

Dell Technologies is a unique family of businesses that provides the essential infrastructure for organizations to build their digital future, transform IT and protect their most important asset, information.

Highlights

Dell Technologies is Dell, Dell EMC, Pivotal, RSA, SecureWorks, Virtustream and VMware. We're a collective force of innovative capabilities trusted all over the world to provide technology solutions and services—from infrastructure and software to devices.

- Operating in 180 countries globally
- Serving 98% of Fortune 500 companies
- Leadership in 15 Gartner Magic Quadrant reports
- Combined revenue of \$74B¹

The Company

Headquarters

- Round Rock, Texas

Total revenue across all companies

- \$74B¹

Total number of team members

- ~138,000

Global footprint

- 180 countries
- 25 manufacturing locations, with more than 40 distribution and configuration centers and 900 parts distribution centers globally
- Combined sales force of over 40,000
- More than 30,000 full-time customer service and support employees
- Over 1,800 service centers supported by more than 25 repair facilities globally

Website URLs

- DellTechnologies.com
- Dell.com
- DellEMC.com
- Pivotal.com
- RSA.com
- SecureWorks.com
- Virtustream.com
- VMware.com

Total patents and R&D investment

- Over 21,000 patents and patent applications
- Combined No. 2 position (Dell, EMC, VMware) in IEEE's Patent Power 2016 scorecard, ahead of IBM, Microsoft, HP and Lenovo
- Over the past three years, cumulative Dell Technologies investments in R&D have totaled more than \$12.7B
- 17 global research and development centers

Key areas of technology and industry expertise

Client Solutions Group

- PCs, Software & Peripherals
- Virtual Desktop Infrastructure Devices

Infrastructure Solutions Group

- Storage, Servers & Networking
- Converged/Hyperconverged Infrastructure
- Cloud Solutions
- Data Protection
- Infrastructure-as-a-Service (Virtustream)

Services and IT (supporting CSG and ISG)

- Consulting
- Deployment Services
- Support
- Training
- Managed Services
- IT Proven

VMware

- Software-Defined Data Center
- Hybrid Cloud
- Mobile Computing

Pivotal

- Next-Generation Software Development Methodology
- Modern Cloud-Native Platform and Analytics Tools

RSA

- Risk and Cybersecurity Consulting
- Incident Preparedness, Discovery, Response, & Recovery
- Identity, Risk, Cybersecurity & Fraud Solutions
- Business-Driven Security Platform

Secureworks

- Managed Security
- Threat Intelligence
- Security and Risk Consulting
- Incident Response

Industry Leadership

Gartner Magic Quadrant reports

- Total combined Leader positions in Gartner Magic Quadrant reports: 15

Top areas of market share

- A leader in Server, Storage, Converged Infrastructure, Datacenter Automation, Cloud, Virtualization and PC Franchises
- Recognized as a 'Leader' in 15 Gartner Magic Quadrants
- #1 Enterprise Storage Systems (External, Internal & ODM Direct Combined) worldwide – 24.9% revenue share in CY2016 (Dell EMC)¹
- #1 External Enterprise Storage Systems worldwide – 32.6% revenue share in CY2016 (Dell EMC)¹
 - #1 in Entry Level External Storage worldwide – 20.4% revenue share in CY2016 (Dell EMC)¹
 - #1 in Midrange Storage worldwide – 30.5% revenue share in CY2016 (Dell EMC)¹
 - High End External Storage worldwide – 48.5% revenue share in CY2016 (Dell EMC)¹
- #3 Worldwide PC units - 15.9% share (Dell)¹⁰
- #2 U.S. PC units - 26.8% share (Dell)¹⁰
- #1 PC Monitors (units) worldwide - 17.2% share (Dell)¹¹
- #1 x86 Server units worldwide – 21.0% unit share (Dell EMC)⁹
- #1 SW-Defined Compute Software worldwide – 78.1% revenue share in CY2016 (VMware)¹²
- #1 Enterprise Mobility Management Software worldwide (VMware AirWatch)⁸
- #1 Cloud Systems Management Software worldwide – 22.6% in CY2015 (VMware)⁷
- #1 Datacenter Automation Software worldwide – 31.1% revenue share in CY2015 (VMware 29.1%; Dell 1.6%; and EMC 0.6%)⁶
- #1 Converged Systems worldwide – 28.4% revenue share in CY2016 (Dell EMC)⁵
- #1 Integrated Infrastructure worldwide – 66.3% revenue share in CY2016 (Dell EMC)⁵
- #2 Hyperconverged Systems worldwide – 16.6% revenue share in CY2016 (Dell EMC)⁵
- #1 Purpose-Built Backup Appliance worldwide - 60.7% revenue share in CY2016 (Dell EMC)²
- #1 All-Flash Arrays worldwide – 36.1% revenue share in CY2016 (Dell EMC)¹
- #1 Enterprise Storage for Private Cloud IT Infrastructure worldwide - 39.7% revenue share in CY2016 (Dell EMC)⁴
- #1 Scale-Out NAS worldwide – 43.5% revenue share in CY2016 (Dell EMC)¹
- #3 External Object-Based Storage worldwide – 18.2% revenue share in CY2016 (Dell EMC)¹
- #1 Hybrid Flash Arrays worldwide – 29.9% revenue share in CY2016 (Dell EMC)¹
- #1 Open SAN worldwide – 26.9% revenue share in CY2016 (Dell EMC)¹
- #1 NAS worldwide – 52.6% revenue share in CY2016 (Dell EMC)¹
- #1 Storage Software worldwide – 20.2% revenue share in CY2016 (Dell EMC)³
- #1 Public & Private Cloud IT Infrastructure worldwide – 17.6% revenue share in CY2016 (Dell EMC)⁴

¹ IDC WW Quarterly Enterprise Storage Systems Tracker, Q4 2016, March 2017 – Vendor Revenue

² IDC WW Quarterly Purpose-Built Backup Appliance Tracker, Q4 2016, March 2017– Vendor Revenue

³ IDC WW Quarterly Software Qview, Q4 2016, March 2017, Vendor Revenue

⁴ IDC WW Quarterly Cloud IT Infrastructure Tracker, Q4 2016, April 2017, Vendor Revenue (excl. double-counting)

⁵ IDC WW Quarterly Converged Systems Tracker, Q4 2016, March 2017, Vendor Revenue

⁶ IDC WW Datacenter Automation Software Market Shares, 2015: Year of Suite Success, June 2016, Vendor Revenue, 2015

⁷ IDC WW Cloud Systems Management Software Market Shares, 2015: Year of Continued Expansion, Vendor Revenue, June 2015

⁸ IDC WW Enterprise Mobility Management Software Market Shares, 2015, Vendor Revenue –VMW AirWatch 2015

⁹ IDC WW Quarterly x86 Server Tracker, Q4 2016, March, 2017

¹⁰ IDC WW Quarterly PC Tracker, Q3 2016, November, 2016

¹¹ IDC WW Quarterly PC Monitor Tracker, Q3 2016, November 2016

¹² IDC WW Semiannual Software Tracker, 2H2016, April 2017. Note: "Software-Defined Compute Software" formerly called "Virtual Machine and Cloud System Software"

Industry Leadership (Continued)

Technology awards

- 62 awards at CES 2017 (Dell)
- 2016 Best of Interop, Software Defined Networking (VMware NSX)
- SecureWorks: Named by SC Magazine as “Managed Security Service Provider of the Year” seven times in the U.S. and twice in Europe over the past 10 years
- Virtustream: TSIA Star Awards 2016 for Innovation in a Managed XaaS Solution
- SC9000, “Editor’s Choice” award, StorageReview
- VMware VSAN 6.2, “CRN 2016 Product of the Year”, CRN
- ScaleIO, “Editor’s Choice” award, StorageReview
- SC9000, “Editor’s Choice” award 5/5 rating, IT Pro

Charitable contributions

- Total 2015 charitable contribution: \$40M
- Total charitable contributions from 2013-2015: \$94.6M

Sustainability efforts and recognitions

- Dell’s energy efficiency efforts have reduced customer electricity bills by approximately \$825M since 2011
- Dell has recovered a cumulative 1.6 billion pounds of electronics since 2007
- Dell has recycled 50 million pounds of recycled content into its products since 2012
- In 2017, as part of the Sustainable Materials Management Challenge, the EPA recognized Dell with a Gold Tier Award, the highest level recognition for exemplary, well-developed U.S. take-back programs, and the Champion Award (Product Category) for its pioneering use of recycled carbon
- In 2015, Dell won The Circular Economy Pioneer Award for our leadership advancing the circular economy

Top diversity and inclusion honors

- Dell and EMC have each scored 100 on the Human Rights Campaign Index for more than five consecutive years
- Both Dell and EMC were named in multiple categories of the 2016 DiversityInc Top 50 Companies for Diversity
 - Dell was ranked at #28 in the Top 50 Companies list, and EMC was named #12 in DiversityInc’s 25 Noteworthy Companies

Company rankings

- EMC: Ranked #2 by Fortune in World’s Most Admired Companies 2016 (Computer Industry)
- EMC: Ranked #6 by Great Place To Work Institute among the World’s 25 Best Multinational Workplaces

Achievements in customer service

- 33 STAR Awards from the TSIA (EMC/Dell) for customer service and experience excellence
- 5 Temkin Group Customer Experience Excellence Awards (Dell/EMC) between 2012 and 2015

Dell Technologies:

- Drives 100% of the top auto brands
- Accelerates 89% of the fastest growing companies
- Connects 100% of the top telecom providers
- Supplies 100% of the top retail brands
- Serves 90% of the top IaaS and SaaS providers
- Is admired by 95% of Fortune’s Most Admired Companies

Customer and partner confidence

- IT leaders say Dell Technologies is one of the top three tech brand they expect to work with over the next three
- 75% of IT decision makers view Dell EMC merger as beneficial to their business²
- 92% of Dell and EMC customers expect to increase or maintain spending with Dell Technologies²
- 97% of Dell and EMC partners see the merger as positive or having no impact³
- 50% of partners expect to spend more with the combined company³
- 99% of IT decision makers are positive or neutral on the combined company³
- 95% of Dell EMC customer expect to increase or maintain spending with the combined company³
- 95% of Dell customers believe going private had a positive or neutral impact on innovation³

1 ESG 2016 IT Spending Intentions Survey

2 Dell-EMC Customer Sentiment Analysis, November 2015

3 IDC Customer and Partner Perspectives on the Dell-EMC-Merger 2016