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

**The Company**

**Headquarters**
- Round Rock, Texas

**Total revenue across all companies**
- Revenue: non-GAAP full year FY19 revenue of $91.3 billion; non-GAAP Q2 FY20 revenue of $23.5B
- $91.6B GAAP Revenue for TTM as Q2FY20
- #34 on Fortune 500

**Total number of team members**
- Approximately 157,000

**Global footprint**
- 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**
- 27,234 patents and patent applications
- Combined No. 2 position (Dell, Dell EMC, VMware) in IEEE’s Patent Power 2017 scorecard
- IPO reported that Dell had 2,136 patents issued by the U.S. Patent and Trademark Office in 2018, ranking #12 in the world.
- Over the past five fiscal years, cumulative Dell Technologies investments in R&D have totaled more than $20B

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
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
- RSA SC Magazine Awards 2019: Trust Award Best Authentication Technology, RSA SecurID Access

Giving back
- Dell has directly impacted over 3.6 million youth since 2014 with its 54 Youth Learning programs in 17 countries.
- Dell team members volunteered 5 million hours since 2013.
- Dell has donated more than $65 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.
- 2019 World’s Most Ethical Company Award, Ethisphere Institute (six years in a row).
- Dell received the 2019 Gartner Power of the Professional Social Impact Award.
- Using recycled-content plastic in products since 2008.
- 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.
- Dell Technologies received the Gartner High-Tech Manufacturing Supply Chaininnovator Award.
- Winner: Responsible Business Awards (RBA)’s Inaugural Compass award for Innovation through Sustainable Materials.
- Winner: Circular Economy - State of The Art Partnership (NextWave) at the P4G Summit.
- Winner: ISRI (Institute of Scrap Recycling Industries) Design for Recycling Award (for closed-loop efforts).

Top diversity and inclusion honors
- #13 on Indeed’s Top-Rated Companies for Work/Life Balance in 2018.
- Women’s Business Enterprise National Council (WBENC) Top Corporations for Women-Owned Businesses, Platinum Level (10th consecutive year).
- 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 15 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 it’s placement on the Points of Light Civic 50.
- #17 on FlexJobs 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.
- 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.
- Dell is #2 in the Computer Industry for Fortune’s Most Admired Companies.

Achievements in customer service
- 36 STAR Awards from the TSIA for customer service and experience excellence, including the 2018 Star Award for Best Practices in Field Services.
- 2019 Microsoft Partner of the Year: Modern Desktop Deployment.