

Key Facts

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 \$12.8B²

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

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
- 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

- 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 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
- 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