, lower emissions, and strengthen operational resilience – ensuring your organization thrives in an increasingly competitive and resource-conscious world.

Cybersecurity and resilience

are the top technology areas organizations are investing in to stay competitive.[7]

Why Partner with Dell Technologies?

Choosing the right partner is critical to shaping your organization's future. Dell Technologies is committed to helping you unlock new opportunities, simplify complexity, and achieve meaningful outcomes – no matter where you are on your modernization journey.

We put your priorities first, leveraging decades of experience and a broad portfolio of secure, sustainable, and intelligent solutions . Our approach is centered on you: we listen, we collaborate, and we deliver technology that addresses real-world challenges across the workplace, data center, AI, cybersecurity, and sustainability.

Our resilient global supply chain, extensive partner ecosystem, and end-to-end services give you the flexibility and confidence to tackle what's next with ease. Whether you're scaling AI, building a modern infrastructure, or advancing your security posture, we help you move faster, reduce risk, and achieve lasting value.

With Dell Technologies as your strategic partner, you'll be ready to innovate and stay ahead of what's next.

Explore How to Stay Ahead of What's Next

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Frequently Asked Questions

1. How can Dell Technologies help my organization stay ahead of what's next?
Dell Technologies partners with you to build a flexible IT foundation—modernizing your workplace, data center, and processes. Our solutions streamline adoption of new technology, reduce risks, and create measurable results so you can innovate with confidence.

2. What is the Dell AI Factory, and how does it support my AI journey?
The Dell AI Factory is an end-to-end approach that brings together the industry's broadest AI portfolio [8], an open ecosystem, and expert guidance. We help you manage and prepare your data, deploy scalable infrastructure, and simplify integration, so you can turn AI projects into real business outcomes at any scale.

3. How does Dell help protect my business from evolving cyber threats?
Security is embedded into every layer of our solutions, leveraging zero trust principles, advanced threat detection and recovery tools like isolated backup vaults. This comprehensive approach helps minimize risk, enables quick recovery, and ensures your organization can keep moving forward.

4. Why is modernizing the data center essential for future growth?
Modernizing your data center with Dell provides unified management, reliable performance, and agility to adapt as demands change. You gain the flexibility to run workloads where they work best, optimize costs, and future-proof your infrastructure for AI and emerging technologies.

5. How can modern workplace solutions improve my team's productivity?
Our AI-powered devices, smart peripherals, and unified management tools streamline workflows and collaboration. With built-in security and easy IT controls, your teams can work efficiently, stay protected, and focus more on driving results.

Sources

[1] Dell Technologies IT Strategy Pulse, a survey across 750 IT and business decision makers from US, UK, DE, FR and JP, November 2025.
[2] Dell Technologies IT Strategy Pulse, a survey across 750 IT and business decision makers from US, UK, DE, FR and JP, November 2025.
[3] Dell Technologies IT Strategy Pulse, a survey across 750 IT and business decision makers from US, UK, DE, FR and JP, November 2025.
[4] Prowess Consulting, "Which Vendor Offers the Broadest AI Portfolio for Infrastructure and Services?" October 2025.
[5] Dell Technologies survey across 2,850 business and IT decision makers across 40 locations, all segments, June 2025.
[6] Dell Technologies IT Strategy Pulse, a survey across 750 IT and business decision makers from US, UK, DE, FR and JP, November 2025.
[7] Dell Technologies IT Strategy Pulse, a survey across 750 IT and business decision makers from US, UK, DE, FR and JP, November 2025.
[8] Prowess Consulting, "Which Vendor Offers the Broadest AI Portfolio for Infrastructure and Services?" October 2025.