

## 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

### 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<sup>2</sup>

- Leadership in 11 Gartner Magic Quadrant reports
- 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

#### 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 Digital Way

- Dell IT sharing hands-on experience and best practices on Dell's digital transformation

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

- Consulting
- Deployment
- Support
- Education
- Managed Services
- 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 revenue (Trailing Twelve Month, as of Q3FY19)

<sup>2</sup> 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
- 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 Chain Innovator 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)
- Forbes Best Employers for New Grads 2018
- Readers Choice Awards: Top 50 Employers STEM Workforce Diversity Magazine – 2018
- Readers Choice Awards: Top 50 Employers Women Engineer Magazine - 2018
- 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 its 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