Dell Technologies Ecosystem

Dell Technologies Inc.
One Dell Way
Round Rock, Texas 78682
Phone: +1 (800) 289-3355; www.delltechnologies.com

Outside Relationships

Regulators

Subjects of US Regulation

U.S. Environmental Protection Agency
Regulation and Permitting Regarding Air & Water Pollution, Disposal of Other Hazardous Substances, and Cleanup of Contaminated Sites; Regulation Governing Safe Use of Chemical Substances in Electronics; Product Take-Back Legislation

U.S. Dept. of Treasury and U.S. Dept. of Commerce
Regulation of Prohibited Party Transaction; Export Regulation

U.S. Customs and Border Protection
Import Regulation

U.S. Federal Trade Commission, U.S. Dept. of Justice, and European Commission
Antitrust Regulation

U.S. Consumer Product Safety Commission and U.S. Department of Transportation
Product Safety Regulation, e.g., Batteries and Power Adapters

U.S. Dept. of Health and Human Services
Health Information Privacy and Security Requirements

U.S. Dept. of Labor
Wage & Overtime Requirements; Serious Injury Reporting

Data Protection Regulators
European General Data Protection Regulation and California Consumer Privacy Act

Internal Revenue Service and State Tax Authorities
Regulation of Income Taxes, Indirect Taxes, Payroll Taxes, Franchise Taxes, Withholding Taxes, and Ad-Valorem Taxes)

U.S. Federal Communications Commission
Mobile Communications and Antenna and Radio Frequency Exposure Requirements

Capital

Noteholders

Commercial Banks
Credit Suisse, JP Morgan Chase

Hedge Counterparties

Suppliers

Sales Channel Partners

Types

Value-Added Resellers

Systems Integrators

Distributors

Third Party OEMs

Independent Software Vendors

Retailers

Contributes Over 50% of Net Revenue

Select Manufacturing and Materials Suppliers

Software

Microsoft
Windows Operating System, Azure SQL and Office Software

Google
Android Operating System and Google Suite Productivity Software

NVDA
NVIDIA Graphics

Storage

IBM
Storage Solutions and Blockchains

Processors

AMD
EPYC Processors for Servers

Intel
Xeon Scalable Processors for Servers; Adaptix and Next Generation Processors for PCs; Ethernet Products

Hardware

Various Components, Parts, and Sub-Assemblies, and Systems Vendors

LG Chem
Batteries

Contract Manufacturers

Hon Hai Precision Industry Co. (aka Foxconn)
Desktop PCs and PowerEdge Servers Assembly

Pegatron
Notebook PCs and All-in-Ones Assembly

Compal Electronics
Notebook PCs and Monitors

Customers

Storage, Server, Networking, and Converged Products Customers

Commercial

Large Global Corporate Businesses

Large National Corporate Businesses

Medium-Sized Businesses

Small-Sized Businesses

Public

Federal Government Agencies

State Government Agencies

Local Government Agencies

Health Care Organizations

Law Enforcement Agencies

Educational Institutions

Senior Secured and Unsecured Bond Financing

Margin Loan Facility

Derivatives Trades to Manage Foreign Currency and Interest Rate Risk

Business Regulation

Sales to Channel Partners (includes Partners That Integrate Dell or Channel Partners' Products and Services Into Solutions for Sale to Channel Partners' End Customers)

Sales Incentives

Financing Services (via Third Parties)

Channel Sales of Dell EMC IT Infrastructure Products to End Customers

Direct Sales of Dell EMC IT Infrastructure Products (Servers, Data Storage, Networking, and Security Products, and Converged Systems, including via Data Center Consumption-Based Subscriptions)

Distribution Agreements with Software Developers

Software Licenses

Hardware, Processors and Chip Supplies and Contract Manufacturing Services

Dell Technologies Inc. (a Delaware Corporation)

Debt Structure

Debt ($52.06B @ 1/31/20) | Credit Ratings (LT Corp Family: Ba1 (Moody's), BB+ (Fitch), BB+ (S&P))

Banks Loan

2022 Margin Loan Facility: $4.0B (1.25% + Libor)

Secured Debt

2023-25 Senior Secured Term Loan A and B Facilities: $8.91B (3.40% to 3.65%)

2021-46 First Lien : 20.75B (3.48% to 8.35%)

Unsecured Debt

2021-40 Unsecured Debentures and Notes: $1.35B (4.625% to 7.1%)

2021-46 Notes: $2.7B (3.48% to 8.35%)

2020-23 EMC Notes: $1.6B (2.65% to 3.375%)

Public Subsidiary Debt

2020-27 VMware Notes: $4.0B (2.30% to 3.90%)

2020 Term Loan Facility: $1.5B (1.25% + Libor)

Financial Services

Securitizations of DFS Loans & Leases: $7.765B (1.91% to 3.97%)

Equity Structure

Class A Common Stock (91.5% Voting Power; 51.8% Economics)
Record Holders: 10 | Votes/Sh: 10
Authorized Shares: 600 Million
Outstanding Shares: 385 Million

Class B Common Stock (2.4% Voting Power; 13.7% Economics)
Record Holders: 6 | Votes/Sh: 10
Authorized Shares: 200 Million
Outstanding Shares: 102 Million

Class C Common Stock (Publicly Traded) (6.1% Voting Power; 34.5% Economics)
Record Holders: 4,449 | Votes/Sh: 1
Authorized Shares: 7.9 Billion
Outstanding Shares: 256 Million

Class D Common Stock/ Preferred Stock
Record Holders: None/None
Authorized Shares: 100 Million/1 Million
Outstanding Shares: None/None

Governance

Board of Directors

Michael S. Dell
Board Chair, E (Chair, N (Chair)

David W. Dorman *A, N*

Egon Durban *E, N*

William D. Green *A (Chair)*

Ellen Kullman *A*

Simon Patterson

Lynn Vojvodich

Committees
Audit (A), Executive (E), Nominating and Governance (N)

Management Team

Michael Dell
Chairman and Chief Executive Officer

Jeff Clarke
Vice Chair and Chief Operating Officer

Mike Cote
CEO SecureWorks

Allison Dew
Chief Marketing Officer

Howard Elias
President, Services and Digital

Rich Rothberg
General Counsel

Zane Rowe
Interim Chief Executive Officer, Executive Vice President, and Chief Financial Officer of VMWare

Jennifer Saaverdra
Chief Human Resources Officer

Bill Scannell
President, Global Sales & Customer Operations

Tom Sweet
Chief Financial Officer

Corporate Matters

Finance and Accounting

Accounting

Financial Reporting

Tax

Corporate Strategy

Financial Planning and Analysis

Treasury

Business Operations

Dell Financial Services

Dell Technologies Capital

Boomi

Human Resources

Compensations and Benefits

HR Strategy

Culture

Learning & Development

Talent

Diversity and Inclusion

Employee Experience

Business Partner

Talent

HR Information Systems

Facilities

Sales & Customer Operations

Go-to Market Organization

Direct Sales to Large Business and Institutional Accounts (Technical Sales Specialists, Dedicated Accounts Managers, Special Pricing, Service and Support)

Specific Public Institution Sales and Marketing Programs

Channel Partner Sales

Go-to Market Strategy

Share and Revenue Growth for Products, Services and Solutions

Relationships

Channel Partner Relations

Marketing

Global Marketing Organization Leadership

Strategy

Brand

Creative

Product Marketing

Communications

Digital

Field and Channel Marketing

Services and Digital

IT Organization

Virtustream

Customer Advocacy Organization

Global Support of Large Enterprise Accounts

Deployment

Consulting

Managed Services

Education

Legal

Legal Organization Leadership

Government Affairs

Compliance

Ethics

Global Security

Operations

Infrastructure Solutions Group

2020 Revenue: $33.97B

Storage Portfolio

Comprehensive Portfolio of Advanced Storage Solutions, Including Traditional Storage Solutions and NextGen Storage (e.g., All-Flash Arrays, Scale-Out File, Object Platforms, and Software-Defined Solutions)

Primary Storage

PowerStore
Data-Centric, Intelligent, Adaptable

PowerMax
Powerful Architecture, Simple Operation, Adaptable

PowerFlex
Flexible High-Performance Software-Defined Foundation for the Agile Enterprise

Dell EMC Unity XT
Simplified Unified Storage with Multi-Cloud

PowerVault
Affordable Entry Storage

XtremIO
Extreme Performance with Inline Data Reduction

SC Series
Efficient Federated Storage with Workload Mobility

Unstructured Data Storage

PowerScale
Offers Simplicity; Handles Any Data, Anywhere with Intelligent Insights

Streaming Data Platform
Innovative Software Platform to Analyze and Ingest Streaming Data from the Edge

Dell EMC ECS
Cloud Scale, Geo-Distributed Object Storage

Data Storage Industry Solutions

Healthcare & Life Sciences Data Storage Solutions
Innovation for Improving Patient Care

Media & Entertainment Data Storage Solutions
Create Next-Generation Digital Content

Automotive Data Storage Solutions
For Automotive Workflows

Oil & Gas Data Storage Solutions
Turn Oil and Gas Upstream Data into Value

Safety & Security Data Storage Solutions

Data Storage Solutions for Mainframe Environments
Data Retention Without Use of Physical Tape

Semiconductor Design & Manufacturing Data Storage Solutions
Faster Innovations with Optimized Workloads

Data Storage Essentials

Fundamental Technologies for the Dell Technologies Data Storage Ecosystem

CloudIQ
Cloud-Based App Leveraging Machine Learning to Monitor Overall Health of Data Center Environment

DataIQ
Discovers, Understands & Acts on Unstructured Data

VPLEX
Enables Continuous Availability and Data Mobility

Storage Resource Manager
On-Premises Monitoring and Reporting to Optimize Heterogeneous Storage Environments

Storage Automation & DevOps Resources
Integration with DevOps & Automation Platforms

Connectrix SAN
Storage Area Networking (SAN) Solution Enabling Servers to Share Block-Based Storage

CloudLink
Data Encryption and Management Solution for Data-at-Rest in Public, Private, Hybrid Cloud Environments

PowerPath
Manages Data Paths Between Servers and Storage

AppSync
Integrated Copy Data Management with Application Consistency

Data Storage Workload Solutions

Dell Technologies Cloud Storage
Comprehensive Cloud Storage Solutions

Storage Solutions for Oracle
Consolidation, Automation and Operations for Oracle Deployments

Storage Solutions for AI
All-Flash Infrastructure for High-Performance Machine Learning and Deep Learning at Scale

Storage Solutions for Microsoft SQL
Consolidate SQL Versions and Automate the Deployment of SQL and Big Data Clusters

Storage Solutions for Analytics
Enterprise Data Analytics Solutions to Bridge Structured and Unstructured Data (Algorithmic Trading, Internet of Things, Streaming Apps)

Storage Solutions for VMware
Support VMware Cloud Foundations Deployments, Manage and Monitor VMware Storage, Integrate with VMware vSphere, and Support VMware Virtual Volumes Storage Arrays

Storage Solutions for SAP
Consolidation, Automation and Operations for SAP Deployments

Server Portfolio

Rack, Blade, Tower, and Hyperscale Servers, Optimized for Artificial

Rack Servers

PowerEdge
One-, Two-, Four-Socket and New Rack Servers Delivering High Core Density to Traditional Database, Financial Analysis, and Analytics Applications, Virtualization, and Cloud-Native Workloads

Tower Servers

PowerEdge
One- and Two-Socket Tower Servers to Address Challenges of Migrating to Servers from PCs or Laptops and Core Office Workloads (File Sharing, Print, Point of Sale, and Database Applications) and High-Performance Applications (Web Serving, Consolidation, Virtualization)

Modular Infrastructure

PowerEdge MX, FX Series, VRT, and C Series
Modular Infrastructure to Optimize IT Infrastructure for Traditional, New, and Emerging Workloads; Provides Path to the Modern, Software-Defined Data Center

Specialty Servers

PowerEdge XE Servicers
Purpose-Built for Complex, Harsh and Computer-Intensive Workloads at the Network Edge

Industrial Grade Servers

OEM PowerEdge XE Servicers
Withstands Extreme Heat, Dust, Shock, and Vibration of Factory Floors, Construction Sites, Mobile Command Centers, Other Extreme Environments

Management Solutions

OpenManage
Centralized Management of PowerEdge Server Infrastructure

Network Portfolio

Transform and Modernize Customer IT Infrastructure, Modernize and Enrich End-User Experiences, and Accelerate Business Applications and Processes

Ethernet Switches

Helps Data Centers Migrate Smoothly to a Software-Designed Data Center

PowerSwitch Data Center Switches
Up to 400bE of Network Performance

PowerSwitch Campus/Branch Switches
Up to 40bE of Network Performance

SmartFabric Director – Network Management Software

Management Tools and Platforms to Help Automate Tasks and Monitor Network Performance Across Virtual and Physical Network Infrastructures

SmartFabric Services for Fabric Automation

Enables Autonomous Fabric Deployment, Expansion, and Life-Cycle Management for Software -Defined IT Infrastructures (e.g., Manufacturing Industry, Interconnects for VMware and PowerEdge Servers)

Network Operating Systems

Software-Defined Networking Functionality and Connectivity with Software from Dell EMC, VMware and Open Networking Ecosystem Partners (e.g., Big Switch Networks and Pluribus Networks)

Dell EMC SmartFabric OS10

Dell EMC OS9

Enterprise SONiC Distribution by Dell Technologies

Wireless Networking

Access Points

Virtual, Physical and Cloud-Based Network Controllers

Value-Added Hardware Appliances and Software for Enhanced Security, Networking Planning, Visualization, and Analytics Tools

Edge Platforms

Software-Defined Wide Area Network Solution (WAN)
Combines Dell Technologies Networking Appliances with SD-WAN Software from VMware

Virtual, Edge Platform
Enables Modernization of WAN from Legacy Appliances to Modern Virtualized Environment

Converged Infrastructure

Simplifies IT and Transforms Operations by Bringing Together Compute, Storage, Networking, and Data Protection in Fully-Engineered Systems

VxBlock
Converged Infrastructure Designed to Deliver Cloud Operations Faster, Consolidate High-Value, Mission-Critical Workloads, and Simplifies Life Cycle Management

Ready Stack
Portfolio of Designs Enabling Customer to Build its Own Converged IT Infrastructure Using Dell EMC Components

Hyperconverged Infrastructure *(aka Dell Technologies Cloud)*

VxRail
Cloud Infrastructure (HCI System) Deeply Integrated with VMware Cloud Foundation Serving as Hyperconverged Platform

VMware Cloud Foundation on VxRail
Consistent Cloud Infrastructure with Consistent Operations on VxRail; Hyperconverged Infrastructure Layer and VMCloud Software Stack are Managed as One, Complete, Automated Hybrid Cloud Experience

PowerFlex
Software-Defined Storage Platform Combines Compute and High-Performance Storage Resources

Dell EMC vSAN Ready Nodes
Modernizes the Data Center with HCI (Human-Computer Interaction) That Combines PowerEdge Servers with VMware vSAN in Pre-Configured Solution

Dell EMC Solutions for Microsoft Azure Stack Family
Enables Hybrid and Edge Computing Applications to be Built and Managed Consistently Across Locations for Diverse Workload Needs

Data Center-as-a-Service
Referred to as VMware Cloud on Dell EMC

Services

Support and Deployment

Configuration

Extended Warranty Services

COMPETITORS

Hewlett Packard Enterprise | Microsoft | Cisco Systems | Fujitsu Technology | Inspur Group | NetApp | Lenovo | IBM

Client Solutions Group

2020 Revenue: $45.84B

Traditional Hardware

Branded Desktops, Workstations, Notebooks, Displays, and Projectors

Branded Hardware

Desktop Personal Computers
Optiplex Series Business Desktops and All-in-Ones; Optimizable with ExpressResponse (AI and Intel Adaptix Processors) and Intelligent Audio

Laptop Personal Computers (Notebooks)
Latitude Series Laptops and 2-in-1s; Optimizable with ExpressResponse (AI and Intel Adaptix Technology) and Intelligent Audio; a Rugged Series Can Withstand Harsh Environments

Workstations
Precision Series Mobile and Fixed Workstations; Optimizable with AI, next-gen Intel Processors, and NVIDIA Graphics

Chromebooks
Latitude Series Chromebook Enterprise for a Google Workspace and Google Productivity Applications (Gmail, Calendar, Drive, Sheets, Meet, Etc.)

Branded Peripherals

Monitors, Cameras
UltraSharp (P Series, E Series) and Collaborate Monitors; Projectors

Docking Solutions/Mounting Kits, Cables, Batteries, Adapters, Chargers

Thin Client Offerings

Low-Performance Computers Optimized for Establishing a Remote Connection Where Servers Launch Software Programs, Perform Calculations, and Store Data (Instead of a Computer's Localized Hard Drive)

Thin Clients and Virtual Desktop Infrastructure

Wyse Thin Client Family
Virtual Desktop Thin Clients, All-in-Ones, and Mobile Thin Clients for Remote and Office Work; Cloud Computing

Dell PC-as-a-Service

Lifecycle Management
Combines Hardware, Software, Lifecycle Services, and Financing into One Solution

Financial Services
Financing in One Comprehensive Solution That Provides Predictable Pricing Per Seat Per Month

Services

Support and Deployment

Configuration

Extended Warranty Services

COMPETITORS

HP | Apple | Asus | Acer | Samsung | Lenovo

VMware (80.8% Dell-Owned)

2020 Revenue: $10.91B

Software-Defined Data Centers *(SDDC)*

Connecting Users' Private-Cloud Connections to the Public Cloud to Provide Unified Cloud-Access To Applications

VMWare Cloud Foundation
Integrated Software Platform for Private and Public Cloud Environments

vSAN
Server-Based Storage for Virtual Machines

vSphere
Visualization and Policy Management Tool for Storage and Network Services

Nsx
Network-Visualization Platform to Augment Physical Network Separations

VMware NSX Advanced Load Balancer
Multi-Cloud Load Balancing, Firewall Management, and Analytics Tool for On-Premises Data Centers

vRealize Suite
Enterprise, Cloud-Management Platform for Consistent Operations and Governance of Hybrid Cloud Environment and to Access All Automation and Operations Capabilities to Deliver Traditional and Modern Infrastructure and Apps

Hybrid and Multi-Cloud Computing

Expands Computing-Visualization in Private Cloud, Extending Private Cloud to Public Cloud, and Connecting and Securing Public End Points

VMware Cloud Provider Program
Multi-Cloud SaaS (Subscription as a Service) Solutions

vCloud Service Data Center & Cloud Infrastructure

vCloud Service Infrastructure & Operations Management

vFabric Applications Platform

ThinApp Desktop and End-User Computing

VMware Cloud on AWS
Integrated Cloud Offerings for Compute, Storage, and Network Solutions

VMware Carbon Black Cloud Endpoint
Cloud-Native Endpoint Protection Security Solutions

End-User Computing

VMware Workspace One
Intelligence-Driven Digital Workspace Platform

User Endpoint Management

Horizon Desktop and End-User Computing

COMPETITORS

Microsoft Azure | Amazon | Google | IBM

Outside Relationships

Customers

Financial Services Customers

Large Enterprises

Educational Institutions

Government Entities

Health Organizations

Small and Medium Businesses

Suppliers

Professional Services Firms

PwC
Audit Services

Dell Blue
Internal Advertising Agency

Simpson Thacher & Bartlett
Transactional Legal Services

Greenberg Traurig; Ogilvy Government Relations
Lobbying Services

Various Media
Ads/Social Media

Third Party Intellectual Property Owners

Capital

Significant Stockholders

***Class A** (47.6%)*

Michael Dell & SLD Trust
100%

***Class B** (28.6%)*

Silver Lake Partners & Affiliates
100%

***Class C** (23.8%)*

Dodge & Cox
14.15%

Elliott Investment Management
9.42%

The Vanguard Group
5.49%

Capital Research & Management
3.85%

Class A Institutional Ownership
84.04%

Regulators

Securities Regulators

US Securities and Exchange Commission
Securities Law, Disclosure and Reporting Requirements; Anti-Bribery Law Record-Keeping Regulation

New York Stock Exchange
Listing and Maintenance Rules

IP Regulators

Patent, Copyright, and Trademark Agencies
Intellectual Property Registrations and Renewals

Key Marks

Dell Technologies

DELL

Dell EMC

VMware

Alienware

RSA Security

Secureworks

Pivotal

Virtustream

Securities Regulation and Stock Exchange Listing Rules

Equity Capital

Professional Services

Intellectual Property Licenses

Trademark, Copyright, and Patent Registrations

Financial Services to Facilitate the Acquisition of IT Hardware, Software, and Services Solutions

Flexible Consumption Offering (Enables Customers to Pay Over Time and, in Certain Cases, Based on Utilization)

Key Company Data

Dell Share Data

Stock Exchange: NYSE

Ticker Symbol: DELL

Share Price: $87.63
As of 03/19/2021

Earnings Per Share (Trailing 12 Months): $4.22

Annual Dividend: None

Market Capitalization: $65.705B *(03/19/2021)*

VMWare Share Data

Stock Exchange: NYSE

Ticker Symbol: VMW

Share Price: $145.98
As of 03/19/2021

Earnings Per Share (Trailing 12 Months): $4.86

Forward Annual Dividend: None

Market Capitalization: $61.21B *(03/19/2021)*

SecureWorks Share Data

Stock Exchange: NASDAQ Stock Market

Ticker Symbol: SCWX

Share Price: $13.20
As of 03/19/2021

Earnings Per Share (Trailing 12 Months): ($0.27)

Forward Annual Dividend: None

Market Capitalization: $1.096B *(03/19/2021)*

Financial Highlights

Statement of Income

Revenues: *$92.154B*

Costs of Revenue: *$63.221B*

Operating Expenses:: $26.311B

Net Income: $4.616B

Financial Position

Total Assets: $118,861

Total Liabilities: *$115.077B*

Equity: $3.155B

Cash Flows

Operations: *$9.291B*

Investing: *($4.686B)*

Financing: ($4.604)

Key Financial Metrics

Gross Margin: 31.3%

Operating Income: 2.8%

Resources

165,000 Employees (Includes 31,000 VMWare Employees)

2020 R&D Expenses: $5.0B

Patent Portfolio (Dell / VMware): 19,002 / 4,140 Issued; 10,025 / 3,095 Pending Applications

Facilities

Manufacturing

United States (Austin, Texas, Nashville, Tennessee, Winston-Salem, North Carolina, Franklin, Massachusetts)

Penang, Malaysia

Xiamen, China

Eldorado do Sul, Brazil

Chennai, India

Poland

Limerick, Ireland

Activities:
Assembly, Software Installation, Functional Testing, and Quality Control

U.S. Distribution

Middle Tennessee (Lebanon, Nashville/Mt. Juliet)

Oklahoma

Central Texas

Ohio

ESG Pillars

Advancing Sustainability

Cultivating Inclusion

Transforming Lives

Upholding Ethics and Privacy

"Social Impact Plan for 2030"

Direct Sales of Dell Desktops, Workstations, Notebooks, Displays, Monitors, Peripherals, and Third-Party Software *(including via Data Center Consumption-Based Subscriptions)*

Wholesale Sales of Dell Desktops, Laptops, and Peripherals

Direct Sales of Dell Software-Defined Data Centers, Cloud Computing, and End-User Computer Platforms

Client Solutions Customers

Government Agencies | Educational Institutions | Health Organizations | Large Global and National Businesses | Small- and Medium-Sized Businesses | Individual Consumers

Retails Sales of Dell Desktops, Laptops, and Peripherals

Retailers

VMware Customers

Commercial Enterprises | Large Public Sector Enterprises | Large Business Enterprise Customers

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