

What are the key components of Dell Technologies?

The Dell Technologies family of businesses sees the world the same way, each with complementary portfolios work better together, and are strategically aligned – yet offer customers choice. It is comprised of three core businesses - Dell Client Solutions Group, Dell EMC Infrastructure Solutions Group, and Dell EMC Services – as well as the strategically aligned businesses Pivotal, SecureWorks and VMware. RSA and Virtustream are included as of part of the Dell EMC Infrastructure Group.

Will VMware continue to operate as a public company?

Yes, VMware will continue to operate as an independent, publicly-traded company.

What's Dell Technologies' approach to diversity and inclusion?

Dell Technologies embraces and supports diversity and inclusion as a business lever critical to the understanding and sustainability of a successful global organization.

Our diversity and inclusion strategy aligns the excellent talent we employ to drive higher levels of innovation across our organization, delivering higher value to our customers and partners.

Our benchmark diversity practices and programs gained from the integration and alignment from the Dell + EMC combination delivers high value return on investment to the marketplace and a highly engaged, high performing workplace within our company.

What is Dell Technologies security strategy?

Dell Technologies develops security solutions that drive business value by connecting business context with threats to defend more quickly and efficiently than ever before; ensuring our customers are better informed through superior threat intelligence, analytics and shared expertise; and using a better command of risk posture to deliver predictable business outcomes.

What is a strategically aligned business?

Strategically aligned business refers to Pivotal, SecureWorks, and VMware. The definition is any Dell Technologies stand-alone business which is already publicly traded or has outside investors.

Is Dell Technologies “privately owned” or “privately controlled” and what is the benefit of that structure?

Dell Technologies is “privately controlled”, not “privately owned” because the tracking stock is publicly traded. Privately-controlled ownership structure gives Dell Technologies the flexibility to focus on customers, invest for long-term results, and incubate our most promising high-growth businesses. This will enable further innovation and customer choice, while increasing our ability to attract and retain world-class talent.

How will the legacy EMC and legacy Dell corporate social responsibility strategies advance?

Legacy Dell and legacy EMC have a lot in common in terms of how we approach sustainability. We are both focused on creating positive environmental and social impacts across the entire value chain. This includes increasing energy efficiency of IT products and use of renewable energy, reducing greenhouse gas emissions, investing in youth learning, and applying our technology and expertise where it can do the most good for people and the planet. By combining our expertise and experience in different facets of the IT industry, we have the opportunity to influence social and environmental responsibility on a broader scale.

What financial information will be disclosed moving forward?

Dell Technologies will report consolidated financial results on a quarterly basis. Details will be forthcoming.

What resides in the three core businesses?

Client Solutions - Our Client Solutions business consists of Dell's Client Solutions Group, which retains the Dell brand. Our Client Solutions offerings include hardware, such as desktop PCs, notebooks, 2-in-1s and thin clients, software, including end-point security, and peripherals, such as monitors, printers and projectors, as well as third-party software and peripherals.

Infrastructure Solutions - Under the Dell EMC brand, we have combined EMC's Information Infrastructure business and Dell's Enterprise Solutions Group to create our Infrastructure Solutions Group, which includes RSA and Virtustream. Dell EMC will enable our enterprise customers' digital transformation through our trusted hybrid cloud and big-data solutions, built upon a modern data center infrastructure that incorporates industry-leading converged infrastructure, servers, storage, and cybersecurity technologies.

Dell EMC Services - Dell EMC Services is a trusted advisor to our customers and partners, providing strategic guidance, technology expertise, and outstanding execution to drive business outcomes quickly and efficiently for enterprises of all sizes and for users at work or play. From consulting and technology deployment, to education, support and asset disposition, we offer the most complete portfolio of technology and financial services available, addressing the diverse needs of enterprise and consumer customers with choice, flexibility and scale. Our global team of more than 60,000 Dell EMC and partner service experts in more than 165 countries stand ready to help customers digitally transform and modernize their IT with world-class capabilities spanning hardware, software, solutions and IT operations.

How is go-to-market organized in the combined company?

The combined business will focus on three primary market segments: Enterprise, Commercial and Consumer & Small Business. Bill Scannell, Marius Haas and Jeff Clarke lead our three global go-to-market organizations: Enterprise, Commercial and Consumer & Small Business.