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 revenue of $74B[1]

The Company

Headquarters
- Round Rock, Texas

Total revenue across all companies
- $74B[1]

Total number of team members
- >140,000

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
- 23,400 patents and patent applications
- Combined No. 2 position (Dell, EMC, VMware) in IEEE's Patent Power 2016 scorecard, ahead of IBM, Microsoft, HP and Lenovo
- 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 $12.7B
- 17 global research and development centers

Key areas of technology and industry expertise

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

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

Dell EMC Services (supporting CSG and ISG)
- Consulting
- Deployment
- Support
- Education
- Managed Services
- IT Proven
- Virtustream: Cloud Services, Infrastructure Managed Services

VMware
- Cloud Infrastructure
- Digital Workspace

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

RSA
- Risk and Cybersecurity Consulting
- Incident Preparedness, Discovery, Response, & Recovery
- Identity, Risk, Cybersecurity & Fraud Solutions
- Business-Driven Security Platform

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

Industry Leadership

Gartner Magic Quadrant reports

- Total combined Leader positions in Gartner Magic Quadrant reports: 13

Market leadership positions in IDC market share reports
No. 1 unless otherwise noted

- NAS – 41.6% revenue share[1]
- Open SAN – 25.2% revenue share[1]
- x86 Server Units – 18.9%; revenue share 19.9% (Statistical tie with HPE)[5]
- Converged Systems – 33.6% revenue share[4]
- Hyper Converged Infrastructure – 30.6% revenue share[4]
- Certified Reference Systems and Integrated Infrastructure – 48.3% revenue share[4]
- Purpose-Built Backup Appliance – 55.8% revenue share[2]
- Public & Private Cloud IT Infrastructure – 13.8% revenue share[3]
- All-Flash Arrays – 31.3% revenue share[1]
- Hybrid Flash Arrays – 29.9% revenue share[1]
- Enterprise Storage for Private Cloud IT Infrastructure – 26.9% revenue share[3]
- External Enterprise Storage Systems (Entry, Midrange, High End) – 28.8% revenue share[1]
    - o Entry Storage – 22.9% revenue share[1]
    - o Midrange Storage – 25.0% revenue share[1]
    - o High-End Storage – 45.2% revenue share[1]
- PC Monitors Units Worldwide – 18.8% share (Dell)[10]
- PC Workstations Units Worldwide – 39.6% share (statistical tie with HP Inc) (Dell)[13]
- PC Units Worldwide (#3) – 16% share (Dell)[9]
- PC Units U.S. (#2) – 26.7% (Dell)[9]
- Thin Clients Units Worldwide (#2) – 25.2% (statistical tie with HP Inc) (Dell)[12]
- SW-Defined Compute Software worldwide – 78.1% revenue share (VMware)[11]
- Enterprise Mobility Management Software worldwide – 16.7% VMware)[8]
- Cloud Systems Management Software worldwide – 21.2% (VMware) [7]
- Datacenter Automation Software worldwide – 30.1% revenue share (VMware 28.6%, Dell 1.5%)[6]
- Storage Software – 14.8% share[14]
- Virtual Machine Software 2016 – 83.2% (VMware)[15]
- Cloud System Software 2016 – 71.7% (VMware)[16]

[1] IDC WW Quarterly Enterprise Storage Systems Tracker, Q3 2017, November 2017 –Vendor Revenue
[2] IDC WW Quarterly Purpose-Built Backup Appliance Tracker, Q3 2017, December 2017–Vendor Revenue
[3] IDC WW Quarterly Cloud IT Infrastructure Tracker, Q3 2017, January 2018, Vendor Revenue
[4] IDC WW Quarterly Converged Systems Tracker, Q3 2017, December 2017, Vendor Revenue
[5] IDC WW Quarterly x86 Server Tracker, Q3 2017, November 2017
[6] IDC WW Datacenter Automation Software Market Shares, 2016: Year of Market Disruption, June 2017
[7] IDC WW Cloud Systems Management Software Market Shares, 2016: Year of Monitoring and Analytics Growth, July 2017
[8] IDC WW Enterprise Mobility Management Software Market Shares, 2016: Security and Compliance Sustain Market Momentum, July 2017
[9] IDC WW Quarterly PC Tracker, Q3 2017, November 2017
[10] IDC WW Quarterly PC Monitor Tracker, Q3 2017, November 2017
[11] IDC WW Semiannual Software Tracker, 2H2016, April 2017. Note: "Software-Defined Compute Software" formerly called "Virtual Machine and Cloud System Software"
[12] IDC WW Quarterly Enterprise Client Device Tracker, Q3 2017, November 2017
[13] IDC WW Quarterly Workstation Tracker, Q3 2017, November 2017
[14] IDC WW Storage Software and Cloud Services QView, Q3 2017, December 2017
[15] IDC, Worldwide Virtual Machine Software Market Shares, 2016: Enterprise Virtualization Remains a Datacenter Mainstay, Dec 2017
[16] IDC Worldwide Cloud System Software Market Shares, 2016: Private Cloud Drives Growth, Dec 2017

Industry Leadership (Continued)

Technology awards

- 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
- Pivotal: Google Global Technology Partner of the Year, 2016
- 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)
- Dell EMC PowerEdge R740 Server, Red Dot Award for 2017 - for "high design quality"
- 62 awards at CES 2017 (Dell)
- 2016 Best of Interop, SDN (VMware NSX)
- 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
- Virtustream: TSIA Star Awards 2016 for Innovation in a Managed XaaS Solution
- SC9000, "Editor's Choice" award, StorageReview
- VMware VSAN 6.2, "CRN 2016 Product of the Year", CRN
- ScaleIO, "Editor's Choice" award, StorageReview
- SC9000, "Editor's Choice" award 5/5 rating, IT Pro

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 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 and EMC have each scored 100 on the Human Rights Campaign Index for more than six consecutive years
- Both Dell and EMC have been named in multiple categories of past DiversityInc Top 50 Companies for Diversity. In 2017, Dell was ranked #26 in the Top 50 Companies list and
  - No. 1 Supplier Diversity
  - No. 4 Employee Resource Groups
  - No. 11 Recruitment
  - Top Companies for LGBT Employees (unranked)
  - Top Companies for Global Diversity (unranked)
- Dell is also committed to a diverse supply chain, spending more than $3B annually over the last five years with certified women-owned, minority-owned suppliers and small businesses
- Dell is one of only 22 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 it's 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 scored 100% as part of the Human Rights Campaign 2018 Corporate Equality Index
- 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
- 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 #2 by Fortune in World's Most Admired Companies 2016 (Computer Industry)
- 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