

# Dell to Acquire Wyse Technology



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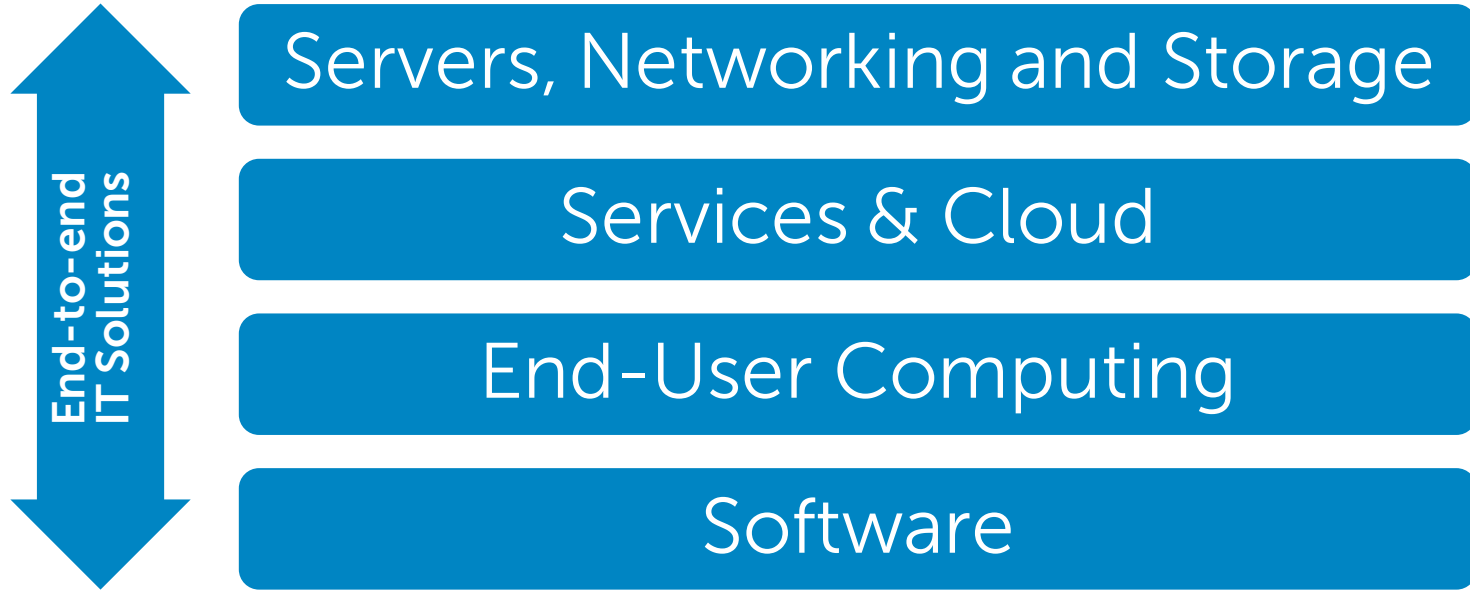
# Forward-Looking Statements

*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 on our Strategy

End-to-end IT solutions Designed to Scale



# Wyse Technology at a Glance

## Company

*Wyse Technology is recognized as a leader in cloud client computing*

- **Revenue** **Approximately \$375M** *(Trailing 12 months)*
- **Employees** **Approximately 500** *(~140 software engineers, ~250 sales specialists)*
- **Patents** **180+** *patents issued or pending*
- **Channel Members** **over 3,000** *worldwide*
- **Customers** **20M** *units shipped*

## Transaction *(Approved by board of directors of each company)*

- **Accretive to earnings** **2<sup>nd</sup> Half FY13\*** *(Non-GAAP)*
- **Closing** **2<sup>nd</sup> Quarter, FY13\***

\* Estimated



# Desktop Virtualization Solution Stack

Dell and Wyse Technology Deliver an End-to-end Desktop Virtualization Solution

## Desktop Virtualization Solution Stack

Data center &  
Networking



Software



Client



Services



### A single point of contact for all the components of your desktop virtualization needs

- **Datacenter hardware:** Dell servers, storage and networking solutions
- **Software:** Infrastructure management, security, virtualization, cloud enablement, mobility software and thin client firmware/OS (all on premise or cloud)
- **End points:** Desktop, laptops, ultrabooks, mobile devices and thin/zero clients
- **Hosted services:** Virtual desktop hosting in Dell datacenters with management options
- **Dell services:** Assessment, design, implementation and support



# End User Computing Strategy

Delivering Solutions and Expanding our Reach

## Strategic initiatives

### 1 Strengthen the core

- Reduce complexity
- Refocus efforts toward higher value areas for Dell
- Establish “repeatable” processes to sustain gains

### 2 Deliver solutions

- Develop comprehensive solutions
- Provide compelling devices plus the tools to secure and manage hardware, software and data
- Redirect resources to higher value opportunities

### 3 Expand our reach

- Lead the development of new computing paradigms
- Wyse Technology provides leadership in a growing profit pool
- Further opportunities exist in Wyse Technology capabilities around software and cloud

- Wyse Technology fits into Dell’s established end user computing strategy
- Desktop Virtualization opens server, storage, networking and services opportunities
- Software & cloud capabilities from Wyse Technology offer further potential to expand our reach



# Wyse Technology Delivers Cloud Client Computing Leadership

## Hardware



Multipoint  
E01 & E02



Terminal Services  
T Class



Xenith  
Xenith Pro



P20  
P20 w/Fiber



Windows Embedded  
R & Z Class

## Software

Thin/Zero  
Client  
Management

(Wyse WDM)

Enterprise  
Mobility  
Management

(Wyse Trellia)

Virtualization/  
Optimization

(Wyse TCX/VDA)

Cloud  
Enablement

(Wyse WSM)

Thin Client  
Firmware/OS

(Wyse ThinOS)

## Cloud



**Wyse Stratus:**  
Infrastructure  
Management from  
the Cloud



**Wyse PocketCloud:**  
Content  
Management from  
the Cloud



# Wyse Technology Enables Dell End-to-End Solutions From the Device to the Data Center to the Cloud



## Solutions-Focused & Global Reach



## Leader & Innovator in Cloud Client Computing

- End-to-end solutions spanning servers, storage, networking, services & devices
- Strategic focus on End User Computing including Desktop Virtualization and Mobility solutions
- Global scale & reach

- Leader in Desktop Virtualization
- Synergies in enterprise solutions and services
- Cloud client computing thought leader

Wyse Technology's product portfolio complements Dell's vision of providing innovative and complete end-to-end solutions to our customers





Q & A

