

The Landscape of Optimized Technology

Cultivating Your IT Lifecycle

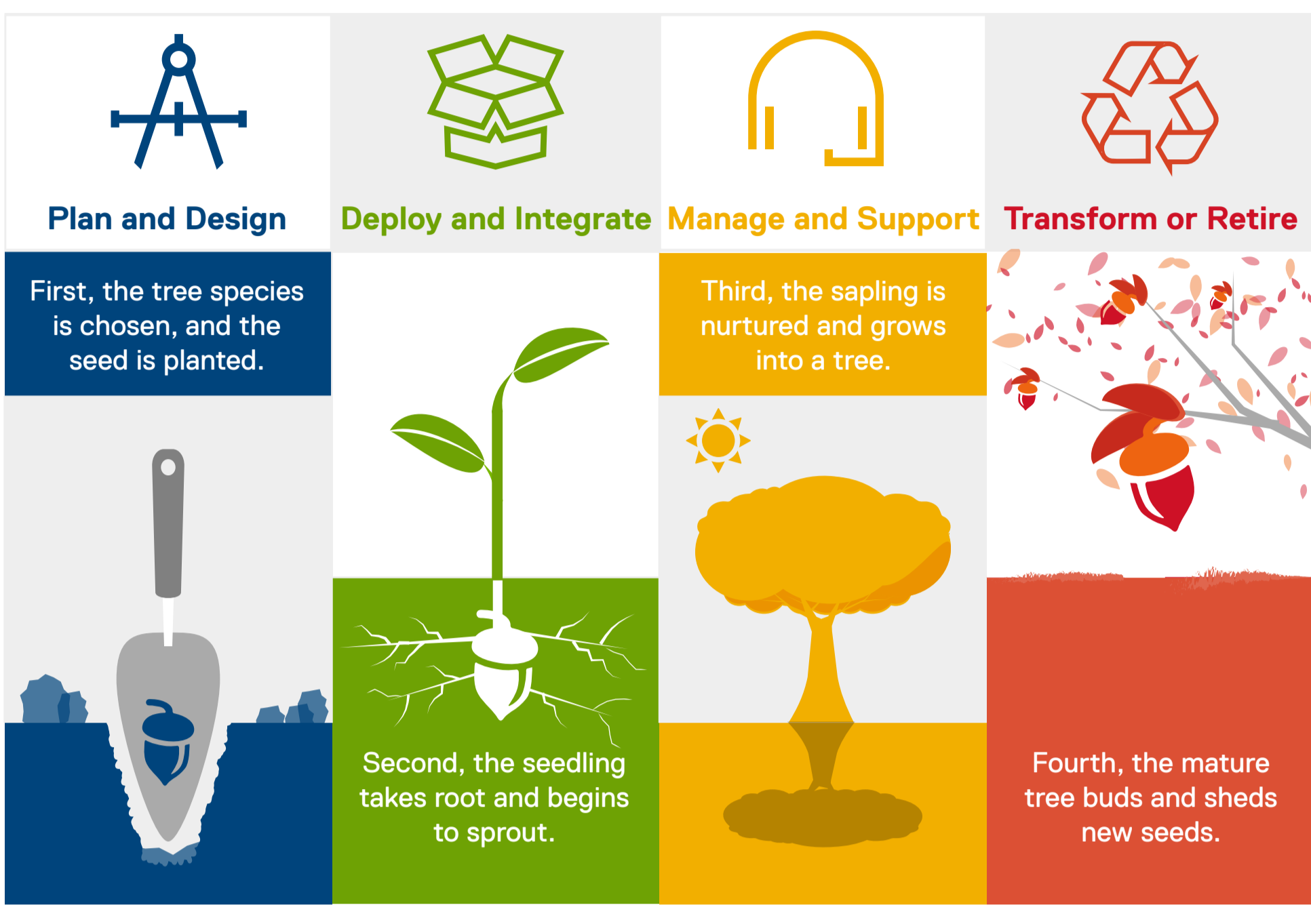
It's no coincidence that "life" is part of the IT lifecycle.

Technology enables life and can improve the world. Optimized systems can help extend performance.

Optimizing at every stage of the IT lifecycle helps systems produce for sustained periods of time.

A bird's eye view of the IT lifecycle

Compare the IT lifecycle to a tree's stages of development



Plan and Design



Explore the possibilities. Lay the groundwork.

Our skilled consultants can assess your current capabilities and gather new requirements. Whether you plan to optimize or transform your IT environment, we'll help you develop a well-defined plan and implement solutions without interrupting operations.

IT consulting spending will reach \$37.1 billion in 2019.¹

Dell received a 93% customer experience (CE) rate for Consulting Services.²

Deploy and Integrate

Establish connections. Educate to enrich growth.

Our deployment experts can help with simple to complex system configuration, logistics, integration and data migration. Once your systems are up and running, we'll train IT professionals and staff to maximize your investment.



78% of enterprises worldwide use some type of deployment service.³

80% of IT managers believe effective training is critical to the success of a project.⁴

Manage and Support

Maintain system functions. Nurture to extend performance.

Our technical engineers paired with automated system monitoring provide the highest level of hardware and software support available. Vigilant sensors enable proactive issue detection to help take the "break" out of "break-fix."

Professional and support services for infrastructure and software will grow at a CAGR of 22.7%.⁵

Up to 90% less IT effort to resolve issues using ProSupport Plus with SupportAssist.⁶

Examine system performance. Assess for continued viability.

Our asset analysts can evaluate whether to repurpose, resell or recycle systems nearing end of life. When you're ready to transition from old to new, we take extensive measures to protect your sensitive information and then recycle systems responsibly.



E-waste generated globally each year expected to grow to 49.8 Metric tons by 2018.⁷

As the world's largest tech recycling program, Dell recovered 1.6 billion pounds in 83 countries/territories.⁸

With each new system, the IT lifecycle begins again.

Trust Dell's technology landscape architects to dig in.

We're so much more than hardware.

¹ IDC OPINION: Worldwide and U.S. IT Consulting 2015-2019 Forecast, May 2015, Doc # 255748.

² Dell, Global Technology Services CE Weekly Update 020916, 2015, Microsoft PowerPoint file.

³ IDC Survey: Worldwide x86 Attach Rate Study, 2015, February 2016, Doc # US41016815.

⁴ IDC MarketScape: Worldwide IT Education and Training 2013 Vendor Analysis, January 2013, Doc # 239139e, Volume 1.

⁵ DC: Worldwide Big Data Technology and Services Forecast, 2015-2019, October 2015, Doc # 259532.

⁶ Dell, Principled Technologies test report, Faster, More Efficient Implementation with Dell ProDeploy, Deploying New Solutions with ProDeploy, September 2015, PDF file.

⁷ Baldé, C.P., Wang, F., Kuehr, R., Huisman, J. (2015), The global e-waste monitor - 2014," United Nations University, IAS - SCYCLE, Bonn, Germany; <https://i.unu.edu/media/unu.edu/news/52624/UNU-1stGlobal-E-Waste-Monitor-2014-small.pdf>, Page 22-24.

⁸ Dell, Corporate Social Responsibility Report, 2020 Legacy of Good Plan Annual Update, <http://legacyofgood.dell.com/>, 2016.

