DXC.technology **DELL**Technologies

Delivering IT and business modernization

DXC Technology and Dell Technologies strategic partnership

DXC Technology and Dell Technologies help enterprises drive growth by dramatically improving their ability to anticipate and respond to change. Working collaboratively with your team, we help you develop powerful transformational strategies, apply industry-recognized innovations and manage foundational technologies. Our 20+ years of deep collaboration — including extensive co-development and co-investment — have yielded end-to-end multicloud solutions that effortlessly anticipate and respond to user demands and competitive threats. Together, we strategically enable your company's transformation, so you can flex and grow in a fast-paced, competitive environment and invest wisely in your enterprise's future.

DXC and Dell Technologies at a glance

- DXC managed services built on industry-leading Dell Technologies infrastructure to help you modernize and effortlessly anticipate and respond to change at a lower price point and with higher performance

- 20+year partnership offering the broadest choice of consumption-based IT solutions and proven, strategic support for your enterprise's business transformation

- Winning combination of DXC as the No.1 Dell Technologies Titanium-level partner and Global Alliance Partner of the Year and Dell Technologies as a leading strategic DXC partner

- 10,000+ DXC resources accredited and certified by Dell Technologies, which is made up of strategically aligned businesses, including Boomi, Dell, Dell EMC, Pivotal, RSA, SecureWorks and VMware

About Dell Technologies

Dell Technologies (NYSE: DELL) is a unique family of businesses that helps organizations and individuals build their digital future and transform how they work, live, and play. The company provides customers with the industry's broadest and most innovative technology and services portfolio spanning from edge to core to cloud.

Client benefits

The ability to anticipate and quickly respond to user demands, both internally and externally, is essential to an enterprise's long-term success. Joint solutions from DXC Technology and Dell Technologies are designed to modernize your infrastructure so you can adapt and innovate in response to today's increasingly competitive business environments. Our multi-cloud joint solutions simplify instant-access experiences by providing a secure and flexible infrastructure. Built around our offers are management and orchestration capabilities that optimize the locations of workloads and data, seamlessly scaling to mesh front-end and back-end technologies and processes.

Our approach to IT transformation and modernization helps maximize your ability to dynamically adapt and innovate. Working side by side with our 2,000+ clients at every step, we enable strategically sound business transformation with our advisory services, proven and repeatable transformation

roadmaps and tools, and joint capabilities that drive IT optimization and the creation of new revenue streams.

Financial considerations, of course, factor into IT decision making. Our portfolio of as-a-service, consumption-based solutions — the industry's broadest — lets you do more with your money. In addition to maximizing the productivity of your IT department and information workers, you lower operating expenses, avoid unexpected costs and transition smoothly toward an optimized model.

Joint offerings/solutions

Our joint digital, IT security and workforce transformation solutionsare the product of deep integration and a collaborative engineering relationship, ensuring that DXC technology works seamlessly with the Dell Technologies infrastructure.

All are strengthened by DXC's extensive expertise in the banking and capital markets, healthcare and life sciences, insurance, international public sector, travel and transportation, automotive and manufacturing industries.

We offer a range of IT and business modernization solutions:

- **Application transformation solutions** let you design, build and manage applications in a multi-cloud environment. We start by helping you evaluate the options related to integrating or replacing legacy applications in your move to an as-a-service model. Then we help with integrating or migrating to cloud-native applications.

- **Cloud-native applications solutions** combine a development platform and service to create and containerize born-in-the-cloud applications. Our agile approach uses Pivotal Cloud Foundry DevOps to speed development cycles, fully exploit the advantages of the cloud computing delivery model and provide continuous, secure applications optimized for private, public or hybrid cloud environments.

- **Platform-as-a-service solutions** provide a highly resilient managed platform and associated software for securely running cloud-native applications and migrated legacy applications in the cloud. Developers use the platform to build innovative applications optimized for a cloud environment. Its flexible, pay-only-for-what-you-use capability lets you quickly scale to meet your needs, decreasing cost of ownership and reducing in-house IT support tasks.

IT modernization solutions include innovative infrastructure management options:

- **Private, public and hybrid cloud solutions** include converged and hyperconverged systems and dedicated managed private clouds hosted by you or DXC with Dell Technologies and VMware. Working together, DXC and Dell Technologies will design a secure, scalable multi-cloud roadmap that ensures the best price performance and maximizes your ability to anticipate and respond to change.

- **Compute, storage and backup-as-a-service solutions** offer a managed midrange alternative to traditional design, purchase and provisioning. Managed by DXC and built using Dell servers, enterprise storage and data protection, these innovative solutions reduce costs and improve IT responsiveness.

- **Analytics and high-performance computing as a service** provides enterprise-grade platform architectures and deployments for on-premises and hybrid solutions to meet the rapidly evolving demands of any business. We take the application of analytics, HPC and artificial intelligence (AI) from theory and concept to practical deployments in your environment to provide real business value.

- **Cyber recovery as a service** provides customers a secure data vault to protect mission-critical company data from attack by cyber criminals. Automated workflows move the data to the secure vault and scan it for anomalies to locate dormant malware in the backup stream.

Differentiation

DXC and Dell Technologies are innovative market leaders with a deep, decades-long partnership. For example, DXC holds over 10,000 Dell Technologies accreditations and certifications — among the very highest of all Dell IT services partners — and has won over 20 Partner of the Year awards from Dell Technologies over the past 6 years. This depth of integration means you receive proven as-a-service, consumption-based IT solutions, from client to edge to cloud, strengthened with rich industry-specific expertise. We also share a highly collaborative approach to working with clients and a dedication to persistent and effective knowledge transfer to client teams.

We combine DXC's expertise in designing, building and delivering agile, scalable infrastructures with Dell Technologies market-leading platform compute, storage and data protection solutions. These, plus VMware's virtualization solutions and Pivotal's Cloud Foundry framework, enable clients to realize immediate and lasting returns on their journey to IT and business modernization.

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