



## Raft of Dell acquisitions expands business goals, solution offerings

In the first part of 2012, Dell has taken another giant step forward with an acquisition strategy aimed to fortify the company's position as an end-to-end solutions provider. Dell is concentrating on growth in four key business areas: end-user computing, enterprise solutions, software, and services.

At the Dell Annual Industry Analyst Conference 2012 last April in Austin, Texas, Chairman and CEO Michael Dell discussed the transformation. "During the past five years, we've become a different company. The services and solutions within Dell have doubled and now account for 30 percent of our revenue. We have focused on being an end-to-end solutions provider for our customers.

"We're moving from product conversations with our customers to solutions conversations. You'll hear us talk more about the connected client devices. Then you have the cloud infrastructure of servers, storage, and networking. We want to help our customers figure out how to tap into their data and leverage it. You'll also see us focusing on security. You then wrap our services offering around all of this."

Recent acquisition activity with AppAssure, SonicWALL, Wyse Technology, Make Technologies, and Clarity Solutions has significantly advanced Dell's goal of delivering a comprehensive suite of integrated solutions.

### AppAssure

Over the last three years, Dell has expanded its storage portfolio with a broad range of products and solutions. Now, advanced backup capabilities from AppAssure enhance storage offerings by providing robust protection for applications and data. This unified approach to backup, archive, and replication is designed to support complex virtualized, physical, and cloud environments.

"AppAssure's unique architecture delivers innovative, cloud-enabled backup

and replication solutions designed to meet the challenges of protecting the explosive growth of data in both virtual and physical environments," said Brad Anderson, president, Enterprise Solutions Group at Dell. "At a practical level, AppAssure enables Dell customers to seamlessly move and replicate data across our existing platforms—from a Dell™ EqualLogic™ array in a remote office to a Dell Compellent™ array at a data recovery site."

### SonicWALL

Delivering a wealth of security solutions, SonicWALL's portfolio includes firewalls, secure remote access, e-mail security, backup and recovery, and policy management and reporting. SonicWALL® Next-Generation Firewalls and Unified Threat Management (UTM) Firewalls complement and broaden Dell's enterprise offerings. The acquisition of SonicWALL expands Dell's rapidly growing security software and services portfolio, which includes cloud security solutions, data encryption solutions, and vulnerability and patch management.

"We are building a strategic software portfolio to address the needs of our customers with key assets in the fast-growing and highly profitable IT security solutions business. Our customers see security as a key IT concern for the foreseeable future. SonicWALL gives Dell access to unique intellectual property resources and technology," said John Swainson, president, Dell Software Group.

### Wyse Technology

The potential acquisition of Wyse Technology, a leader in client cloud computing solutions, is intended to bolster Dell's end-user computing business. In certain environments, a virtual desktop approach allows enterprises to heighten efficiency and security for managing user and endpoint devices. The addition of

Wyse Technology is expected to expand Dell's desktop virtualization capabilities and provide fresh solutions and services opportunities for a comprehensive range of enterprise offerings.

"Desktop virtualization can help organizations streamline IT management, improve productivity and security, and increase cost-efficiency for discrete workloads or usage scenarios," noted Jeff Clarke, president, End User Computing Solutions at Dell. "The Wyse Technology desktop virtualization capability complements Dell's strongest-ever device and computing solutions portfolio, and strengthens our position in offering customers among the broadest set of computing choices from the edge to the core to the cloud."

### Make Technologies and Clerity Solutions

By delivering IT modernization solutions and services, both Make Technologies and Clerity Solutions help organizations transition from inefficient legacy platforms, such as those based on the UNIX® OS, to distributed x86-based systems. The potential acquisition of Make Technologies is intended to help reduce the cost, risk, and time required to re-engineer applications. In addition, Clerity Solutions enables Dell Services to help organizations minimize the cost of transitioning business-critical applications and data from legacy computing systems onto advanced architectures, including the cloud.

The addition of Make Technologies, combined with Clerity Solutions, is expected to position Dell as a high-quality provider for modernizing applications. Together, the intellectual property, talent, and capabilities from Make Technologies



### Transformational journey

Join Michael Dell as he shares his company's progress in its transformation to an end-to-end solutions provider for enterprises.

[qrs.ly/ss1txt](http://qrs.ly/ss1txt)

"During the past five years, we've become a different company. The services and solutions within Dell have doubled and now account for 30 percent of our revenue. We have focused on being an end-to-end solutions provider for our customers."

—Michael Dell  
Chairman and CEO, Dell  
April 2012

and Clerity Solutions significantly augment the applications expertise offered by Dell Services.

"The addition of Make Technologies and Clerity Solutions to Dell Services positions us to lead in the fast-growing applications modernization space," said Steve Schuckenbrock, president, Dell Services. "We have the capabilities to help customers with all their modernization needs—from re-hosting and re-platforming to code re-engineering. These offerings enable Dell to support the thousands of commercial and public sector customers looking to migrate business-critical applications to open, standards-based architectures, including the cloud." 

### Learn more

**AppAssure:**  
[dell.com/appassure](http://dell.com/appassure)

**SonicWALL:**  
[dell.com/sonicwall](http://dell.com/sonicwall)

**Wyse Technology:**  
[dell.com/wyse](http://dell.com/wyse)

**Clerity Solutions:**  
[dell.com/clerity](http://dell.com/clerity)

**Make Technologies:**  
[dell.com/make](http://dell.com/make)

**Dell acquisitions:**  
[dell.com/acquisitions](http://dell.com/acquisitions)