Dell Technologies

We believe that your Digital Future is **defined**, **differentiated** and **driven** primarily by software.

Dell Technologies **/Forum**

Software Powers Your Digital Future

Differentiate your digital experience through custom software development
T-Mobile

Accelerate time to market with new digital products/services delivered through software
Liberty Mutual, Thales

Experiences
Drive customer, employee & partner engagement

Innovation
Drive revenue with new products & business models

Operations
Improve efficiency of doing business

Ecosystems
Scale your reach through ecosystems & partnerships

Automate business processes in software
US Air Force

Deliver services through APIs for your ecosystem to add value around, or vice versa
DBS

D&LL Technologies**/Forum**

DELLTechnologies

We empower you with **people**, **process** and **technology** to master the software competencies you need to realize your Digital Future.

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Key pillars of Application Transformation

Minimize application delivery risk
Minimize the risks associated with developing and delivering applications.

Streamline application operations
Streamline how you operate software applications to improve operational efficiency, reduce costs and free up budget for innovation.
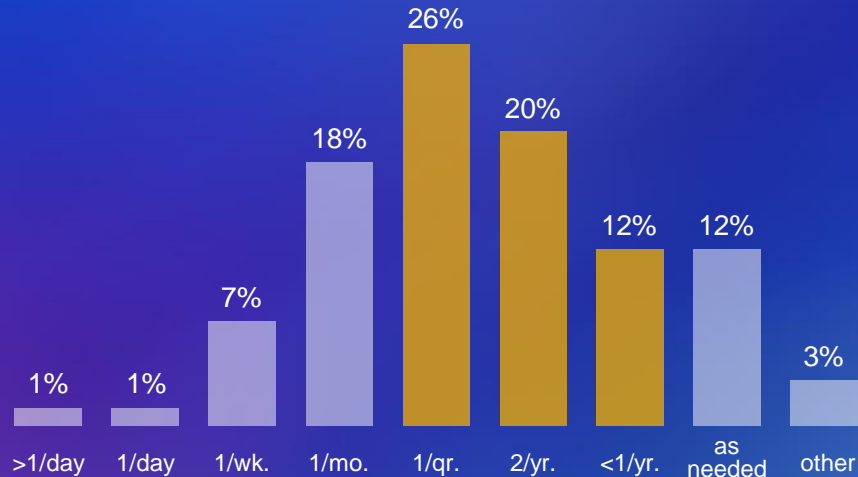
Accelerate software innovation
Accelerate how you innovate with software to grow your business and win against incumbent and emerging competitors.

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Accelerate software innovation

Before and after

Most teams today release apps **less than monthly**

1%	1%	7%	18%	26%	20%	12%	12%	3%
>1/day	1/day	1/wk.	1/mo.	1/qr.	2/yr.	<1/yr.	as needed	other

Forrester Analytics Global Business Technographics Developer Survey, 2018

Fast is **not only** for digital natives…

Boeing went from MVPs taking 1-3 years down to 3-5 months

HCSC went from releases every 15 months down to every 14 days

Scotia Bank pushes 3000+ software deploys monthly

Cornell University integrates existing data into new apps 75% faster than before

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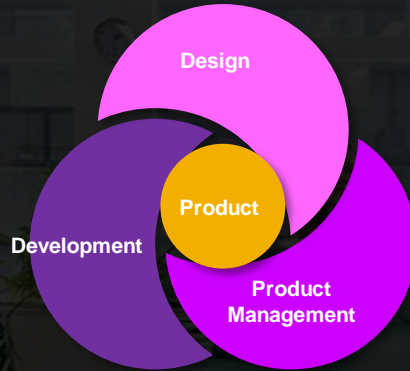
Modernize How You Design and Build Software

Pivotal Labs helps you build in-house competence in the skills you need for your digital future

Source: Volkswagen Group

Build product with us
in our office

Immerse yourself in modern
development practices

Take back and scale
what you've learned

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Drive Developer Productivity Through Self Service

Dell Technologies provides developer ready infrastructure for all application needs

Applications

Spring by Pivotal · RabbitMQ · concourse · Pivotal Greenplum · Pivotal GemFire

FaaS — Pivotal Function Service

PaaS — Pivotal Application Service

CaaS — Pivotal Container Service · vmware

Pivotal Cloud Foundry

IaaS — vmware · virtustream

Infrastructure — DELLEMC

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Integrate Existing Apps and Data

Dell Boomi helps you integrate existing apps and data 3-5x faster than legacy middleware
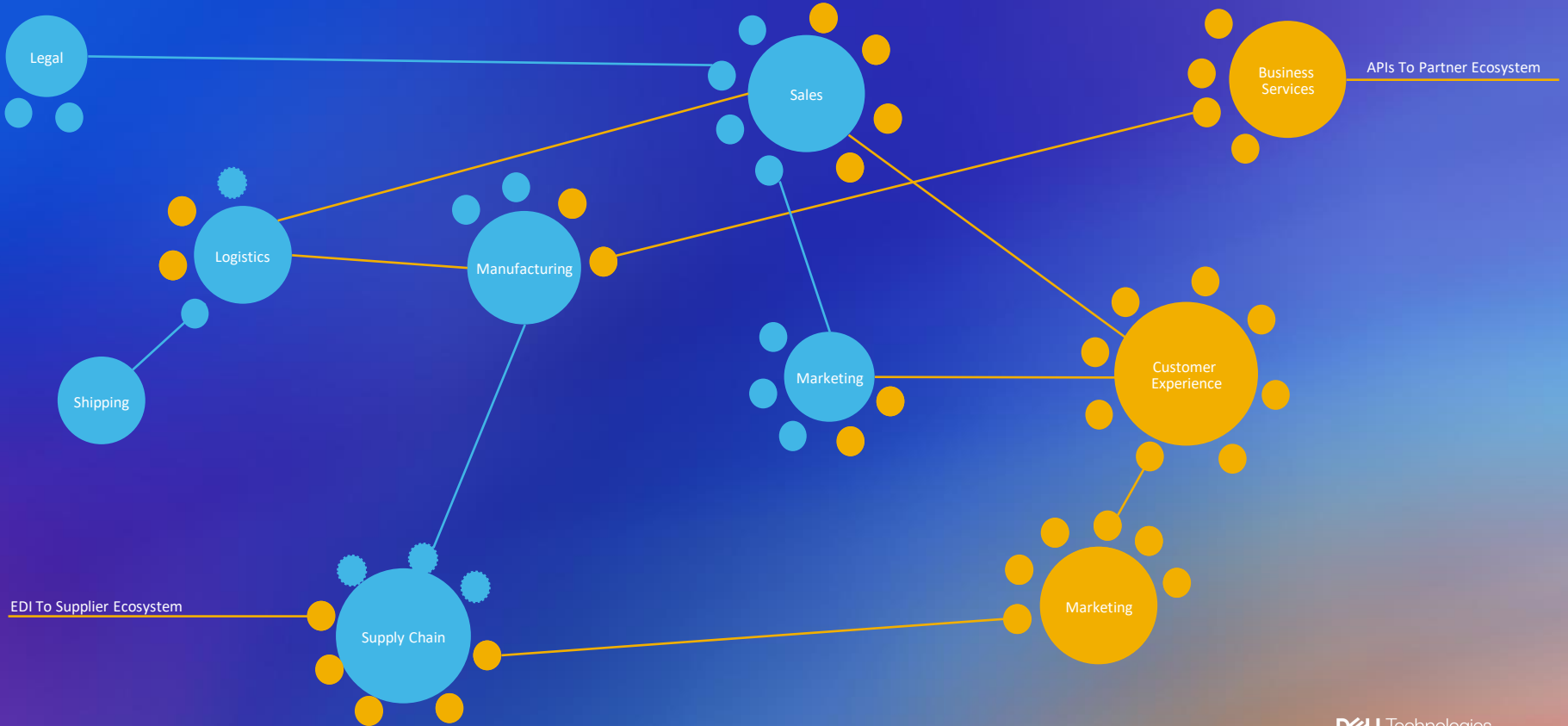
Legal

Sales

Business Services

APIs To Partner Ecosystem

Logistics

Manufacturing

Shipping

Marketing

Customer Experience

EDI To Supplier Ecosystem

Supply Chain

Marketing

Existing applications and data   New Cloud Native microservices

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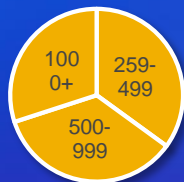
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Streamline application operations

Before and after

71% of IT budget
consumed by Business As Usual

100 0+
259-499
500-999

"How many unique departmental or enterprise applications does your organization manage?"

Technical debt

Legacy skill sets

Complexity

Operational burden

Sources: Gartner 2018 CEO Survey, Gartner 2019 CIO Agenda,
Forrester Total Economic Impact of Dell EMC Application Portfolio Optimization

A new operational paradigm

T-Mobile reduced operational costs by two thirds

A large US healthcare provider reduced application operational costs by 23%

GAP needed weeks to get new features into production; now it takes 5 minutes

Comcast supports over 1500 developers with an operator team of 4 people
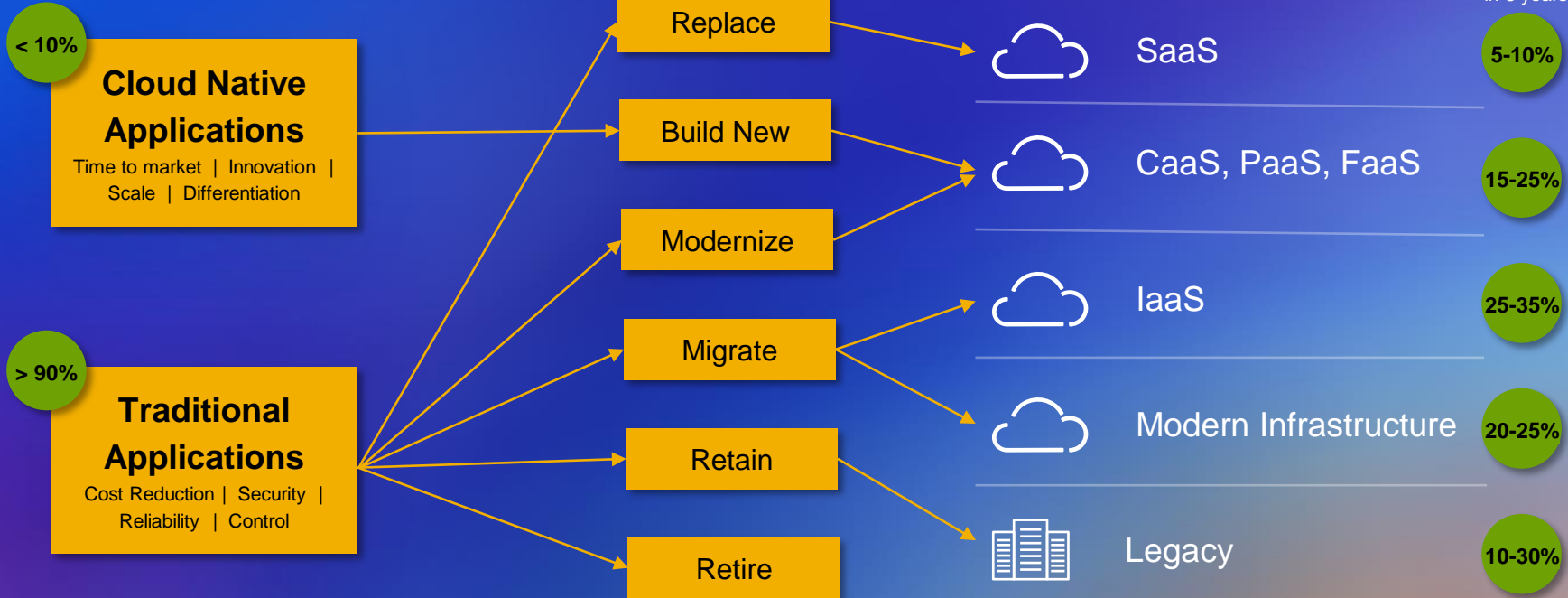
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Modernize Your Existing Application Portfolio

Dell Technologies Services helps you to assess, replatform, or refactor existing apps

% of
application portfolio
today

% of
application portfolio
in 3 years

< 10%

Cloud Native Applications

Time to market | Innovation | Scale | Differentiation

> 90%

Traditional Applications

Cost Reduction | Security | Reliability | Control

Replace

Build New

Modernize

Migrate

Retain

Retire

SaaS — 5-10%

CaaS, PaaS, FaaS — 15-25%

IaaS — 25-35%

Modern Infrastructure — 20-25%

Legacy — 10-30%

Source: Dell Technologies client analysis

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Minimize Application Risk
Before and After

Traditional approaches to application risk aren't working

88%   Growth in application vulnerabilities

197   Average number of days to identify a data breach

30+   Vulnerabilities in top Docker images

Speed or safety mindset inhibits innovation

Rethinking risk to achieve both speed and safety

Comic Relief raised £73m during 7 hour telethon handling 2-300 donations per sec

Comcast reduced downtime incidents by 44%, downtime by 81%, MTTR by 47%

Synchrony 80% faster patching

Express Scripts reduced their lead time to patch operating systems by 89%

Yahoo! Japan increased patching frequency by 5x

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Secure, Protect, Archive and Recover Your Apps – Wherever They Run

Secure APIs

Dell Boomi

Minimize Vulnerability Windows

Pivotal.

Secureworks®

RSΛ

Detect & Respond

DELLEMC

vmware®

Protect & Recover

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DELLTechnologies

Digital leaders can handle one thing other companies can't.
Anything.

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Let's get started on making your application transformation real

ASSESS

Assess & optimize your existing application portfolio, free up budget for innovation

MODERNIZE

Adopt modern practices for design, development & product management

GO CLOUD NATIVE

Adopt cloud native application architectures and platform

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