Dell Procurement Overview

1. Introduction

Dell Technologies strives to build the world's most diverse global supply chain by creating mutually beneficial partner relationships and paving the way for small and diverse global businesses to develop innovative solutions that drive human progress.

Our mission is to extend opportunities to small enterprises and diverse businesses that meet our procurement and contractual standards. We focus on businesses that are at least 51% owned and operated by women, minorities, veterans, service-disabled veterans, people with disabilities, disadvantaged persons, persons that identify as LGBTQ+, or those located in a HUBZone.

 We cultivate sustainable partnerships to drive the inclusion of small and diverse suppliers who bring value to Dell Technologies and support business growth in underrepresented communities in our global supply chain.

2.   Indirect Procurement:

The following are products and services procured in portfolios belonging to the Indirect Procurement category:

- **Human Resources Related Services:** Learning and development (course delivery and development), employee benefits, talent acquisition, global mobility, and travel services.
- **Marketing:** Creative and production services, event management, translation services, market research, public relations, sales enablement and media.
- **Human Capital:** Contingent labor and consulting.
- **Global Real Estate and Facilities:** Facility management, maintenance and construction, office furniture, asset recovery, and guard services.
- **Customer Facing Services:** Business process outsourcing solutions (sales, tech and care support; hardware break/ fix; global deploy and ICS services; global managed solutions).
- **Technology:** Hardware, such as client devices and peripherals, data center peripherals, network devices and servers.
- **Internal Use Software:** Software associated with business systems, IT systems, and customer service applications, CRMs, LMSs, maintenance support, perpetual licenses, SaaS/ hosted software, and license subscriptions.

3. **Direct Procurement: Categories of Products and Services Procured**

The following are products and services procured in portfolios belonging to the Direct Procurement category:

- **Production Software:** Maintenance and support, OEM/ embedded software licenses, software subscription licenses.
- **Packaging:** Bulk packaging.
- **Processors and Chipsets.**
- **Commodity Procurement:** Circuit boards, batteries, solid-state drives, hard disk drives, memory, LCD screens, flat panel monitors, peripherals and electronic disposition services (excess and obsolescence, asset recovery, disposal and recycling services, and expedites and reworks).
- **Enterprise:**
  - **Telecom:** Radios (Dell and OEM), RF components, ancillaries, CU, DU servers, accelerator cards, 3rd party software.
  - **Storage and Networking:** Primary storage, unstructured data storage, HCI/ CI (Hyperconverged Infrastructure/ Converged Infrastructure), mainframe solutions, data protection and management, Connectrix, mechanicals, switches, transceivers.
  - **Servers:** Power Edge, CET (cloud CSP and emerging technologies), PERC (Power Edge Raid Controller) / BOSS (Boot Optimized Server Storage) card, mechanicals.
- **Desktop and Notebooks:** Dell, Dell Pro, Dell Pro Max, Alienware; all non-commodity/processor hardware such as chassis, PSUs, motherboards.
- **Global Materials:** Screws, nuts, bolts, gears, bearings, and pallets.

4. **Logistics: Categories of Products and Services Procured**

The following are products and services procured in portfolios belonging to the Logistics category:

- **S&P Distributors:** 3rd party Software and Peripherals (non-Dell products).
- **Outbound/ inbound freight:** Movement of parts and finished goods across various transport methods: LTL, FTL, parcel, ocean and air freight, etc.
- **Fulfillment services:** Services centered around the order fulfillment process. Includes receiving orders, picking and packing products, and shipping them to customers.

- **Contract logistics services:** Warehousing services tailored to a specific need of a business beyond order fulfillment. They can include services such as repairs, returns, packaging and product customization.
- **Trade compliance services:** Customs brokers, importer/exporter agents.

5. **Financial Services: Categories of Products and Services Procured**
   - Law firms
   - Auditors, financial and tax services

6. **Supplier Engagement**

   - For information on our diverse and small supplier selection criteria and supplier diversity initiatives, please visit Dell Technologies Supplier Diversity Corporate Policy.

   - For sustainability and ethical sourcing practices, please visit Dell Technologies Social Impact.

7. **Contact Information**

   - Dell Technologies Global Supplier Diversity Mailbox

   - Key contacts by procurement category:

        - Indirect Procurement: shannon.blando@dell.com ; paul.blake@dell.com

        - Enterprise Procurement: nikki.yadlapalli@dell.com

        - Production Software: prajwal.vadella@dell.com

        - Packaging: carly.roberts@dell.com

        - Processors & Chipsets: Tatiana.goldich@dell.com; Jason.edwards2@dell.com

        - Commodity Procurement: jeff.kimber@dell.com

        - Desktop & Notebooks: ruby.wu@dell.com

        - Global Materials: gary.minihan@dell.com

        - Software and Peripherals: elaine.stegant@dell.com

        - Logistics: miranda.tubilla@dell.com

        - Legal/ Financial Services: evelyn.smith@dell.com