

# Partnering for digital transformation

## The DXC Partner Network

### The DXC Partner Network at a glance

- Partnering is embedded into our business and the way DXC operates, so we take a systematic approach to relationships.
- Our integrated partnering model scales to manage more than 250 relationships with consistency, across partners and the partnering life cycle.
- The DXC Partner Network (DPN) encompasses four categories of partners: Strategic Partners, Solution Partners, Channel Sales Partners and Supplier/ Reseller Partners.
- The DPN offers a technology-aware single point of access to a broad range of skills and offerings — including emerging technologies.

Collaboration across company boundaries is critical to making digital transformation a reality — and with that in mind, DXC Technology has put partnering at the core of our business.

With the DXC Partner Network (DPN), DXC takes a systematic approach to maintaining and managing close relationships with more than 250 partners. The DPN is based on a rigorous operating model with a well-defined framework of communication, governance, responsibilities, processes and procedures for working with partners. This structured approach lets us bring best-of-breed technologies and skills together quickly to help our clients solve their most complex and critical challenges, and take advantage of the opportunities created by the digital revolution.

### The DPN: A new approach

At DXC, partnerships are fundamental to our business — and the DPN is the vehicle that lets us truly embed partnering into our company's DNA. The DPN is not a siloed, “off to the side” program that is bolted onto the organization. Instead, the DPN is integrated across DXC.

For each partner, DXC designates a champion responsible for the strategic orientation, governance and performance of the relationship throughout the company. In many cases, this is an executive sponsor who reports directly to the CEO. These leaders are in a position to draw on our partnerships in all regions globally, across industries and solutions. Additionally, our partner relationships are managed through multiple, peer-to-peer levels in both organizations to get us closer to clients.

Overall, the integration of partnering into DXC's core business — across build, sell and deliver — helps us stay in close touch with partners, evolving technologies and changing client needs. DXC connects them all to deliver comprehensive, technology-independent, effective solutions with agility and scalability.

Meanwhile, the DPN's structured governance processes allow us to manage relationships with rigor and consistency, and rationalize what is often a complicated landscape in many partner programs. For clients, this means that the strengths and roles of partners — and how each fits into the overall DXC picture — can be clearly understood.

The DPN structured approach also lets us assess each relationship from a holistic perspective, across the partnering life cycle. That means that we can constantly

monitor our partner network to identify gaps and opportunities, and then modify and expand it to stay in step with clients' needs. It also means we can proactively seek out and include new partners that offer emerging technologies and innovative offerings — helping our clients stay ahead of ongoing digital disruption.

### **A broad-based network**

The DPN provides both depth and breadth of choice in partner relationships. It includes four partner designations:

- **Strategic Partners:** Industry-leading companies that we work with on a deep, collaborative basis. These are relationships that encompass the following types of activities to meet joint business objectives: co-development, mutual investment, roadmap integration and formal collaboration. Typically, these relationships cover everything from early solution ideation to development, joint go-to-market activities and delivery — and beyond.
- **Solution Partners:** Partnerships that are focused on specific objectives. This designation has four ecosystems: Offering Partners bring critical solutions that enhance our ability to build our offerings; Regional Partners provide capabilities that help us deliver in specific geographic areas; Industry Partners provide expertise, intellectual property or niche-market access for specific industries such as healthcare, insurance or travel and transportation; and Frontier Partners offer emerging solutions and significant future potential to help meet our clients' needs.

- **Channel Sales Partners:** Organizations with capabilities that help us scale globally and serve niche markets through specific, targeted channels.
- **Supplier/Reseller Partners:** Companies that provide essential components that complete DXC solution offerings to enable consistent and replicable outcomes for clients.

### **Benefits for clients**

With this breadth and depth of partnerships — brought together in a clear framework — the DPN can quickly combine skills and technologies into complete solutions. We can help our clients solve some of the most complex and critical challenges that they face — whether in one location or globally. And we can keep those solutions focused on clients' needs: For example, our extensive partner network allows us to be technology independent, because it intentionally includes more than one provider for a given class of technology.

At the same time, the DPN helps clients stay on the leading edge of technology. We are often involved early in the development of partners' solutions and product roadmaps, giving us forward-looking insights into the next generation of technology.

### **About DXC Partner Network**

Our robust programmatic structure of 250+ industry-leading Strategic and Solution Partners works to deliver the right solution and the right team to address complex, critical client business challenges. Learn more at [www.dxc.technology/partner\\_network](http://www.dxc.technology/partner_network).

### **About DXC Technology**

DXC Technology (DXC: NYSE) is the world's leading independent, end-to-end IT services company, serving nearly 6,000 private and public-sector clients from a diverse array of industries across 70 countries. The company's technology independence, global talent and extensive partner network deliver transformative digital offerings and solutions that help clients harness the power of innovation to thrive on change. DXC Technology is recognized among the best corporate citizens globally. For more information, visit [dxc.technology](http://dxc.technology).

And DXC itself is typically the first user of the solutions that we co-develop with partners. As “client zero” for these solutions, we gain valuable real-world experience into implementing and operating these offerings successfully.

Overall, the DPN enables our clients to work with DXC to draw on a broad array of technologies and skills from a well-coordinated, focused network — and find the right way forward as they pursue digital transformation.

**Learn more at**  
[www.dxc.technology/  
partner\\_network](http://www.dxc.technology/partner_network)