



Dell Technologies Advantage

Build Your Breakthrough

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UDS CTO

DELLTechnologies



Our purpose: Create technologies that drive human progress.

Our vision: Become the essential technology company for the data era – from cloud solutions to storage to high-performance computing – we strive to be at the center of our customers' multi-cloud world.

Our strategy: Use our unique strengths to consolidate the markets in which we compete and create differentiated Dell Technologies solutions.

How we think about innovation

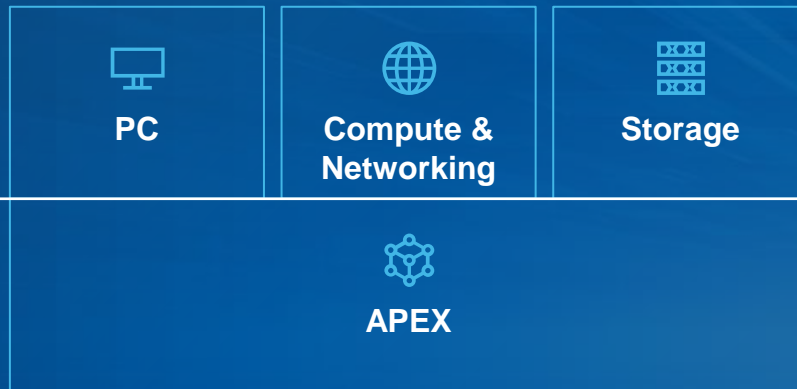
Dell Technologies, together with industry groups and strategic partners are committed to delivering new and innovative solutions that directly address customer needs. We do this through global R&D investments that promote invention of new technologies and ultimately deliver unique and scalable market offerings



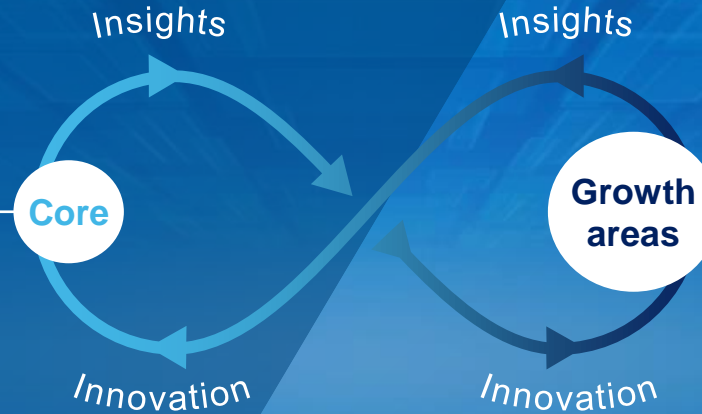
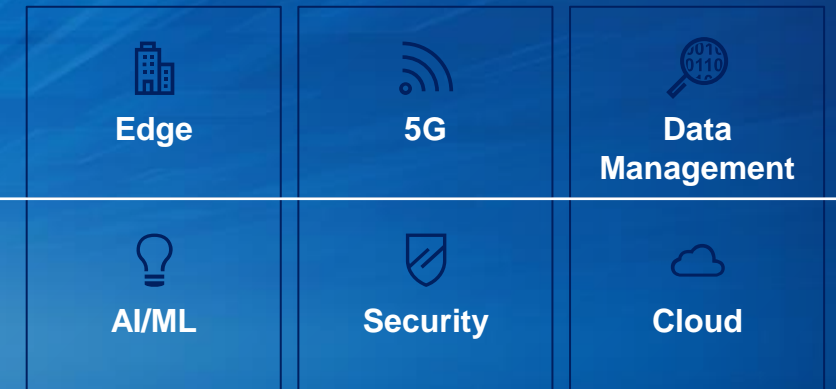
Investing for today...

and tomorrow

Modernize the core business



Build new growth businesses



\$15B

invested in R&D
in last 3 years

32,000

patents

11th

largest patent
generator in US

85%

of engineers are
software engineers

\$200+M

Yearly investment
Dell Technologies
Capital

Build your breakthrough at the
**intersection of people
and technology**

www.STACresearch.com/KDB220506



Embrace the
future of work



SECURITY
Fortify with
modern security

BREAKTHROUGH



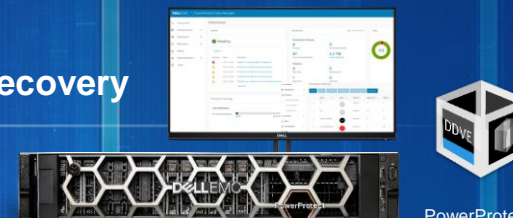
**CLOUD &
INFRASTRUCTURE**
Multi-cloud on
your terms



Innovate with
data anywhere

And our broad portfolio from core to cloud

Data Protection & Cyber Recovery



PowerProtect DD Series Appliances
PowerProtect Data Manager
Data Protection Suite

Modern Storage



PowerMax
PowerStore
Unity XT
PowerVault
PowerFlex

PowerScale
ECS
Streaming Data Platform

Hyperconverged & Converged Infrastructure



VxRail
PowerFlex
Azure Stack family
vSAN Ready Node
VxBlock

NAS¹

Storage Software²

Unstructured Storage¹

Hyperconverged Systems³

All-Flash and Hybrid Flash Arrays¹

External Enterprise Storage Systems
(Entry, Midrange and High-end)¹

Data Replication & Protection Software⁴

Data Protection Appliance & Software⁵

Purpose-Built Backup Appliance⁶

Converged Systems³

Worldwide rankings, Q2CY21

¹IDC WW Quarterly Enterprise Storage Systems Tracker, 2021Q2, September 9, 2021, Vendor Revenue

²IDC WW Quarterly Storage Software & Cloud Services QView, 2021Q2, September 9, 2021, Vendor Revenue

³IDC WW Quarterly Converged Systems Tracker, 2021Q2, September 16, 2021, Vendor Revenue

⁴IDC 1Q21 Storage Software and Cloud Services Qview

⁵Based on combined revenue from the IDC 1Q21 Purpose-Built Backup Appliance (PBBA) Tracker, with select Storage

Software segments from the 1Q21 Storage Software and Cloud Services Qview

⁶IDC WW Quarterly Purpose-Built Backup Appliance Tracker, 2021Q2, September 9, 2021, Vendor Revenue

Note: Unstructured Storage includes object-based storage (excluding HCI) and Scale-Out NAS (excluding HCI) combined

A P E X

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