DELL Technologies /
World
2022

Agenda

Introduction and Safe Harbor – Rob Williams

DTW Strategy and Day 1 Recap – Chuck Whitten

DTW Innovation and Day 2 Recap – Jeff Clarke

Customer Perspective – Michael Dell

Moderated Q&A – Michael Dell, Jeff Clark, Chuck Whitten, Jeff Boudreau, Sam Burd

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Key Messages

Dell is innovating and introducing an increasingly broad spectrum of solutions (e.g. multi-cloud and APEX/XaaS) **that can be consumed in a modern way.** In conjunction, we're embracing the agile and cloud-native application development trends inherit in the multi-cloud IT solutions stack.

We are broadening our ecosystem to help make multi-cloud a reality for our customers. Our goal is to bring a holistic multi-cloud experience to our customers IT operating environments.

The rate of software innovation at Dell is accelerating … along with the pipeline of software solutions. Three storage updates demonstrate our commitment: PowerMax, PowerStore, PowerFlex.

IT infrastructure is shifting to a "developer-driven" IT operating environment (e.g. micro services, agile and cloud native application development) and **we are embracing that shift while helping our customers move along in the journey.** Our goal is simple, a world class developer experience for our customers.

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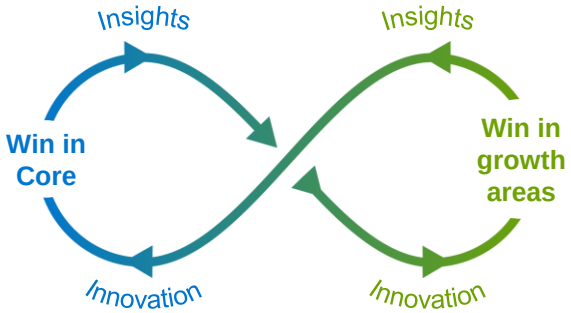
Dell Technologies strategy

Leading market positions and a differentiated strategy, supported by durable competitive advantages

Consolidate and modernize the Core business

- PC
- Compute & Networking
- Storage
- APEX



Build new growth businesses where we have a unique right to win

- Edge
- Telecom
- Multi-Cloud Service Delivery
- Data Mgmt.
- Other New Businesses (e.g., Security & AI/ML)

STRATEGY SUPPORTED BY DURABLE COMPETITIVE ADVANTAGES

- #1 positions in CSG and ISG
- E2E product and Multi-Cloud offerings
- Largest GTM and Channel ecosystem
- Leading global services footprint
- Industry-leading scale and supply chain
- Leading financial services capabilities
- First & best VMware alliance

APEX

Dell Technologies innovation delivered as-a-Service. Provision quickly, scale on demand, and pay as you go across your entire multi-cloud environment.

Compute

APEX Cloud Services with VMware Cloud
A scalable, flexible multi-cloud infrastructure with compute, storage and networking delivered as-a-service, so you can get the cloud experience wherever you need it

APEX Hybrid Cloud & APEX Private Cloud
is a customer managed & on prem or co-located solution, based on VxRail with VMW Cloud Foundation (hybrid) and VxRail with vSphere & vSan (private)

Storage and Data Protection

APEX Data Storage Services are Dell managed at a customer site or co-located through our Equinix partnership

APEX Backup Services with scalable, secure data protection for SaaS applications (like MS 365, SFDC). Protects customer data from multiple workloads, all done in an automated fashion

APEX Cyber Recovery Services
Dell managed day-to-day data protection and recovery operations assistance from an isolated, immutable & intelligent data vault

NEW

Custom

APEX Flex on Demand
Customers choose on-prem infrastructure & min. usage, leveraging the full suite of Dell's portfolio

APEX Data Center Utility
Enterprise clients, Move part of or all your data center operations to a Dell Managed pay-per use model, leveraging the full suite of Dell's portfolio

PROFESSIONAL SERVICES FOR APEX

APEX USE CASES

AI | Analytics | Containers | VDI | HPC | Edge | Data Protection | Databases | Microsoft | Oracle | SAP

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Multi-Cloud Strategy

We are broadening our ecosystem to help make multi-cloud a reality for our customers.

We already have a significant presence with many of the leading cloud-based companies in the world, providing infrastructure to nearly 80%[1] of them.

Our CSP customers, which include SaaS, telecom, cloud hosting companies and consumer webtech represent roughly 20%[1] of our ISG portfolio.

Our goal is to bring a holistic multi-cloud experience to our customers, and our news this week continues to show how we are making meaningful progress.

Multi-Cloud Offerings

AWS EKS-Anywhere container platform running on top of VxRail

Microsoft Azure Stack HCI solution

PowerScale for Google Cloud

PowerProtect Cyber Recovery for AWS and *now* for Azure
An air-gapped cyber vault that can securely protect and isolate customer data away from a ransomware attack

CyberSense for PowerProtect Cyber Recovery for AWS
This solution adds adaptive analytics, machine learning, and forensic tools to detect, diagnose, and accelerate data recovery within the PowerProtect Cyber Recovery vault for AWS

Project Alpine

Provides data mobility and consistent operations across on-premises and public cloud environments

Project Alpine is Dell's effort to bring its industry-leading storage software to public clouds to provide multi-cloud data mobility, simplify data management and let customers use Dell's storage software capabilities wherever their data resides

Organizations will be able to quickly deploy or easily consume Dell storage software and services that will offer performance in the public cloud efficiency and protection based on industry-leading enterprise storage[2]

Snowflake Partnership

Will help customers have greater flexibility operating in multi-cloud environments, meet data sovereignty requirements, and easily turn data into insights

Dell and Snowflake customers will be able to use on-premises data stored on Dell object storage with the Snowflake Data Cloud while keeping their data local or seamlessly copying it to public clouds

This provides greater choice for customers operating on-prem and with multi-cloud environments

This marks the industry's first collaboration between on-premises storage systems and the public cloud-based Snowflake Data Cloud

[1] Based on data as of Q1 FY22
[2] IDC WW Quarterly Enterprise Storage Systems Tracker, 2021Q4, March 11, 2022 – Vendor Revenue

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Software driven storage innovation

Delivering more than 500 new high-value software features that enable a continuously modern experience

PowerMax

The world's most secure mission-critical storage platform[1]

- **Cybersecurity resiliency advancements** …
  - Cyber vaults for traditional and mainframe deployments
  - CloudIQ ransomware capabilities
  - Up to 65 million secure snapshots to improve cyber recovery
- **4:1 Data Reduction Guarantee[2]**
- **PowerMax OS 10 new features** include:
  - Automated storage operations such as Multi-array smart provisioning, workload optimization, and health monitoring and remediation
  - Quickly move data to public clouds with faster cloud snapshot shipping and recovery
  - Anytime Upgrade customers are eligible for non-disruptive upgrades
- **Double the performance[3] with up to 50% better response times[4]** on two new NVMe-based PowerMax models

PowerStore

Our fastest ramping new architecture

- **Will deliver up to a 50%[5] mixed workload performance boost and up to 66%[6] greater capacity**
- **PowerStore OS 3.0 new features** include:
  - New native metro sync replication … creates a high availability shared storage environment across sites
  - Better support and secure file workloads with file level retention, native file replication
  - Support for third-party file monitoring and ransomware protection
  - Deeper VMware integrations including improved vVols latency and performance plus simplified disaster recovery, VM-level snapshots and fast clones
- Maximize performance of new hardware with **end-to-end NVMe support** and increased networking speeds

PowerFlex

Software-defined infrastructure for extreme consolidation workloads

- **PowerFlex OS 4.0 new features** include:
  - **Now enables file capabilities** for traditional NAS use cases, in addition to existing block storage
  - **Simplifies multi-cloud and DevOps with the broadest file and block[7] support for all major Kubernetes and container orchestration platforms** from Amazon, Google, Microsoft, Red Hat, SUSE and VMware
  - Simplify PowerFlex **deployment through NVMe-over-TCP connectivity**
  - Streamline operations with **new unified compute, storage and system lifecycle management** capabilities within PowerFlex Manager software

[1] Based on Dell internal analysis for cybersecurity capabilities of Dell PowerMax versus cybersecurity capabilities of competitive mainstream arrays supporting open systems and mainframe storage, March 2022
[2] Based on Dell 's Future-Proof program that offers 4:1 data reduction guarantee based on PowerMax data reduction tools (dedupe and data compression) for open systems storage, March 2022. Actual data reduction rates will vary.
[3] Based on Dell internal testing using the Sequential Read Hits (128K) GB per second, and IOPS per FC port benchmarks (within a single array) comparing PowerMax 8500 to PowerMax 8000, March 2022. Actual performance will vary.
[4] Based on Dell internal testing using the OLTP benchmark comparing the PowerMax 2500 against the PowerMax 2000, March 2022. Actual response times will vary
[5] Based on internal tests comparing PowerStore 1200T peak IOPS with PowerStore OS 3.0 vs. PowerStore 1000T with PowerStoreOS 2.1, running 70/30 read/write mix, 8k block size. March, 2022. Actual results may vary.
[6] Maximum effective capacity for largest PowerStore cluster with PowerStoreOS 3.0 vs. PowerStoreOS
[7] Based on Dell analysis of integrated systems for Kubernetes distributions, March 2022

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Financial Analyst Q&A

Michael Dell, Chairman & Chief Executive Officer
Jeff Clarke, Vice Chairman & Co-Chief Operating Officer
Chuck Whitten, Co-Chief Operating Officer
Jeff Boudreau, President of Infrastructure Solutions Group
Sam Burd, President of Client Solutions Group
Rob Williams, Senior Vice President of Investor Relations