

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 99% of Fortune 500 companies
- Leadership in 13 Gartner Magic Quadrant reports
- Combined non-GAAP FY18 revenue of \$80.3B<sup>1</sup>

## The Company

### Headquarters

- Round Rock, Texas

### Total revenue across all companies

- \$80.3B combined non-GAAP FY18 revenue<sup>1</sup>
- #35 on Fortune 500

### Total number of team members

- Approximately 145,000

### Global footprint

- 180 countries
- 25+ manufacturing locations, 40+ distribution and configuration centers, and 1,000+ parts distribution centers globally
- Combined sales force of approximately 40,000
- More than 30,000 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

- 23,900 patents and patent applications
- Combined No. 2 position (Dell, Dell EMC, VMware) in IEEE's Patent Power 2017 scorecard
- Dell Technologies was ranked #17 on the Intellectual Property Owners Association Top 300 Patent Owners list for 2016. This is the first time the combined company has been ranked. IPO reported that Dell had 1,628 patents issued by the U.S. Patent and Trademark Office in 2016.
- Over the past three years, cumulative Dell Technologies investments in R&D have totaled more than \$12.8B<sup>2</sup>

### 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 EMC 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

<sup>1</sup> Non-GAAP net revenue for the fiscal year ended February 2, 2018

<sup>2</sup> Dell Technologies' cumulative R&D investment includes EMC amounts prior to the merger transaction date on September 7, 2016

## Industry Leadership (Continued)

### Technology awards

- DSA Best Enterprise Storage Vendor 2017 – Dell EMC
- IT Pro 2017 Product of the Year Award, Best 1U Server – Dell EMC PowerEdge R640
- IT Pro 2017 Product of the Year Award, Best 2U Server – Dell EMC PowerEdge R740xd
- Dell received 87 awards at CES 2018
- Compass Intelligence M2M Network Equipment Technology Company of the Year
- 2017 Info Security Products Guide Global Excellence Awards: Dell Endpoint Security Suite Enterprise—Gold Winner in the Advanced Persistent Threat (APT) Detection and Response, and Endpoint Security categories
- Data Protection Threat Defense V1, 'Security Products and Solutions for Small Businesses and SOHO: Silver' award – Info Security Products Guide (US)
- Data Protection Endpoint Security Suite Enterprise v1.0, 'Endpoint Security: Gold' award and 'Advanced Persistent Threat Detection & Response: Gold' award – Info Security Products Guide (US)
- 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

- Total 2016 charitable contributions: 52.2 million
- Dell has directly impacted over 2.3 million youth since 2013 with its Youth Learning programs
- Dell team members volunteered more than 3.3 million hours since 2013
- In 2016, Dell matched \$6,706,780 in team member donations

### Sustainability leadership

- VMware: Earned 2017 Silicon Valley Structures Green Award for environmental excellence at Palo Alto headquartered
- Dell has recovered a cumulative 1.8 billion pounds of electronics since 2007
- In FY17 99% of manufacturing waste was diverted from landfills
- Dell has recycled 50 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
- 2017 World's Most Ethical Company Award, Ethisphere Institute

### 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
- Dell named Anita Borg Institute 2017 Top Companies for Women Technologists: Change Alliance Company
- 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 companies to be part of the Billion Dollar Roundtable, which recognizes and celebrates corporations that achieved 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 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 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

### Achievements in customer service

- 34 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