

Dell to Acquire Force10 Networks



Dave Johnson

SVP, Corporate Strategy, Dell

Brad Anderson

SVP, Enterprise Product Group, Dell

David Mehok

Executive Director, Investor Relations, Dell

Dario Zamarian

VP, General Manager Networking, Dell

Henry Wasik

CEO, Force10

July 20, 2011

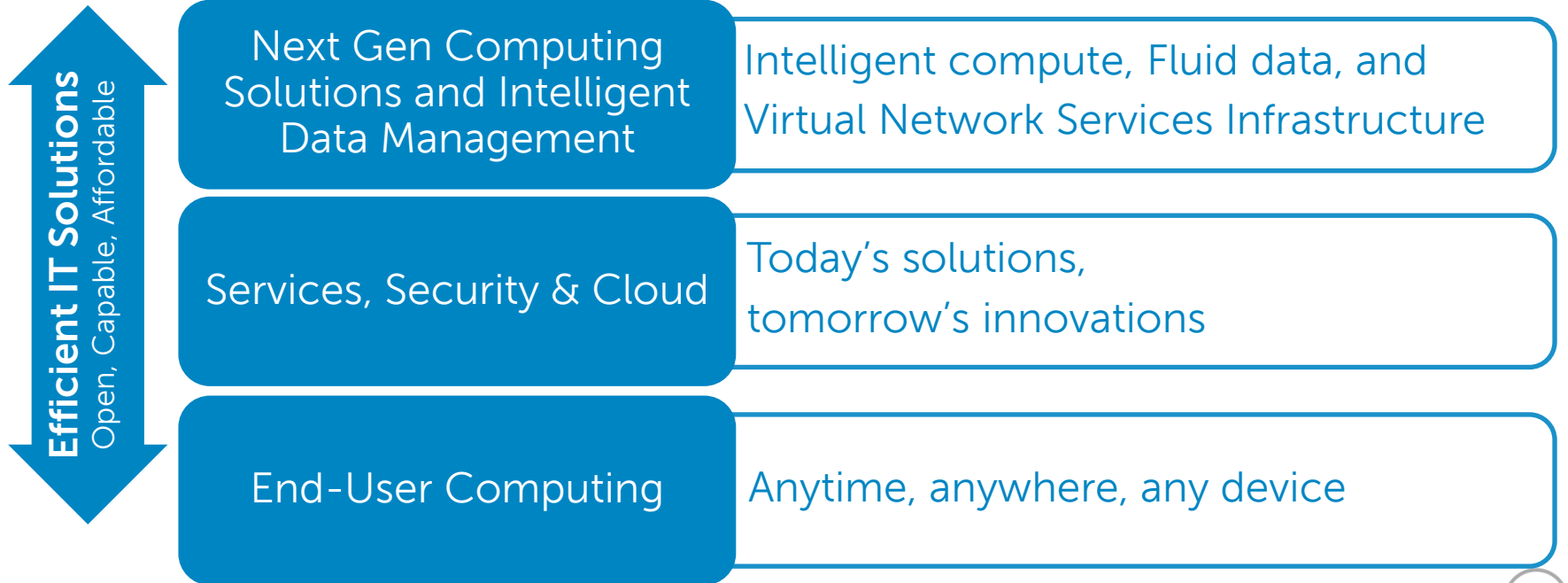
Forward-Looking Statements

Statements in this presentation that relate to future results and events are forward-looking statements based on Dell's current expectations. Actual results and events in future periods may differ materially from those expressed or implied by these forward-looking statements because of a number of risks, uncertainties and other factors. Risks, uncertainties and assumptions include the possibility that projected benefits may not materialize as expected; that the transaction may not be timely completed, if at all; that Dell is unable to successfully implement the plans, strategies and objectives of management for future operations, including the execution of integration strategies; and other risks that are described in Dell's Securities and Exchange Commission reports. Dell undertakes no obligation to update these forward-looking statements.



We are executing a growth strategy

Building enterprise solutions that drive efficiency and flexibility for the virtual era



Force10 at a glance

Company

Force10 is a leader in high-performance datacenter networking

- **Revenue** ~**\$200M**
Trailing 12 months
- **Employees** ~**750**
HQ in San Jose, CA; R&D in Chennai, India
- **Customers** ~**1,400**
In more than 60 countries

Transaction

Approved by board of directors of each company

- **Closing** **3rd Quarter, FY12**
Estimated
- **Accretive to earnings** **2nd Half FY13**
Estimated, non-GAAP



End User Trends Impacting Data Center

User Experience is dependent upon all that lies between users and their applications & data – this is the networking opportunity

...End Users...	...IT Admins...	...CxOs...
Device proliferation	"Cloud" computing	Business-responsive IT
Vast amounts of data	New consumption models	New digital communities
Consumerization of IT	Reshaping orgs & operations	Business intelligence

- The data center is the focal point from which mobile users increasingly access applications and information
- Data center networking is projected to grow from ~\$6B in FY11 to ~\$16B in FY16



Meeting end user needs with Dell's Virtual Network Services Infrastructure (VNSI)

Innovation that delivers an open architecture, open automation and open ecosystem



Data Center VNSI

Manage from the Edge

Application Focused

Flatten the Network

Performance Focused

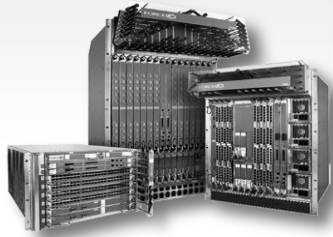
Scaling Virtualization

Growth Focused

Force10 delivers VNSI

Performance, scalability & automation for next-gen data center networks

E-Series
Core Systems



FTOS Force10 Operating System

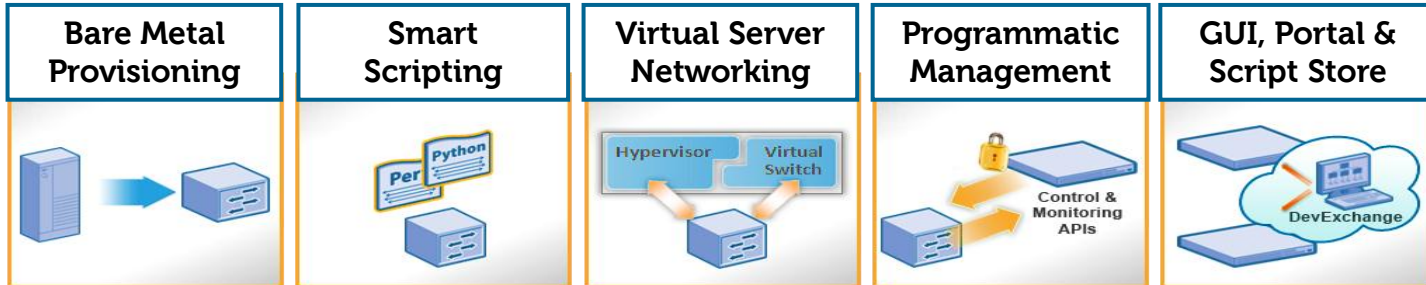


S-Series
TOR/Access Systems

Z-Series
Next-Gen Distributed Core



Open Architectures + Open Automation + Open Ecosystems



Enabling Dell's VNSI Vision

Performance and choice with an open management framework



FORCE10



Total Enterprise Solutions & Global Reach

- Full Data Center Stack
- Open, Capable, Affordable
- Servers+Storage+Services
- Global Scale & Reach



High Performance Networking for Data Centers

- Industry's newest, innovative portfolio & software enabling Open Cloud Networking
- Complementary Network Solutions for Web2.0, Cloud & Enterprise Data Centers

Force10's Data Center Networking portfolio complements Dell's world-class Server & Storage Solutions



Q & A

