

YOU ARE A GREAT FIT



WHO WE ARE

Since our founding more than 30 years ago, Dell Technologies has continuously embraced the idea of innovation and entrepreneurship. Our goal is to put holistic, scalable technology solutions in the hands of growing companies like yours.

Dell Technologies gives you the infrastructure you need to build your startup's digital future, get IT right, and protect your most important assets.



YOUR BENEFITS WITH DELL TECHNOLOGIES

We provide IT-Advisor for Technology Planning



Partnering with Dell Technologies from the start will allow you to save money in the short and long-term. Dell Technologies can provide any IT product & service you need, from one computer to an entire enterprise solution, allowing you to get all your IT infrastructure needs without having to switch from company to company. Make use of our special offerings for startups.

Accelerator for your technology

Not only can your startup source hardware and accessories through Dell Technologies, we also offer one-stop solutions for specific cloud, IoT and software needs. Partnering with Dell Technologies OEM will take your product to the market faster, with just the right services, support and technology to help differentiate it.



Pay as you go & growth



We know it is crucial for mature startups scaling their solutions, keep overhead low while conserving capital. Dell Financial Services and APEX can offer financing and flexible consumption models for startups that meet certain requirements to provide financial and scalable technology resources. We encourage innovation, help bolster speed-to-market and job creation. We are here to help your startup get end-to-end, scalable technology solutions.

Benefit from the Dell Technologies expertise

Partnering with Dell Technologies from the start will make your business start easier. Dell Technologies can provide any product and service you need. Profit from the knowledge and expertise from our passionate volunteers and become part of the Dell Technologies entrepreneur family.



LET'S COME EVEN CLOSER AND HAVE A CHAT IF...

... you need professional IT infrastructure for B2B focused products & solutions.

... you work in enterprise environments and with industry standard hard & software (e.g. VMWare).

... you are looking for a customizable, yet scalable architecture.

... low code is not just a buzzword but your philosophy.

... you run a Technology Startup with a solution in the areas of AI or Digital City? Then we might be a perfect fit. Both topics are also the focus of Dell Technologies Germany.

... your company shares the same values as Dell Technology on social impact and your company purpose is to drive human progress via technology.

... our offerings can complete each other. By combining them into one solution we can solve customer use cases together.



GET IN TOUCH WITH US

You are an aspiring entrepreneur and want to focus on the things that are really important to you?

Get in touch with us #dell4entrepreneurs:
entrepreneur_program_germany@Dell.com

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