

Principles for Global Climate Change Policy

Climate Change is Real and Must be Addressed: Dell recognizes that climate change is real and must be mitigated, and we support efforts to reduce global emissions of greenhouse gases to levels guided by the evolving science. Dell also supports the various efforts underway to develop a scientific and policy consensus on target reduction levels, including the work of the IPCC, whose 4th assessment report indicated the global reductions of 50-85% by 2050 from 2000 levels are necessary to achieve recommended greenhouse gas stabilization levels. While the most recent IPCC conclusions are not the last word, they contribute to the framework for building the broad public policy consensus that must emerge. The solution to the global climate crisis requires action from developed and developing countries, so we commit to contribute to this policy debate internationally.

Global Coordinated, Comprehensive Action is Needed: Dell believes that a combination of global emissions reductions, efficiency improvements, and a transition to renewable energy sources are necessary to significantly reduce atmospheric GHG levels. The transition to a lower-carbon economy requires participation of governments, businesses, universities, non-governmental organizations, communities, and individuals.

The World's Largest Economies Must Lead: Those countries with the largest economies should collaborate in driving a post-Kyoto global approach to reducing GHG emissions and lead by example. Each should develop a national GHG emissions reduction program that promotes meaningful and timely reductions in the most cost-efficient manner by incentivizing energy efficiency and accelerating development of renewable, low-carbon energy sources.

Essential Policy Principles: To achieve these goals, programs should:

- Enable a low-carbon society
 - Stimulate investments in low-carbon technologies and efficient reductions in GHG emissions
 - Recognize voluntary industry reductions and allow credit for early action
 - Recognize value of emission reduction offsets – that are environmentally additional, verifiable, permanent, and enforceable – including land-use and forestry mitigation actions
 - Develop, utilize, and harmonize the best data and analytical methods for measurement and verification of environmental attributes
- Create new jobs and economic opportunity
 - Emphasize investments in public infrastructure and basic research
 - Encourage innovation without picking 'winner' technologies
- Drive energy efficiency

- Promote energy efficiency in buildings, IT infrastructures, industrial processes, transportation, and electricity production.
- Establish a strategy to leverage IT efficiency by building green infrastructure, including smart grids, smart buildings, smart transportation, and improved telecommuting and telepresence capabilities.
- Lead by example through federal, state, and local governments improving their energy efficiency and reducing their carbon footprint
- Educate and provide technical assistance to consumers and small- and medium-sized businesses

Dell's Role in Mitigating Climate Change

Dell supports policies and practices for reducing global greenhouse gas (“GHG”) emissions. We are leading the industry's contribution by:

- developing ways to drive economy-wide energy efficiency through the use of IT,
- driving energy efficiency of the IT tools themselves, and
- improving the eco-efficiency of our products and services throughout our value chain, including Dell's supplier base, Dell operations, and the use of Dell products in the field.

Dell is committed to assisting governments, businesses, and organizations with this shared challenge by advancing public policies that promote the use of IT solutions as a means toward solving our energy challenges, spurring innovation and economic opportunity, and contributing to practical strategies for mitigating climate change.

Green IT Plays a Critical Role

IT is the engine of an efficient economy: IT infrastructure has the potential to play a key role in addressing climate and energy challenges by driving economic productivity and energy efficiency. In 2008, two different reports provided a clear indication of the role of Information and Communication Technologies (ICT) in an energy efficient economy. The American Council for an Energy Efficient Economy concluded that “ICT systems have revolutionized the relationship between economic production and energy consumption.” Similarly, The Climate Group's Smart 2020 report concluded that opportunities enabled by ICT could reduce global GHG emissions by 15 percent by 2020 over the “business as usual” baseline. Activities such as e-commerce, process control, and telecommuting are substitutes for more energy intensive activities. Green IT enables benefits of de-materialization of certain activities, for instance, through paperless workplaces and the consequent improvements in sustainable forestry and land-use practices. To reduce energy use, new IT tools can better control the way energy is distributed and used, such as smart-metering systems, smart-grid technologies, and automated management of energy-intensive supply-chain and logistics activities. By reducing energy needs and providing greater efficiencies, IT holds the potential to provide the world with even greater prosperity.

Dell drives eco-efficiency throughout its value chain: Dell is committed to increasing the eco-efficiency of its operations, products and services by focusing on all aspects of our value chain, with an emphasis on energy efficiency and transitioning to clean, renewable forms of energy.

Supply Chain: Dell's suppliers represent the beginning of Dell's value chain. For each of our suppliers, we have set business expectations for the management, reduction, and public

disclosure of their GHG impacts. Recognizing that Dell's supply chain has many layers, Dell requires its suppliers to set identical expectations with their suppliers.

Operations: Dell has committed to reduce the impact of its own operations, by increasing operational energy efficiency, investing in on-site renewable power, and purchasing additional green power. We will responsibly account for our emissions and we call on others to do the same. Dell reports on its greenhouse gas emissions in accordance with the Greenhouse Gas Protocol through the Carbon Disclosure Project.

Products and Services: Dell's primary role in addressing climate change is to help our customers improve their productivity while reducing the impact of their operations. We do this by providing IT tools that enable operational efficiencies, while making those IT tools they use more energy efficient. We've steadily reduced the average energy consumption of our product portfolio while simultaneously enhancing its performance. We'll continue to provide energy-saving products and offer services and solutions to help customers use IT efficiently, increase productivity, reduce energy costs, and lower associated GHG impacts.