




## DELL TECHNOLOGIES INC. ACCOUNT SUMMARY

**176<sup>th</sup> GLOBAL TOP COMPANY - FORBES 2000**

<b>480<sup>th</sup></b>	Top Market Value Company
<b>200<sup>th</sup></b>	Top Profit Company
<b>73<sup>rd</sup></b>	Top Sales Company
<b>421<sup>st</sup></b>	Top Assets Company

Source: Forbes Global 2000 Companies in 2023

May 03<sup>rd</sup>, 2023  
Powered By   
[www.xiqinc.com](http://www.xiqinc.com)

# SUMMARY

Dell Technologies Inc. designs, develops, manufactures, markets, sells, and supports information technology (IT) products and services worldwide. It operates through three segments: Client Solutions Group (CSG), Infrastructure Solutions Group (ISG), and VMware. The CSG segment offers hardware, such as desktop personal computers, notebooks, and tablets; branded peripherals, including monitors, printers, and projectors; third-party software and peripherals; and attached software, peripherals, and services comprising support and deployment, configuration, and extended warranty services.

We are a diverse team with unique perspectives. United in our purpose, our strategy and our culture. Driven by our ambition and the power of technology to drive human progress. Unwavering in our commitment to equality, trust and advocacy for one another.

## Ranking



Share Price (DELL)	\$44.76
Market Cap	\$30.42B
Fiscal Year	Feb 1

## Annual Stock Chart



Driver

**Michael Dell**  
**Chairman & Chief Executive Officer**  
 Austin, Texas, United States

## Dell Technologies Inc.

<https://www.dell.com/>

One Dell Way Round Rock, TX 78682 United States

Phone: 1-800-289-3355

# S.W.O.T

## Strengths

- **Diverse offerings:** Dell's diverse product and service offerings, ranging from managed device services to open telecom network solutions, allow the company to serve a variety of industries and needs.
- **Strong financials:** Dell has consistently reported steady financial growth, with a strong balance sheet and healthy cash reserves.
- **Global presence:** As a multinational company, Dell has a global presence, with operations in various regions, providing opportunities for international growth and expansion.
- **Successful partnerships:** Dell has had successful partnerships with various companies and organizations, including UCC and Startup India, to address sustainability and drive innovation in emerging areas.

## Weaknesses

- **Declining market share in the smartphone industry** Dell's entry into the smartphone market has not been successful, leading to declining market share.
- **Limited success with consumer-focused products** Dell's focus on B2B products and services may limit its success with consumer-focused products.
- **High cost structure** Dell's high cost structure could be a disadvantage in price-sensitive markets, limiting its market share.
- **High level of competition** Dell faces high levels of competition in various markets, including the server and network space, requiring continuous innovation and improvement.

## Opportunities

- **Increasing interest in private cloud solutions** Dell's bare metal cloud and colocation offerings could capitalize on increasing interest in private cloud solutions.
- **Expansion of gaming and esports market** Dell's growing presence in the gaming and esports industry presents significant growth opportunities.
- **Growing demand for work-from-home solutions** As more companies adopt work-from-home policies, Dell's remote work solutions could provide significant growth opportunities.
- **Opportunities in the VDI space** Dell's APEX for VDI could create new opportunities in the VDI space, which is expected to grow in the coming years.

## Threats

- **Potential supply chain disruptions** Dell's reliance on third-party suppliers could pose a threat if there are disruptions or shortages in the supply chain.
- **Competition from new market entrants** New market entrants in various industries could pose a threat to Dell's market position.
- **Intense competition** The technology industry is highly competitive, and Dell faces intense competition from established players like HP, Lenovo, and Apple.
- **Uncertainty in the global economy** Uncertainty in the global economy, including ongoing effects of the pandemic and geopolitical tensions, could create challenges for Dell.

[View Details >](#)

# PAIN POINTS



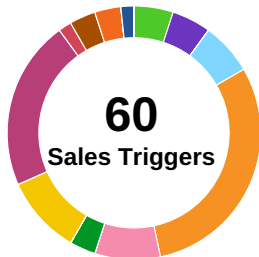
- **Dell's financial growth and profitability:** Dell faces pressure to maintain financial growth and profitability, particularly as the PC market faces challenges and the company works to pivot to new markets.
- **Competition and Partnerships in Supercomputing Space:** Dell is facing challenges in competing and partnering with other companies in the supercomputing space, including delivering on the power consumption and AI priorities, partnering with the Department of Energy, and offering multicloud data protection and security innovations.
- **Dell's efforts to streamline endpoint security and manageability:** As the threat of cyber attacks increases, Dell is working to streamline its endpoint security offerings and better manage these processes for consumers.
- **Dell's struggle to navigate the changing market:** With technology rapidly evolving, Dell struggles to maintain its position in the market and pivot to new opportunities.
- **Challenges in Channel Sales and Growth Targets:** Dell is facing challenges in achieving its growth targets and managing its channel sales, with dips in sales normalization after record quarters.

# PAIN POINTS

- **Competition in Laptop Market:** Dell defeated HP in the business laptop race.
- **Legal and Regulatory Issues:** Dell is facing multiple legal issues, including a settlement lawsuit worth \$1 billion with shareholders, being taken to court for misleading discounts and inadequate testing of laptop batteries, and fines for failing to monitor drinking water in Dell City.
- **Innovation Opportunities in AI and Quantum Computing:** While AI adoption increases, Dell sees opportunities in 'humanizing' the technology and launching new toolsets to better integrate quantum computers.
- **Collaboration and Partnership:** Dell Technologies collaborates with Unified National Networks to accelerate the modernization of Brunei's telecommunications network.
- **Sustainability and Environmental Initiatives:** Dell is focusing on sustainability and environmental initiatives, such as launching new solar community hubs portfolio in India, partnering with PhonePe to launch a green data center, and providing comprehensive security for unstructured data.

# TRIGGERS

## PULSE - 30 DAYS



### LEGEND

COVID-19	Earnings	Partnerships
Awards	Events	Products
CxO Moves	Finance	Real Estate
CxO News	HR	Regulation
Cyber Security	Legal	Restructuring
Deals	M&A	Strategy
Divestiture	Outsourcing	Technology
Customer Experience		

## CXO NEWS

APR 24, 2023 | [mobihealthnews.com](https://mobihealthnews.com)

### Q&A: Dell on Creating Unbiased AI in Healthcare

Steven Lazer, global healthcare and life sciences chief technology officer at Dell Technologies, sat down with MobiHealthNews during the 2023 HIMSS Global Health ... [Read More](#)



## CXO MOVES

APR 13, 2023 | [channelweb.co.uk](https://channelweb.co.uk)

### Dell Unveils New UK Head Honcho

Dell has a new UK supremo in the form of 20-year company veteran Steve Young. Young replaces Dayne Turbitt, who left the vendor in February to join business planni... [Read More](#)



## DEALS

APR 28, 2023 | [thedailycougar.com](https://thedailycougar.com)

### Star UH Wideout Tank Dell Selected 69th Overall by Texans

Star UH wideout Tank Dell selected 69th overall by Texans. Nathaniel 'Tank' Dell is staying in Houston. The star UH wide receiver was the first Cougar to be selected... [Read More](#)



# TRIGGERS

## DEALS

APR 21, 2023 | [zawya.com](#)

### Digital Transformation Essential for Growth: Dell Technologies

Egypt - Tarek Heiba, General Manager of Dell Technologies in Egypt and Libya, said that the world is witnessing unprecedented development and progress thanks to t... [Read More](#)



APR 20, 2023 | [msn.com](#)

### Dell PowerEdge Servers Expands Portfolio to Offer Advanced Performance and Energy Efficiency

Dell Technologies has expanded the industry's top-selling server portfolio with additional next-generation Dell PowerEdge servers. The company aims to accelerate ... [Read More](#)



## EARNINGS

APR 17, 2023 | [msn.com](#)

### HP Rises, Dell Falls as J.P. Morgan Changes Ratings on Pair Heading Into Q1

Investment firm J.P. Morgan changed its rating on HP (NYSE:HPQ) and Dell Technologies (NYSE:DELL) on Monday, with the firm favoring HP ahead of first-quarter resu... [Read More](#)



## EARNINGS

APR 04, 2023 | [crn.com](#)

### Michael Dell on Apex's \$1B Q4 Performance, Public Cloud Repatriation and Fallout From 'Massive Pandemic-Led Expansion'

Dell Technologies wants partners to sell more of its Apex cloud solutions, and no one at the company is more bullish about that opportunity than founder, Chairman... [Read More](#)



## STRATEGY

APR 11, 2023 | [dell.com](#)

### Technology Drives Impact on Earth Day — And Every Day

Innovation matters – it's why we exist. To create technologies that drive human progress, including creating technology to protect our planet. For nearly four dec... [Read More](#)



## PRODUCTS

MAY 02, 2023 | [fastcompany.com](#)

### How Dell Is Infusing Sustainability Across Its Businesses

Dell is one of the winners of Fast Company's 2023 World Changing Ideas Awards. Explore the full list of projects we're honoring for making the world more equitabl... [Read More](#)



## TRIGGERS

### PRODUCTS

**APR 27, 2023** | [it-online.co.za](https://it-online.co.za)

#### Dell Builds Ecosystem for Zero Trust Adoption

Dell is bringing together more than 30 leading technology and security companies to create a unified Zero Trust solution, writes Herb Kelsey, federal chief techno... [Read More](#)



**APR 26, 2023** | [msn.com](https://msn.com)

#### Dell Launches 11 New Latitude and Precision Laptops With Improved Security Features for Business Users

Dell India has launched 11 new laptops under its Latitude and Precision series for business customers. While the new laptops are tweaked to help ease hybrid work ... [Read More](#)



### PARTNERSHIPS

**APR 28, 2023** | [datacenterdynamics.com](https://datacenterdynamics.com)

#### Dell Teams Up With AT&T and VMWare to Develop 5G MEC for Enterprises

The new product which is called the AT&T MEC with Dell APEX solution, was announced yesterday (April 27) in a blog post by Dell.Dell, AT&T, and VMWare have teamed... [Read More](#)



### PARTNERSHIPS

**APR 06, 2023** | [irishtimes.com](https://irishtimes.com)

#### Dell Teams Up With UCC to Cut Campus Carbon Emissions

University College Cork (UCC) has teamed up with Dell to cut energy use and carbon emissions on its campus, using technology to bring more sustainable services to... [Read More](#)



### TECHNOLOGY

**APR 19, 2023** | [crn.com](https://crn.com)

#### Dell Global CTO: The Public Cloud Has a Zero Trust Problem

Enabling Zero TrustDell Technologies took a major next step in its effort to provide technologies for enabling zero trust security Wednesday, with the announcemen... [Read More](#)



### HR

**APR 20, 2023** | [msn.com](https://msn.com)

#### Use Tech to Stay Relevant in Changing Job Market, Says Dell India MD Raj Kumar Rishi

The tech world has been plagued by layoffs recently and most prominent companies are firing employees left, right and center. The latest Meta layoffs have put tho... [Read More](#)





# FINANCIAL OVERVIEW

## KEY METRICS & REPORTS



[SEC FILINGS](#)

Net Income  
**\$2.44B**

Qty.Rev  
Growth  
**-10.50%**

EBITDA  
(TTM)  
**\$7.81B**

EPS  
(TTM)  
**3.33**

Share  
Price  
**\$44.76**

Revenue  
**\$102.3B**

Employees  
**133.0K**

Gross Profit  
**\$22.69B**

Market Cap  
**\$30.42B**

Operating  
Margin  
**5.64%**

## NEWS

**APR 17, 2023** | [msn.com](#)

**HP Rises, Dell Falls as J.P. Morgan Changes Ratings on Pair Heading Into Q1**

Investment firm J.P. Morgan changed its rating on HP (NYSE:HPQ) and Dell Technologies (NYSE:DELL) on Monday, with the firm favoring HP ... [Read More](#)



**APR 10, 2023** | [theglobeandmail.com](#)

**Dell Technologies Inc (DELL-N) Quote - Press Release**

While the tech sector has bounced back somewhat to start 2023, many of the best technology stocks are still far below their highs. Not ... [Read More](#)



**APR 04, 2023** | [cm.com](#)





**Michael Dell on Apex's \$1B Q4 Performance, Public Cloud Repatriation and Fallout From 'Massive Pandemic-Led Expansion'**

Dell Technologies wants partners to sell more of its Apex cloud solutions, and no one at the company is more bullish about that opportunity... [Read More](#)



# COMPETITORS



COMPANIES				
Name	Dell Technologies Inc.	HP, Inc.	Lenovo Group Limited	Sony Corporation
WEBSITE	<a href="https://www.dell.com/">https://www.dell.com/</a>	<a href="http://www.hp.com">www.hp.com</a>	<a href="http://www.lenovo.com">www.lenovo.com</a>	<a href="http://sony.co.jp">sony.co.jp</a>
FOUNDED	2016	1939	1984	1946
INDUSTRY	Information Technology and Services	Information Technology & Services	Information Technology & Services	Entertainment
CEO	Michael Dell	Enrique Lores	Yang Yuanqing	Kenichiro Yoshida
EMPLOYEES	133.0K	58.0K	82.0K	108.9K
REVENUE	\$102.3B	\$59.78B	\$66.01B	¥10.74T
MARKET CAP	\$30.42B	\$29.27B	\$102.85B	¥14.81T
GROSS PROFIT	\$22.69B	\$12.34B	\$12.05B	¥2.7T
OPERATING MARGIN	5.64%	7.98%	4.66%	11.17%

# C-SUITE INSIGHTS



Leader

**Chuck Whitten**  
Co-Chief Operating  
Officer  
**Dell Technologies**  
Inc.  
Dallas, Texas, United  
States

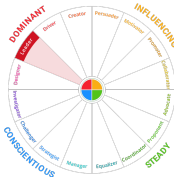
## EXPERIENCE

**Co-Chief Operating Officer**  
Dell Technologies | Aug 2021 - Present

## EDUCATION

**Harvard Business School**  
MBA, MBA 2002 – 2004

## INSIGHTS



Chuck is stimulated by difficult tasks and is happy to take the helm to achieve positive outcomes.

## QUALITIES

- Efficient
- Assertive
- Straightforward
- Forceful
- Dedicated

## SELLING

Project conviction for your product/solution even in the face of skepticism from Chuck. Be ready to reply swiftly with evidence of how your solution will have a tangible, positive influence on Chuck's success.

### Tips

- Link the discussion back to the objectives.
- Address the major topic up front.
- Allow Chuck to direct the discussion but maintain your position.
- Discuss important matters up front, rather than putting them off.
- Ensure the discussion remains concise.

## COMMUNICATION

Chuck is direct and takes action. Therefore be sure your interactions are clear, concise and objective.

### Tips

- Be ready for fast paced discussions
- Express yourself with assurance
- Be straightforward when you do not agree
- Address the main point up front
- Concentrate on the matter at hand

# CHUCK WHITTEN

## NEWS

MAR 08, 2023 | [seekingalpha.com](#)

### Dell Technologies Inc. (DELL) Presents at Morgan Stanley Technology, Media & Telecom Conference (Transcript)

Dell Technologies Inc. (NYSE:DELL) Morgan Stanley Technology, Media & Telecom Conference March 7, 2023 3:55 PM ETCompany Participants... [Read More](#)



MAR 06, 2023 | [msn.com](#)

### Dell Anticipates Another Challenging Year for the PC Market

It's no secret that last year was a challenging year for the PC market, with major brands like Dell and Acer taking double-digit loss... [Read More](#)



MAR 03, 2023 | [msn.com](#)

### Dell Warns of a "Challenging" Year Ahead for the PC Market

Dell has warned that 2023 could be another incredibly challenging year after a tough end to 2022 for the company. Despite announcing ... [Read More](#)



## TWEETS



**Chuck Whitten**  
Co-Chief Operating Officer  
[@chuckatdell](#)



Congratulations @AongusHegarty on both an incredible career and your retirement. Thank you for your leadership—you will be missed. Best of wishes in y ...



10:23 PM - May 01, 2023



**Chuck Whitten**  
Co-Chief Operating Officer  
[@chuckatdell](#)



JUST IN check out the #DellTechWorld speaker lineup! We're bringing together this group of thought leaders and innovators to share insights on everyt ...



08:19 PM - May 01, 2023

## VIDEOS



### Dell Technologies Inc Q2 2023 Earnings Call

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### Excited about future of Dell's business in India: ...

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### Jeff Clarke, Dell Technologies | Dell Technologies...

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# C-SUITE INSIGHTS



Driver

**Michael Dell**  
Chairman & Chief  
Executive Officer  
**Dell Technologies**  
Inc.  
Austin, Texas, United  
States

## EXPERIENCE

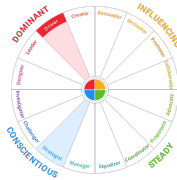
**Chairman and CEO**

Dell Technologies | Jul 2016 - Present

## EDUCATION

**The University of Texas at Austin**  
, 1983 – 1984

## INSIGHTS



Michael is energetic, adventurous, and may have an aversion to conventional structures but adapts a determined and committed work ethic.

## QUALITIES

- Driven
- Adamant
- Self-Assured
- Convincing
- Courageous

## SELLING

Connect your solution to Michael's distinct individual and professional objectives. Define how your proposal will help Michael achieve the desired goals.

### Tips

- Respond to inquiries and promptly address concerns.
- Let Michael take the lead in a conversation, but don't allow Michael to dominate it.
- Confidently express your point of view.
- Speak in an expressive, lively manner.
- Focus on being dynamic and efficient.

## COMMUNICATION

Michael favors straightforward, strong interactions. Michael is at ease when Michael is the leading contributor to the discussion, so it is imperative that you maintain the lead on your section.

### Tips

- Allow Michael to guide the conversation
- Be animated and communicative
- Tell an engaging anecdote
- Be sure your discussions are short
- Express determination

# MICHAEL DELL



## NEWS

MAY 03, 2023 | moneycontrol.com

### '39 Years Since I Founded Dell in My Dorm Room': Michael Dell Celebrates Anniversary

As Dell completed 39 years on Wednesday, its owner Michael Dell took to Twitter to celebrate the tech company's anniversary and to than... [Read More](#)



MAY 03, 2023 | siliconangle.com

### Aisera Taps Generative AI to Process Customer and Employee Service Requests

Aisera Inc., a well-funded startup that provides artificial intelligence tools for companies to enhance employee and customer experienc... [Read More](#)




MAY 02, 2023 | siliconangle.com

### Governance as a Service Has Arrived, but Why Should Orgs Care?


Delivering solutions as a managed service is nothing new. It's already taken over security, cloud and infrastructure. With governance n... [Read More](#)



## TWEETS

**Michael Dell**  
Chairman & Chief Executive Officer  
[@michaeldell](#)

#Multicloud by design brings enterprise management tools and user interfaces to all public cloud environments and provides management consistency. #De ...

 06:31 PM - Apr 20, 2023

**Michael Dell**  
Chairman & Chief Executive Officer  
[@michaeldell](#)

Empowering girls in STEM ! #ShePreneur India, led by @ArchNeha, bridges the gender gap with hands-on tech & business skills training . 320+ girls ...

 09:03 PM - Apr 05, 2023

## VIDEOS



### Michael Dell: Tech Billionaire, Now Huge Player in...

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### Driven by Passion - Michael Dell - Insight on Succ...

[View More](#)



### Why You SHOULDN'T Chase Money - Michael Dell

[View More](#)

# C-SUITE INSIGHTS



Manager

**Jeffrey Clarke**  
Vice Chairman and Co-  
Chief Operating Officer  
**Dell Technologies**  
**Inc.**  
Austin, Texas, United  
States

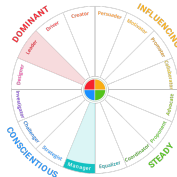
## EXPERIENCE

**Chief Operating Officer and Vice Chairman**  
Dell Technologies | Aug 1987 - Present

## EDUCATION

**The University of Texas at San Antonio**  
BS,Electrical Engineering 1981 – 1986

## INSIGHTS



Jeffrey gets directly to the point and minimizes ambiguity.

## QUALITIES

- Direct
- Productive
- Determined
- Resolute
- Concentrated

## SELLING

Jeffrey thoroughly inspects new proposals and products to feel assured about Jeffrey's determinations. As a result, Jeffrey will be direct and inquisitive so stand firm and be resolute in your positions and your product/service.

### Tips

- Discuss any issues up front.
- Express yourself honestly and don't be afraid of causing offense.
- Ensure the discussion is concentrated on the main points.
- Anticipate skepticism and provide a substantiated counter argument.
- Communicate in a succinct and definitive manner.

## COMMUNICATION

Jeffrey leans towards reason and cynicism. Gaining Jeffrey's trust may require factual data compared to other individuals.

### Tips

- Stick to the point
- Be professional if Jeffrey brings the conversation quickly to a close
- Immediately address important issues
- Prepare to be challenged
- Be concise

# JEFFREY CLARKE

## NEWS

**MAR 03, 2023** | [seekingalpha.com](https://seekingalpha.com)

### Dell Technologies Inc. (DELL) Q4 2022 Earnings Call Transcript

Dell Technologies Inc. (NYSE:DELL) Q4 2022 Earnings Conference Call March 2, 2023 4:30 PM ET Company Participants Rob Williams - SVP of... [Read More](#)



**AUG 30, 2022** | [wsj.com](https://wsj.com)

### HP Warns of Slowing Business Spending as PC Sales Sag

Chief Executive Enrique Lores said that worsening consumer demand is expected to continue and that the company is seeing business appet... [Read More](#)



**DEC 02, 2021** | [nasdaq.com](https://nasdaq.com)

### Here's Why Dell Is Doing What HP Can't

A month-and-a-half ago, I explained why computer maker HP's (NYSE:HPQ) supply chain woes were more serious than those of its peers. Th... [Read More](#)



## TWEETS



**Jeffrey Clarke**  
Vice Chairman and Co-Chief Operating Officer  
[@jclarkeatdell](#)

As we reflect on the impact we have on our planet, I'm proud of how @DellTech is creating a more sustainable future. Check out my blog on how Dell is ...

09:58 PM - Apr 12, 2023



**Jeffrey Clarke**  
Vice Chairman and Co-Chief Operating Officer  
[@jclarkeatdell](#)

Joining Dell Technologies team members in wearing mismatched socks to raise awareness about World Down Syndrome Day (WDSD). #Lotsofsocks #Iwork4dell # ...

08:37 PM - Mar 21, 2023

## VIDEOS



**Dell to slash about 6,650 jobs | Dt Next**  
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**Breaking Analysis: Analyst Take on Dell**  
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**Jeff Clarke, Dell Technologies | Dell Technologies...**  
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# C-SUITE INSIGHTS



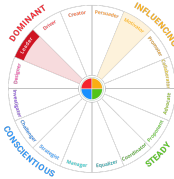
Leader

**Bill Scannell**  
President, Global Sales  
& Customer Operations  
**Dell Technologies**  
Inc.  
Medfield,  
Massachusetts, United  
States

## EXPERIENCE

President Global sales and customer operations  
Dell EMC | Feb 1986 - Present

## INSIGHTS



Bill is decisive and relies on instinct rather than a prolonged detailed evaluation.

## QUALITIES

- Impulsive
- Courageous
- Spirited
- Self-Assured
- Inventive

## SELLING

Keep your sales presentations enthusiastic and energetic or else you may not secure Bill's interest. If Bill questions you, be ready to defend your solution and support your claims.

## Tips

- Connect the discussion to the big picture.
- Be accommodating and adaptable in conversations.
- Be engaging and focus on the high level.
- Express yourself with confidence and passion.
- Focus on being dynamic and efficient.

## COMMUNICATION

Bill is straightforward and compelling. Bill can be determined and direct so be ready to evaluate concepts with Bill.

## Tips

- Be energetic during discussions
- Express determination
- Focus on opportunities
- Tell an engaging anecdote
- Focus on the high-level vision

# BILL SCANNELL



## NEWS

FEB 06, 2023 | crn.com

### Dell Announces Big Executive Moves After Layoffs

In addition to shrinking the company by 5 percent, Dell Technologies says changes are coming to leadership along with shifting responsi...  
[Read More](#)

NOV 21, 2022 | stockhouse.com

### 2022-11-21 | NYSE:DELL | Press Release | Dell Technologies Inc. Class C

Third quarter revenue down 6% at \$24.7 billion Operating income up 68% at a record \$1.8 billion, and non-GAAP operating income up...  
[Read More](#)

NOV 21, 2022 | prnewswire.com

### Dell Technologies Announces Third Quarter Fiscal 2023 Financial Results

Third quarter revenue down 6% at \$24.7 billion Operating income up 68% at a record \$1.8 billion, and non-GAAP operating income up...  
[Read More](#)



## TWEETS



**Bill Scannell**  
President, Global Sales & Customer Operations  
[@billscannell2](#)

This year's FRS is a wrap! Thank you to Jackson Harms, Julia Labich and Preston Tomlinson for joining me on our Global Sales Cash Cab trip around the ...

08:58 PM - Mar 09, 2023



**Bill Scannell**  
President, Global Sales & Customer Operations  
[@billscannell2](#)

We've had a great virtual Field Readiness Summit (FRS) so far! I've loved seeing all of the activity in the chat -- the energy and engagement of this ...

07:56 PM - Mar 08, 2023

## VIDEOS



### Bill Scannell: Dell Building Out Apex As-A-Service...

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### COPPEAD - Launching of the EMC's Chair - Interview...

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### COPPEAD - Launching of the EMC's Chair - Lecture b...

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Prepared By



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