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 11 Gartner Magic Quadrant reports
- $91.3B Full-year revenue FY19 (non-GAAP)

**The Company**

**Headquarters**

- Round Rock, Texas

**Total revenue across all companies**

- $91.3B Full-year revenue FY19 (non-GAAP)
- #35 on Fortune 500

**Total number of team members**

- Approximately 145,000

**Global footprint**

- 180 countries
- 25 manufacturing locations, ~50 distribution and configuration centers, and 900+ parts distribution centers globally
- Combined sales force of approximately 40,000
- More than 34,000 full-time Services and Support employees
- More than 2,200 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**

- 25,851 patents and patent applications
- Combined No. 2 position (Dell, Dell EMC, VMware) in IEEE’s Patent Power 2017 scorecard
- IPO reported that Dell had 1,681 patents issued by the U.S. Patent and Trademark Office in 2017, ranking #18 in the world.
- Over the past three years, cumulative Dell Technologies investments in R&D have totaled more than $12.8B\(^2\)

**Key areas of technology and industry expertise**

**Infrastructure Solutions Group**

- Storage, Servers & Networking
- Converged/Hyperconverged Infrastructure
- Cloud Solutions
- Data Protection

**Client Solutions Group**

- PCs
- Endpoint and Data Security Software
- IoT Gateways
- Software & Peripherals
- Virtual Desktop Infrastructure Devices
- Virtual Reality

**Dell Services (supporting ISG and CSG)**

- Consulting
- Deployment
- Support
- Education
- Managed Services
- IT Proven
- Virtustream: Cloud Services

**VMware**

- Cloud Infrastructure
- Digital Workspace

**Pivotal**

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

**RSA**

- Identity and Access Assurance
- Integrated Risk Management
- Evolved SIEM & Threat Defense
- Fraud Prevention
- Risk and Cybersecurity Professional Services

**Secureworks**

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

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1 Non-GAAP revenue (Trailing Twelve Month, as of Q3FY19)

2 Dell Technologies’ cumulative R&D investment includes EMC amounts prior to the merger transaction date on September 7, 2016
Key Facts

Industry Leadership (Continued)

Technology awards

- International Design Excellence Awards (IDEA) 2018 Bronze award
- Compass Intelligence “IoT Innovator: Machine Vision Technologies” award
- ‘2018 Campus Technology Reader’s Choice Platinum’ award
- The Most Powerful Brand of Thailand 2018
- 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

Giving back

- Dell has directly impacted over 2.3 million youth since 2013 with its Youth Learning programs
- Dell team members volunteered 5 million hours since 2013
- Dell has donated more than $65 million to advance underrepresented groups in STEM

Sustainability leadership

- VMware: Earned 2017 Silicon Valley Structures Green Award for environmental excellence at Palo Alto headquartered
- Dell has recovered a cumulative 2 billion pounds of electronics since 2007, meeting our 2020 goal.
- In FY17 99% of manufacturing waste was diverted from landfills
- Dell has recycled 73 million pounds of recycled content into its products since 2012
- Dell ships industry’s first ocean plastic packaging and commits to scale 10X by 2025
- 2017 Environmental Leader Project of the Year: “Ocean Plastics”
- In 2017, Dell becomes founding member of NextWave, the first private sector consortium to address ocean plastics at scale
- 2017 Fortune “Change the World” List
- 2018 CES Best of Innovation: Ocean Plastics
- 2018 World’s Most Ethical Company Award, Ethisphere Institute (six years in a row)
- Dell is a Gold Tier award winner of the EPA’s 2018 Sustainable Materials Management Electronics Challenge Awards
- Dell received the 2019 Gartner Power of the Professional Social Impact Award

Top diversity and inclusion honors

- VMware: Received perfect score (100%) on the 2018 Human Rights Foundation LGBTQ Corporate Equality Index
- Dell has scored 100 percent on the Human Rights Campaign Corporate Equality Index for the last 14 years
- Dell is also committed to a diverse supply chain, spending more than $3B annually over the last six years with certified women-owned, minority-owned suppliers and small businesses
- LinkedIn Top Employer of Choice 2018 (Dell #17)
- Dell listed as No. 2 on Fairygodboss’ 25 Companies for Women list
- Latino Leader’s magazine as one of the top employers for Latinos in 2018
- 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
- Dell ranked No. 4 on FlexJobs 250 Companies with the most Flexible Jobs list
- Dell ranked #16 on Forbes 100 Best Companies to work for
- 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
- Dell named one of Forbes 2019 Best Employers for Diversity

Company rankings

- Dell Technologies was ranked #2 by Fortune in World’s Most Admired Companies 2018 (Computer Industry)
- VMware: Ranked #6 among Fortune Future 50 companies judged best positioned for breakout growth.
- VMware: Ranked #42 among Fortune 100 Best Companies to work for
- EMC: Ranked #6 by Great Place To Work Institute among the World’s 25 Best Multinational Workplaces
- Dell is #2 in the Computer Industry for Fortune’s Most Admired Companies

Achievements in customer service

- 36 STAR Awards from the TSIA (EMC/Dell) for customer service and experience excellence
- 2017 Winner: Chief Learning Officer: Learning in Practice Gold Award for new & innovative education
- 3x 2017 Winner: Brandon Hall: HCM Excellence Awards, Human Capital Management Excellence in Learning
- 2018 Microsoft Partner of the Year: Enterprise Windows 10 Deployment; Windows & Devices; Worldwide Consulting/SI Windows Deployment
- 2017 Winner: Loyalty360TM Customer Insights Bronze Award