



Dell develops strategic, sustainable relationships with a very diverse group of qualified suppliers. Our customers come from every nation, culture and walk of life, and it's important that all aspects of our business reflect that same diversity.

Michael Dell — CEO and Chairman

Diverse companies that meet Dell's procurement specifications and standards of excellence have an opportunity to partner with Dell in delivering quality products and services to Dell and its customers. Each year we spend billions of dollars with diverse suppliers and we are a member of the [Billion Dollar Roundtable](#).

Who Qualifies as a Diverse Supplier — Diverse Supplier Classification Definitions

Dell defines a diverse business as any business that is 51 percent owned by a woman (WBE), minority (MBE), a member of the LGBT community (LGBTBE), a veteran or a small business (including small disadvantaged businesses, women owned small businesses, veteran owned businesses, service disabled small businesses or HUBZone certified businesses) that is independently owned and operated, and able to qualify under criteria defined in the U.S. Small Business Administration's (SBA) Table of Small Business Size Standards concerning number of employees, average annual receipts or other criteria as outlined by the SBA. Please see below for detailed descriptions:

Small Business Concern – a small business concern is defined as pursuant to Section 3 of the Small Business Act and relevant regulations promulgated pursuant thereto. Generally, this means a small business concern organized for profit, which is independently owned and operated, is not dominant in the field of operations in which it is bidding and meets the size standards as prescribed in government regulations.

Small Disadvantaged Business – a small disadvantaged business is a small business concern (a) which is at least 51 percent owned by one or more socially and economically disadvantaged individuals, or in the case of a publicly owned business, at least 51 percent of that business' stock is owned by one or more socially and economically disadvantaged individuals; and (b) whose management and daily business operations are controlled by one or more of the socially and economically disadvantaged individuals who own it.

Woman-Owned Small Business – a woman-owned small business is a small business concern (a) which is at least 51 percent owned by one or more women, or in the case of a publicly owned business, at least 51 percent of that business' stock is owned by one or more women; and (b) whose management and daily business operations are controlled by one or more women.

Veteran-Owned Small Business – a veteran-owned small business (VOSB) is a business (a) which is not less than 51 percent owned by one or more veterans, or in the case of any publicly owned business, not less than 51 percent of the stock of which is owned by one or more veterans; and (b) the management and daily business operations of which are controlled by one or more veterans. The term "veteran" has the meaning defined in 38 U.S.C. 101.

Disabled Veteran-Owned Small Business – a disabled veteran-owned small business (DVOSB) is a business (a) which is not less than 51 percent owned by one or more disabled veterans, or in the case of any publicly owned business, not less than 51 percent of the stock of which is owned by one or more disabled veterans; and (b) the management and daily business operations of which are controlled by one or more disabled veterans. The term "veteran" has the meaning defined in 38 U.S.C. 101.

Historically Underutilized Business Zone Small Business Concern – this program is based on the geographical area where your business is located and where 35 percent of your employees reside. The company must be small, located in a Historically Underutilized Business Zone (HUBZone), owned and controlled by one or more U.S. citizen(s) and at least 35 percent of its employees must reside in a HUBZone.

Notice: In accordance with U.S.C. 645(d), any person who misrepresents a firm's proper size classification shall (1) be punishable by imposition of a fine, imprisonment, or both, (2) be subject to administrative remedies and (3) be ineligible for participation in programs conducted under the authority of the Small Business Act.

Minority Business Enterprise – a minority business enterprise (MBE) is a U.S.-based business concern (a) which is at least 51 percent owned by minorities, or in the case of any publicly owned business, at least 51 percent of that business' stock is owned by one or more minorities; and (b) whose management and daily business operations are controlled by one or more of the minority individuals who own it. Minority persons include African-Americans, Hispanics, Asian-Pacific Americans, Asian-Indian Americans and Native Americans. MBEs must be certified by the National Minority Supplier Development Council (NMSDC).

Woman Business Enterprise – a woman business enterprise (WBE) is a U.S.-based business concern (a) which is at least 51 percent owned by women, or in the case of any publicly owned business, at least 51 percent of that business' stock is owned by one or more women; and (b) whose management and daily business operations are controlled by one or more of the women who own it. WBEs must be certified by the Women's Business Enterprise National Council (WBENC).

LGBT Business Enterprise – a LGBT business enterprise (LGBTBE) is a U.S.-based business concern (a) which is at least 51 percent owned by an LGBT person or persons; and (b) exercises independence from any non-LGBT business enterprise. LGBTBEs must be certified by the National LGBT Chamber of Commerce (NGLCC).

Veteran Owned Business - a veteran business enterprise is a U.S.-based business concern (a) which is at least 51 percent owned by a veteran; and (b) exercises independence from any non-veteran owned business enterprise. Veteran owned businesses must be certified by the National Veteran Business Development Council (NVBDC).

Supplier Diversity Affiliations

Dell participates with the following diversity organizations in support of growth and development of small, minority and women-owned suppliers:

- National Minority Supplier Development Council (NMSDC)
- Southwest Minority Supplier Development Council (SMSDC)
- Women's Business Enterprise National Council (WBENC)
- Women's Business Council Southwest (WBCS)
- Small Business Administration (SBA)
- National LGBT Chamber of Commerce (NGLCC)
- National Veterans Business Development Council (NVBDC)
- WE Connect International
- Minority Supplier Development China (MSD China)

How to Engage Dell

After determining how your business can align with Dell's strategic objectives, we encourage you to submit a one-page capability statement to Global__Supplier_Diversity@dell.com (please note the double underlines between Global and Supplier.) You can also follow us on Twitter [@DellSuppliers](https://twitter.com/DellSuppliers) or register through our [portal](#).

Support our commitment to reduce environmental waste by providing your information electronically. Your information will be directed to the specific buyer(s) responsible for purchasing the materials/services you are marketing. Do not submit a request for an appointment as no further action is required. Should there be interest by Dell, you will be contacted directly by a Dell Global Commodity Manager.