

Highlights

Dell Technologies provides the essential infrastructure for organizations to build their digital future, transform IT and protect their most important asset, information.

- Operating in 180 countries globally
- Serving 99% of Fortune 500 companies
- Leadership in 11 Gartner Magic Quadrant reports as of July 2019
- Revenue: **non-GAAP** full year FY20 revenue of \$92.2 billion; **non-GAAP** Q3 FY21 revenue of \$23.5B

The Company

Headquarters

- Round Rock, Texas

Total consolidated revenue

- Revenue: **non-GAAP** full year FY20 revenue of \$92.2 billion; Q3 FY21 revenue of \$23.5B
- #34 on Fortune 500 in 2019

Total number of team members

- Approximately 165,000

Website URLs

- DellTechnologies.com
- Dell.com
- DellTechnologiesCapital.com
- Secureworks.com
- Virtustream.com
- VMware.com

Global footprint

- 20+ manufacturing locations (10 Dell-owned), ~50 distribution and fulfillment centers, and 760+ parts distribution centers globally
- Combined sales force of approximately 43,000
- More than 35,000 full-time Services and Support employees
- 173M+ assets supported
- More than 2,200 service centers & 25 repair centers globally

Total patents and R&D investment

- 30,678 patents and patent applications
- IPO reported that Dell had 2,482 patents issued by the U.S. Patent and Trademark Office in 2019, ranking #16 in the world.
- Over the past five fiscal years, cumulative Dell Technologies investments in R&D have totaled more than \$20B¹

Dell Technologies Portfolio—Q3 FY21

	Dell	VMware	SWRX	Dell Technologies
US Pending	5,485	2,326	14	7,825
Foreign Pending	1,368	705	2	2,075
Total Pending	6,853	3,031	16	9,900
US Granted	13,914	3,971	47	17,932
Foreign Granted	2,129	1,002	3	3,134
Total Granted	16,043	4,973	50	21,066
PORTFOLIO TOTALS	22,896	8,004	66	30,966

¹ Dell Technologies' cumulative R&D investment includes EMC amounts prior to the merger transaction date on September 7, 2016

Industry Leadership

Technology awards

- 8/3/20: "Best service devices of 2020"
 - Displays: UltraSharp U3219Q
 - Source: Entertainment Online
- 8/10/20: "Singapore Good Design Award 2020"
 - Displays: Alienware AW2521H
 - Source: SGMark.org
- 8/3/20: Red Dot Design award
 - Commercial Client: OptiPlex 7070 Ultra
 - Source: Red Dot
- 8/10/20: "Singapore Good Design Award 2020"
 - Consumer Client: Alienware Aurora "Legend" redesign
 - Source: SGMark.org
- 8/10/20: "Singapore Good Design Award 2020"
 - Commercial Client: Latitude 9510
 - Source: SGMark.org
- 8/24/20: "Innovation in Leveraging Customer Outcomes", winner
 - Commercial Client: Dell Technologies
 - Source: TSIA
- 8/24/20: "Best Practices in Field Service", winner
 - Commercial Client: Dell Technologies
 - Source: TSIA
- 8/24/20: "Innovation in XaaS Product Management", winner
 - Enterprise SW: Dell Technologies
 - Source: TSIA
- 8/24/20: "Innovation in Leveraging Analytics for Service Excellence", winner
 - Enterprise SW: Dell Technologies
 - Source: TSIA

Giving back

- Since FY20 we have reached 46,588,226 people (cumulative) through our initiatives
- Dell team members have volunteered more than 6 million hours since 2013
- Dell has donated more than \$70 million to advance underrepresented groups in STEM

Sustainability leadership

- Dell has recovered more than 2 billion pounds of electronic waste since 2007, surpassing our 2020 goal.
- Dell diverted 98% of manufacturing waste from landfills in FY19.
- Dell launches nonprofit NextWave Plastics to encourage use of ocean-bound plastics in manufacturing
- Dell received the 2019 Gartner Power of the Professional Social Impact Award
- Ranked #1 for environmental management of our supply chain across all industries by IPE's Corporate Information Transparency Index
- Responsible Business Alliance's Compass Award for Leadership
- First to earn UL Environment certification for a closed-loop process, recycling the plastics from old computers into new parts
- Dell has used more than 100 million pounds (45M+ kg) of recycled-content and other sustainable materials used in our products since FY14, meeting our 2020 goal
- FastCompany's 2019 World's Most Innovative Companies for Consumer Electronics category (for sustainable innovation)
- Dell is ranked #2 overall in the Institute of Public and Environmental Affairs (IPE) Corporate Information Transparency Index for our supply chain work in China
- Winner: Responsible Business Awards (RBA)'s Inaugural Compass award for Innovation through Sustainable Materials

Top diversity and inclusion honors

- Dell was named as one of Forbes 2019 Best Employers for Diversity
- Dell was recognized as a Best Place to Work for Disability Inclusion after scoring a 100% on the Disability Equality Index (DEI) by Disability: IN and the American Association of People with Disabilities in 2019
- Our Autism Hiring Program was recognized in Fast Company's World Changing Ideas 2020
- Women's Business Enterprise National Council (WBENC) Top Corporations for Women-Owned Businesses, Platinum Level (10th consecutive year)
- Dell has scored 100 percent on the Human Rights Campaign Corporate Equality Index for the last 17 years
- Dell is also committed to a diverse supply chain, spending more than \$3B annually over the last seven years with certified women-owned, minority-owned suppliers and small businesses
- Dell listed as No. 2 on Fairygodboss' 25 Companies for Women list
- Forbes Top 100 companies for remote jobs
- Dell is one of only 28 Fortune 500 spending of at least \$1B with minority and woman-owned suppliers
- Dell was recognized as one of the most community-minded companies in America with its placement on the Points of Light Civic 50
- #17 on FlexJob's Top 100 Companies with Remote Jobs in 2019
- Dell ranked #16 on Forbes Top 100 companies for remote jobs
- Dell is #4 of 25, of Hispanicize Silicon Valley Top 5 Companies for Latino Inclusion
- Careers & the disABLED Magazine ranked Dell #9 out of 50 top employers

Company rankings

- Dell is ranked #4 in Fast Company's Best Workplaces for Innovators 2020
- Dell is #10 on Newsweek's 2020 list of America's Most Responsible Companies
- 2020 World's Most Ethical Company Award, Ethisphere Institute (eight years in a row)
- Dell is #2 in the computer industry on Fortune's Most Admired Companies 2020
- Dell is included in Fortune World's 25 Best Workplace 2020
- Dell is included on CDP's Climate Change A list for 2020

Achievements in customer service

- 30 STAR Awards from the TSIA for customer service and experience excellence, including the 2020 Star Awards for Best Practices in Field Service, Innovation in Leveraging Analytics for Service Excellence, Innovation in Leveraging Customer Outcomes, and Innovation in XaaS Product Management. We are one of only two companies in TSIA's Hall of Fame, which requires 30 awards to achieve
- Honored with a the 2020 Stevie® Awards for Sales & CustoSatie® Award in mer Service