

DELL Technologies
AUTHORIZED DISTRIBUTOR



TODAY, TOMORROW AND BEYOND....

Future-proofing your business with Dell.



August 2020

exertis

a **DCC** business

Welcome to the Dell B2B Handbook.

In this edition we focus on Dell's 'Progress made Real' 2030 program and their Unified workspace proposition.

The 'Progress Made Real' 2030 Program, offers you an insight into how Dell will create a positive and lasting social impact on humankind and plant through 2030 - using their reach, technology and people. Within this we take a look at Dell's unique use of ocean plastics in their product packaging and the dangers that they are rectifying in doing this.

Dell's Unified Workspace is a portfolio of solutions focused on simplifying the PC life-cycle environment with modern solutions for deployment, security, management and support. Give your employees seamless, hassle-free experiences with industry leading expertise from VMware, SecureWorks and Dell, no matter where they work.

To learn more about any of the topics in this handbook contact your Exertis Account manager today.

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At Dell Technologies, we are committed to driving human progress. Through our reach, technology and people we strive to create a positive and lasting impact on humankind and the planet. Progress Made Real articulates how we will create a positive social impact by focusing on the following key areas:

Progress Made Real — Our Social Impact Plan for 2030



Advanced Sustainability



Cultivating Inclusion



Transforming Lives



Upholding Ethics & Privacy

In June 2019, we put forth our vision for how we will drive this commitment through 2030, using our reach, technology and people to create a positive, lasting impact on humankind and the planet. We shared an examination of our world, our business impacts and some of the opportunities in front of us for the next decade. And, we established our focus on advancing sustainability, cultivating inclusion and transforming lives, all underpinned by a commitment to upholding ethics and privacy.





TRANSFORMING LIVES

Technology dramatically improves lives

As a global tech leader, we embrace the responsibility of the digital era before us: ensuring everyone is included, and applying technology in meaningful ways that reflect our humanity and shared values.

There are limitless possibilities when we apply our scale, portfolio and partners to solve complex societal challenges we aim to harness the power of technology in creating a future that is capable of fully realizing human potential.



We create technology to tackle global challenges that impact millions of people



We partner to address society's most pressing challenges



We bring more people into the digital economy



Transforming Lives Moonshot

1B With our technology and scale, we will advance health, education and economic opportunity initiatives to deliver enduring results for 1 billion people by 2030

Additional Goals

- Each year through 2030, 50% of people empowered by our social and education initiatives will be girls, women or underrepresented groups
- By 2030, we will use our expertise and technology to help 1,000 nonprofit partners digitally transform to better serve their communities
- Each year through 2030, 75% of our employees will participate in giving or volunteerism in their communities



Enabling STEM learning with greater digital access



Connecting with partners to combine our strengths



Advancing health care through the power of data



Expanding horizons with equality of opportunities

50% Each year through 2030, 50% of the people empowered by our social and education initiatives will be girls, women or underrepresented groups

Our social and education programs offer access to information and technology that can — and should — benefit people of all backgrounds. We want at least half of them to be women or underrepresented minorities, including socioeconomically disadvantaged people. One example of how we'll meet this goal: our new STEM programs are aimed at attracting and deepening a technology talent pool of women and minorities.



75% Each year through 2030, 75% of our employees will participate in giving or volunteerism in their communities

We're passionate about contributing to our communities, so we're making it easier for employees to give their funds, talents and time to their choice of causes — rewarding volunteer service and matching financial donations.

In FY19, employees volunteered 890,000 hours, our highest annual total ever, rewarding employees for their service while matching financial donations. Over \$2.5 million in volunteer rewards and \$20.2 million in employee and matched giving was distributed to nonprofits.



1K% By 2030, we will use our expertise and technology to help 1,000 nonprofit partners digitally transform to better serve their communities

Non-profit groups are powerful forces for good, but they're at risk of being left behind in today's tech-driven world. We will apply our technology and expertise to ensure IT helps non-profits do what they do best.

Our Tech Pro Bono initiatives mobilize Dell Technologies employees to help nonprofits identify issues and determine the right technologies for them. Allowing organizations to use technology to drive their missions even further, amplifying their positive impact on society.





CULTIVATING INCLUSION

We Build and attract the future workforce

Dell Technologies is dedicated to attracting and developing people who identify as women across our global operations – and especially in technical positions and leadership roles, where they remain underrepresented throughout our industry. Gender parity is not only the right thing to do, but also a smart business move: opening opportunity for all while cultivating a culture of inclusion is a business imperative.



Cultural inclusion moonshot goal

50% By 2030, 50% of our global workforce and 40% of our global people leaders will be women

Additional Goals

- Throughout 2030, 75% of our employees will believe their leader is inspiring
- By 2030 25% of our U.S. workforce and 15% of our US people leaders will be black/African American and Hispanic/Latino minorities
- Each year through 2030, 90% of our employees will rate their job meaningful
- By 2030 95% if our employees will participate in annual foundational learning on key topics such as unconscious bias harassment, microaggression and privilege

HOW WE GET THERE



50% | Each year through 2030, 75% of our employees will believe their leader is inspiring

We're expanding access to technology, training and education to widen our talent pipeline for minorities, so that they better reflect the cultural diversity in our communities.

Our global talent pipeline for underrepresented minorities and women, beginning with a robust talent - acquisition team that understands Gen Z is the most culturally diverse generation yet.



25% | By 2030 25% of our US workforce and 15% of our US people leaders will be black/African American and Hispanic/Latino minorities

We want our workforce to reflect the cultural diversity in our communities. Through training, education and access to technology, we are increasing diversity in our talent pipeline.



90% | Each year through 2030, 90% of our employees will rate their job as meaningful

Employees who find meaning in their work are more fulfilled, engaged and productive. Our Tell Dell employee survey offers a voluntary, confidential forum to help us gauge how they (and we) are doing.



95% | By 2030, 95% of our employees will participate in annual foundational learning on key topics such as unconscious bias, harassment, microaggression and privilege

As employee and customer populations continue to diversify, our foundational learning programs — designed to advance awareness and promote positive change — are vital to our continued growth and success.





UPHOLDING ETHICS & PRIVACY

We continue our enduring commitment to transparency

Dell Technologies believes privacy is a fundamental human right, so we aim to be fully transparent in how we collect, use, share and transfer our customers' personal data. We're helping shape new consumer privacy laws worldwide while taking action to put our customers in charge of their personal information.

We build confidence through appropriate privacy governance and risk management in a robust global privacy program. We continue to receive rewards and recognition – Dell is a 2019 word's first ethical companies honouree and received this esteemed recognition for 6 years running.



Upholding ethics & privacy moonshot goal



By 2030, we will fully automate our data control processes, making it easy for our customers to control their personal data

Additional Goals

- By 2030, 100% of our employees will demonstrate their commitment to our values criteria
- By 2030, 100% of the direct partners we do business with will demonstrate their commitment to our values
- We drive a high standard of responsibility in our partner ecosystem
- Dell Ignite and inspire passion for integrity in all their employees

HOW WE GET THERE



100% | By 2030, 100% of our employees will demonstrate their commitment to our values criteria

As Technology plays a crucial role in people's lives, business Integrity and compliance with applicable laws must be translated into everyday business practices - beginning with its employees. Therefore, we create a culture of integrity throughout everyday business practices.



100% | By 2030, 100% of the direct partners we do business with will demonstrate their commitment to our values

The companies we partner must operate lawfully, ethically, and in line with our expectations. We provide them with access to their adherence and practices to meet Dell's expectations through a technology enabled platform. Helping our partners build improvement plans, data analytics and monitoring programs with the goal of proactively identifying potential issues prior to red flags or audits.



We ignite and inspire passion for integrity in all our employees

We believe in fostering a culture of integrity throughout the organisation. The key to our success is that our value of integrity lives in the hearts and minds of our team members. Our employees represent Dell Technologies' integrity in action.

We cultivate our employees' desire to do the right thing and our business leaders' dedication to a culture of integrity by providing the support, tools and training that transform values into everyday actions



We drive a high standard of responsibility in our partner ecosystem

We hold our partners and other third parties to the same high standards we set ourselves:

- Giving our partners a boost
- Continuously watching to catch concerns early





ADVANCING SUSTAINABILITY

We champion the many people who build our products

At Dell Technologies, we believe our boldest next sustainability step is ensuring we take back as much as we produce, while dramatically ramping up our use of recycled and renewable materials.

Building on our 20+ years of offering recycling and using sustainable materials, we will rethink, redesign, reuse and recycle our way to a better future such as turning ocean-bound plastics into recyclable packaging.



Advancing Sustainability Moonshot goal



By 2030, for every product a customer buys, we will reuse or recycle an equivalent product. 100% of our packaging will be made from recycled or renewable material. More than half of our product content will be made from recycled or renewable material.

Additional Goals

- Reduce scopes 1 & 2 greenhouse gas emissions by 50% by 2030
- Source 75% of electricity from renewable sources across Dell by 2030 - 100% by 2040
- Reduce energy intensity of our entire product portfolio by 80%
- Meet a science-based greenhouse gas emissions reductions target of 60% per unit revenue by 2030 with our direct suppliers
- Throughout 2030 we will: Provide healthy working environments where people can thrive, deliver future-ready skills development for workers in supply chain and continue manufacturing engagement

Product Design

Since 2012, more than 100 million lbs. (45 million kg) of sustainable materials have been used in our products.



Reuse & Recycling

Since 2007, we have recovered more than 2 billion lbs. (907 million kg) of used electronics.

Packaging

Today, roughly 85% of our packaging materials are made from recycled or renewable content.

50% | We will reduce Scopes 1 and 2 greenhouse gas emissions by 50% by 2030

As part of our efforts to help reduce the effects of climate change, we will halve our operational greenhouse gas emissions – We expect our 2030 operational emissions to be less than on third of what they were in 2010 (80%)



We will source 75% of electricity from renewable sources across all Dell facilities by 2030 — and 100% by 2040

Using renewables is essential in the fight against climate change. We're 100% in support of 100% renewable power generation.



80% | We will reduce the energy intensity of our entire product portfolio by 80% (2011–2020)

Energy-efficient products are important to the environment and to you. We'll continue with this goal through 2020 and update it for the next decade soon.

60% | We will partner with our direct material suppliers to meet a science-based greenhouse gas emissions reduction target of 60% per unit revenue by 2030

Our carbon footprint includes emissions our suppliers create as they provide products or services to us. So we support them as they work toward more renewables, greater energy efficiency, and better measurement and reporting.



Each year through 2030, we will show continued commitments to provide healthy work environments where people can thrive



Each year through 2030, we will deliver future-ready skills development for workers in our supply chain



Each year through 2030, we will continue engagement with the people who make our products



OCEANS PLASTICS PACKAGING



DELL'S STORY

According to some estimates there are more than 5 trillion pieces of plastics in the oceans right now – equivalent to 5 grocery bags full of plastic stacked upon every foot of every nation's coastline around the world. Much of the debris is less than 5 mm in size - That is as the plastics break down into ever smaller pieces

In 2017 Dell wanted to break this cycle by keeping plastics in the economy and out of the ocean. Dell created the first commercial scale global ocean-bound plastics supply chain. Collecting and processing plastics from beaches, waterways and coastal areas using them in their production – with the first product project focusing on the XPS 13 2-In-1 laptop.

What are the dangers of Ocean plastics?

Meet the estimated 5+ trillion particle problem few are talking about.

Each year, **8 MILLION TONS** of plastic enter the ocean — enough to put five grocery bags of plastic trash on **every foot** of coastline around the world.



90% of all the trash now floating on the ocean surface is **PLASTIC**.

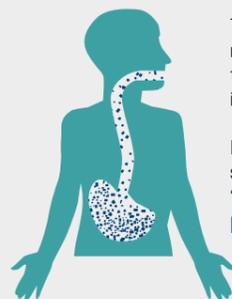
Most ocean plastic is under **5 mm** — roughly the size of a **pencil eraser**.

Why microplastics are a big problem.

To sea life, microplastics resemble **phytoplankton** — in some places outnumbering plankton **26 to 1**.

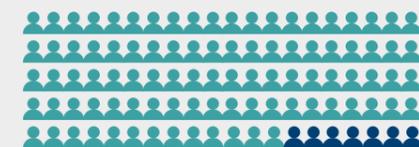
Plastics break down in the ocean as a result of:

- UV radiation** from sunlight
- Friction** within the ocean
- Ingestion** by sea life



These microplastics make their way up the food chain and into **your stomach**.

In fact, the average seafood eater ingests **11,000 plastic particles** per year.



93% of Americans today age six and over **test positive** for BPA.

Scientists have linked BPA to:

- Certain types of cancers
- Impaired immune function
- Obesity
- And many other health issues

What can we do about it?

The most preventable source of ocean plastics is **PACKAGING**.



TOP 5 THINGS YOU CAN DO

- 1 Recycle or donate unwanted plastic**
This includes items like children's toys or cups.
- 2 Avoid microbeads**
Microbeads can be found in face and body washes.
- 3 Reduce use of disposable plastics**
Including straws, water bottles and grocery bags.
- 4 Participate in cleanup projects**
Chances are, there's one at a beach or river near you.
- 5 Spread the word**
Let friends and family know how they can help.

This year, Dell is helping by making **300,000+** XPS notebook trays from **25% ocean plastic** and **75% recycled-content plastic**.

Follow our effort:

Dell wants to keep plastics in the economy and out of the world's oceans. See more ways we're helping at Dell.com/oceanplastics



How does it work?

Dell works with its suppliers to collect, process and mix plastics with other recycled material to create molded trays used for packaging select products. They then mix the ocean plastics (25%) with other recycled HDPE plastics (75%) from sources like bottles and food storage containers. Finally, it molds the resulting recycled plastic flake into new packaging trays and ships the trays for final packaging and customer delivery.



- 1. Collect**
Plastics are collected from waterways, beaches, shorelines and areas near the coasts.
- 2. Sort**
Then, it's aggregated and sorted by various waste processors.
- 3. Process & Clean**
Plastics are refined and mixed with recycled HDPE plastics — such as bottles and food storage containers.
- 4. Use**
The resulting mixture is then molded into packaging trays for Dell XPS notebooks.
- 5. Reuse**
The trays are curbside recyclable — making them a viable resource in the circular economy.

And we're just getting started.



Dell is on pace to use **16,000 POUNDS** of ocean plastics this year.

Follow our effort:

Dell wants to keep plastics in the economy and out of the world's oceans. See more ways we're helping at Dell.com/oceanplastics

Dell XPS 13- 2-in-1

PLASTICOCEANS

What was Dell's first Ocean Plastics Project example?

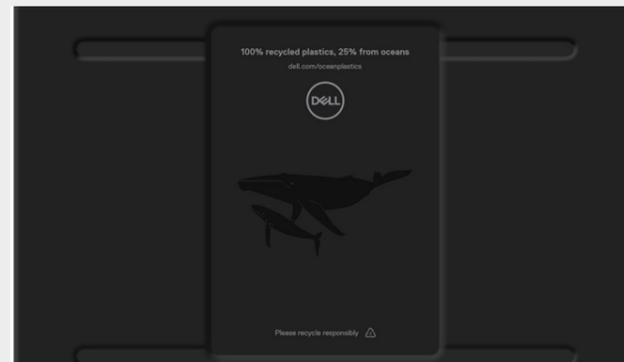
In February 2017, Dell announced it would be using recycled plastics collected from waterways and beaches in the new packaging tray for its Dell XPS 13-inch 2-in-1 laptop beginning April 30, 2017. The company is also including educational information in its packaging to raise global awareness and action on ocean ecosystem health solutions with these trays being shipped globally

This effort will keep 16,000 pounds of plastics out of oceans, with production scaling for 2018 to 200,000, Ocean plastics packaging supports Dell's overall 2020 Legacy of Good Plan goals to ensure that 100% of product packaging is sourced from sustainable materials and is either recyclable or compo-stable. It also supports Dell's broader circular economy strategy.



Saving Our Seas!

Recognised as a CES® 2018 Best of Innovation Awards Honouree, our black packaging trays are a step beyond recycled. 25% percent of the material consists of ocean plastics collected from coastal areas, while the remaining 75% is made up of other recycled plastics.



Each tray will be stamped with the No. 2 recycling symbol – With educational information on its packaging



Transform workforce experiences with an intelligent, unified approach to IT.

Dell Technologies Unified Workspace is a portfolio of solutions focused on simplifying the PC lifestyle environment with modern solutions for deployment, security, management and support. Give your employees seamless, hassle-free experiences with industry leading expertise from VMware, SecureWorks and Dell, no matter where they work.



Industry's most comprehensive solution to **deploy, secure, manage, support,** virtually all devices from the cloud

Users are on the go, working from almost anywhere and on multiple devices, reshaping the traditional work-place. We know for you as an IT leader this means more:

- Devices to provision and deploy
- End points to secure
- Applications to support
- Systems to manage

Which results in more headaches for you and less time to focus on more important, strategic initiatives.

With our Unified Workspace, we solve your biggest pain points. Get an Intelligent, unified approach that gives you improved visibility, insights and automation to streamline processes and deliver exceptional.



Deploy faster with less effort and more control. Gain Immediate value with Dell Deployment Services



Dell Endpoint security suite Enterprise Is a cybersecurity suite with automated threat prevention, detection and response capabilities

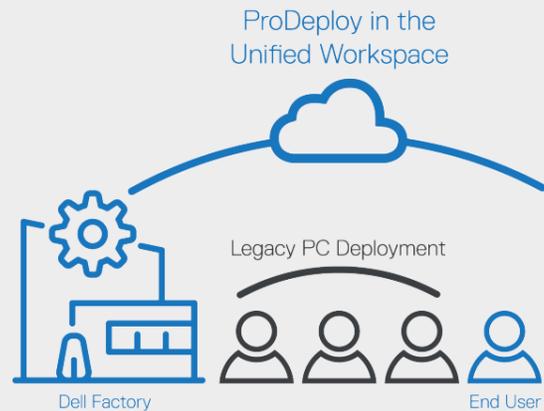


Modernise deployment with ProDeploy in the Unified Workspace

People are changing the way they work through multiple devices, locations, and accessing files and applications on and off network. This means that previously time-consuming tasks like setting up PCs for new hires are now even more of a challenge.

Sound familiar? With Dell Technologies ProDeploy in the Unified Workspace, you get time back and end users get ready to work experiences. Here's how:

- You just upload apps and device configurations to Dell
- We configure the machine, install apps and deliver directly to your user. Ensuring they are up and running in less time
- And that's it. Seamless, day-one productivity for end users, wherever and however they work.



In the past, provisioning looks something like the above: You spend weeks ordering and configuring machines. Then you manage the delivery process from the factory to onsite staging to the office and then to the end user wherever they are. Then your end user spends even more time downloading apps and getting their PC up and running. And you manage all of this for the entire business.



Save up to nearly a week of admin time per 1,000 systems deployed with just an hour needed for new provisioning!

Protect your data with Endpoint Security in the Unified Workspace

We believe security shouldn't slow your users down, but instead enable collaboration and innovation. Protect your business with industry - leading security solutions that give you the confidence to provide users with the ability to work when, where and how they want. Endpoint Security in the Unified Workspace delivers security solutions that help protect the entire ecosystem, freeing you from having to focus on threats and remediation and allowing time for you to focus on other strategic workforce transformation initiatives — like moving to the cloud or enabling remote work.



Trusted Devices

Security begins with the endpoint and creates a foundation for protecting your environment. With Dell's most secure commercial devices you get built-in security you can trust.

Trusted Access

Dell and VMware Workspace ONE provide our customers with an added layer of protection through Trusted Access. VMware Workspace ONE constantly monitors and validates the state of device, user, network and applications. At the first sign of a threat, it will ask for multi-factor authentication, and depending on the threat level it can even block user access and wipe data from a machine.

 Our comprehensive threat management portfolio, along with Secureworks, combines prevention with detection and response – Protecting your business

 Within Trusted Data, our SafeData and SafeGuard solutions provide you with the confidence that your workforce can work anywhere without the need to lock down data. SafeData gives end users the freedom to smartly collaborate while protecting data. With embedded and efficient compliance reporting, you can verify and prove data is always protected.

 Through constantly monitoring and increased visibility, SafeGuard creates a secure foundation around the endpoint to protect your business ecosystem while enabling the end user to stay productive. Utilizing highly trained incident response specialists from Securework for expert support before, during and after a security incident.

Bring new systems and technologies online as quickly as possible – With confidence...



Insights

Rely on our highly skilled engineers and approved partners to deploy the latest technology.



Experts

Take advantage of reference architectures and best practices that are integrated into our planning and processes.



Ease

Accelerate your transformation from edge to core, with smart planning, bulletproof data migration and high-performance reliability.



Accelerate your workforce transformation with Dell client management solutions



Simplify your endpoint management

- Here's How:

Dell Client Command Suite

The Dell Client Command Suite is a collection of IT management tools that automates and streamlines client deployments, configurations, monitoring and updates - reducing IT's workload. IT admins can also manage their Dell PCs at a firmware or BIOS level, and address the essentials of IT manageability:

Benefits of Dell Client Command Suite



Increase Efficiency

Saves time when deploying drivers



Increase Productivity

Keeps your PCs and end users running smoothly



Reduce your Workload

Free up resources to be used on more strategic priorities



Waste Less Time

Spent on manual and error-prone tasks

VMware Workspace

With VMware as part of the Dell Technologies family, you can now manage your Windows 10 devices and mobile devices from the same console, via the cloud. This is an intelligence-driven digital workspace that provides you a simple and secure way to manage any app on any smartphone, tablet or laptop.

Benefits of Dell VM workspace one:



Get reports and monitor battery health before failure to proactively replace it and avoid user downtime.



Quickly identify systems that need BIOS updates critical to system security and usability.



Remotely manage and change BIOS passwords for security.



Enable or disable TPM – hardware level tamper proofing (security).

Dell technologies IT support services powered by Artificial Intelligence (AI)



Enjoy predictive and proactive support

Dell Technologies ProSupport Client Suite detects and fixes issues before they become a problem.

Using proprietary Support Assist technology, the ProSupport Suite provides predictive alerts to help you stay ahead of issues, proactive support to help you quickly repair both hardware and software problems and priority access to ProSupport engineers — giving you 24x7 back-up. Our automatic alerts and case creation allow Dell experts to start working on solutions before you ever make a call — saving you, and the user, time, money and frustration.

- Avoids or minimizes end-user downtime
- Onsite service 24x7, around the world
- Repairs for accidental damage
- Warning alerts for issues
- Can pay for itself with a single incident
- Reduces the need to have additional labor therefore minimizing costs



Accelerate your IT and workforce transformations with expert support and predictive, data-driven technologies

Our ProSupport Suites and support technologies such as SupportAssist, TechDirect and MyService360, shift age-old monitoring and maintenance routines from reactive to proactive, passive to predictive manual to automated. And with actionable insights, Dell EMC Support Services don't just extend your IT team, we enable you to resolve IT questions and problems in less time.



Insights

Rely on our highly trained experts 24x7 for comprehensive, single-source support.



Experts

Proactively improve IT performance and stability with deep insight and intelligent data.



Ease

Shift focus from maintenance to innovation with automated proactive and predictive support that makes resolution easy.

Dell Technology has a range of devices that supports your Home Office



Work faster and smarter from home



Smarter, faster experiences

Workforce transformation begins with innovative products and devices that are easy to use and flexible to meet the needs of today's user. Implementing a best-device policy can improve productivity by up to 27 days per user per year. Dell technologies has designed a portfolio of products to provide smart, faster experiences so users can be more productive wherever they are, or however they work. From signing in and connecting faster, to longer battery life, our products adapt to the way users are working now and in the future.



Latitude 9000 series

Dell's smallest and lightest PCs are precision-crafted with the finest attention to detail and adapt to the way you work, so you can do more, faster.

- Innovative Design
- Dell Optimiser with Express features to increase productivity
- Up to latest 10th Gen Intel VPro processors
- Dell Technologies unified workspace
- Sustainable packaging
- Express Charge
- Express Sign In
- Small & lightweight
- Fast connectivity



Maximise and manage performance with easy-to-use software

Dell Precision Optimizer Performance Software

Dell Precision Optimizer Premium with AI-based optimisation can improve performance of engineering applications by up to 552%. Also, address resource bottlenecks with the Dell Precision Optimizer's analytics. Fully automated monitoring helps identify CPU, Storage, graphic and memory needs



Dell Precision Optimizer

Dell Precision Optimizer takes the guesswork out of customising settings for the best application performance. By automatically adjusting your workstation to run applications at the fastest speeds possible, you get the fastest results with the least amount of effort.

- Work Smarter
- On click. Unlimited Benefits
- Dynamic AI
- Automatic performance tuning
- SCCM Central Management
- Simplified Systems Management
- Utilisation analytics and reporting
- Application performance guidance

Wherever work takes you, we'll be there!

We know the importance of having the right equipment for working remotely. At Dell, more than 65% of our global team members work in a flexible capacity, so you know you can rely on our expertise in empowering your productivity wherever you are.

Remote Working Solutions

We have a broad portfolio of solutions designed to help remote workers stay connected and be more productive no matter where they are.



Working from home essentials:



DELL THUNDERBOLT DOCK | WD19TB

Work at full speed with Dell's powerful Thunderbolt Dock. Charge your system faster, support up to two 4K displays and connect to your peripherals via a single cable.



DELL ULTRASHARP 27 4K USB-C MONITOR | U2720Q

Experience captivating details and true-to-life color reproduction on this brilliant 27" 4K monitor with a wide color coverage.



DELL MULTI-DEVICE WIRELESS KEYBOARD AND MOUSE COMBO | KM7120W

Designed to work seamlessly across 3 devices, this compact keyboard mouse combo keeps your desk clutter-free and lets you stay productive with up to 36 months²³ of battery life.



DELL PRO STEREO HEADSET | UC350

Hear every word clearly on your next call with the Dell Pro Stereo Headset, optimized to provide in-person call quality.



DELL DUAL MONITOR STAND | MDS19

This space saving stand mounts up to two 27-inch monitors, providing the screen real estate you need to be most productive.

See important information on page 7

Take control of your cloud

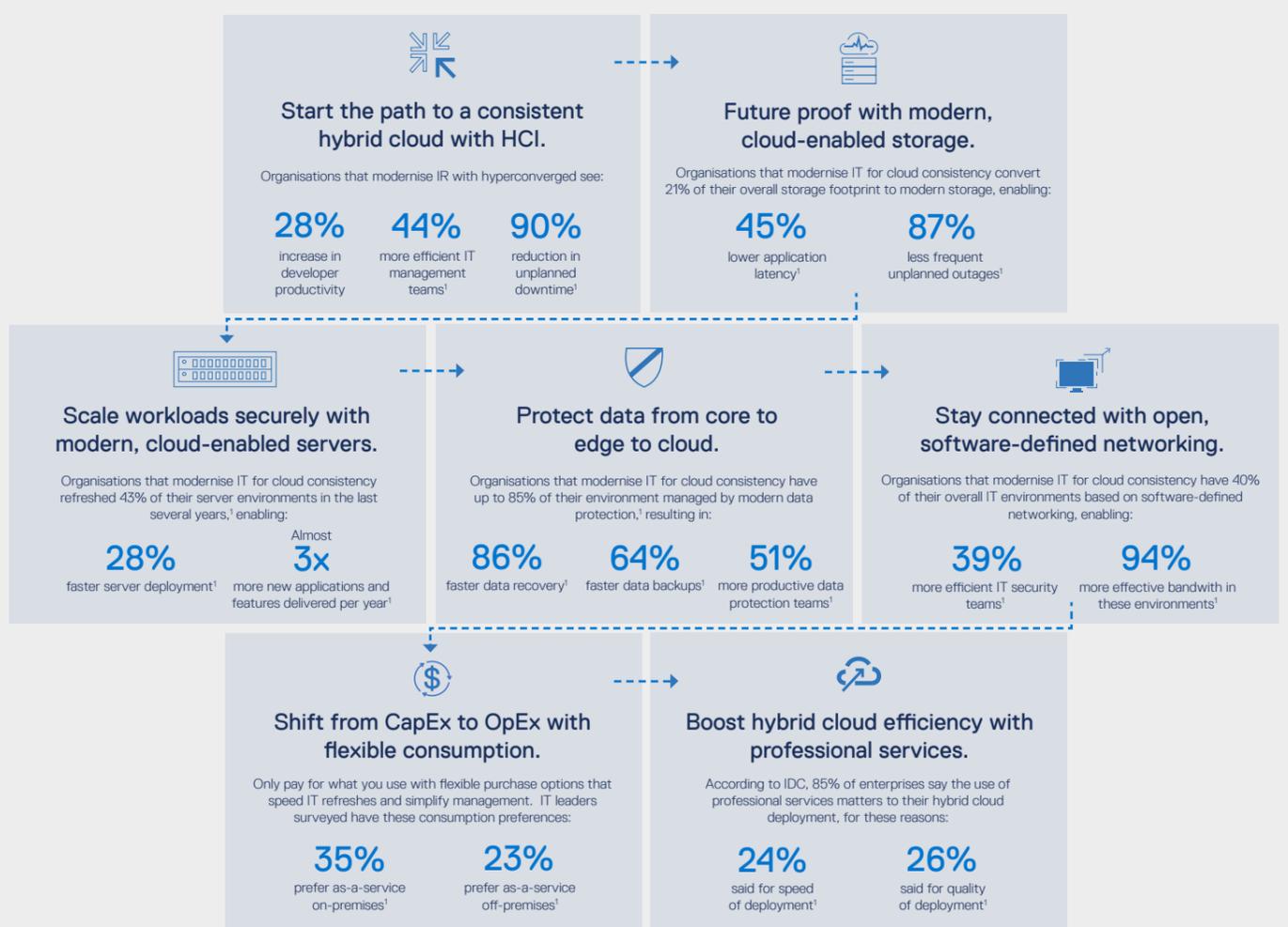


Dell Technologies Cloud: Cloud without chaos

Multi-cloud deployments are the new reality, but create added complexity



Modernising IT for hybrid cloud consistency reduces operational complexity and accelerates innovation. IDC created a roadmap for achieving cloud simplicity. In fact, IDC found that a cloud-enabled infrastructure delivers 3.5x more cloud applications while growing or protecting 25% of revenue each year.¹



What is Dell Technologies Cloud?

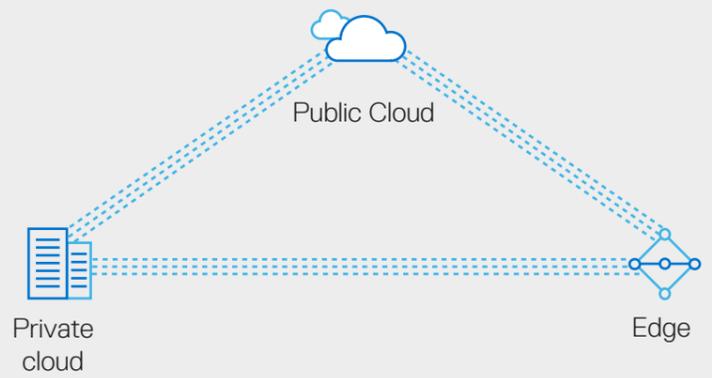
Eliminate silos through a single operational hub for your hybrid Cloud

Simplify operations and improve Cloud economics through a consistent management experience across all your Clouds. Enjoy the benefits of single-vendor support and the versatility and control of a fully integrated Cloud platform.



Improve your cloud experience with Dell Technologies Cloud

Dell Technologies Cloud combines the power of VMware software and Dell EMC infrastructure to make hybrid cloud environments easier to operate. Consumable in two ways: Dell Technologies Cloud platforms and as a fully managed Datacenter-as-a-Service.



A consistent operating model and simplified management from edge to cloud

Benefits of Dell Technologies Cloud



1 IDC InfoBrief, sponsored by Dell EMC and Intel: IDC: The IT Roadmap from Modernization to Innovation with Consistent Hybrid Cloud, September 2019. https://www.dell.com/en-us/collaterals/analyst-reports/solutions/idc_it_roadmap_from_modernization_to_innovation_with_consistent_hybrid_cloud.pdf
2 IDC InfoBrief, sponsored by Dell EMC, Benefits of the Consistent Hybrid Cloud: A Total Cost of Ownership Analysis of the Dell Technologies Cloud, April 2019. Results based on U.S. costs of the Dell Technologies Cloud deploying common cloud environment workloads over a 5-year period v. a leading native public cloud service provider. Actual results will vary. InfoBrief: <https://www.dell.com/en-us/solutions/cloud/dell-technologies-cloud.html#collaterals/analyst-reports/products/dell-technologies-cloud/idc-cost-benefits-analysis-of-dell-technologies-cloud-solution.pdf>

1 IDC White Paper, sponsored by Dell EMC, Hybrid cloud computing, the great enabler of digital business, January 2017
2 SAP, Data 2020: State of Big Data Study, August 2017
3 VMware Cloud Market Study, January 2018

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