

# DELL COMPANY

**Founder:** Dell Inc. **Michael Dell** is an American entrepreneur, businessman, and author, known as the founder and CEO of Dell Inc., one of the world's leading sellers of personal computers (PCs). In 2016 he became CEO of the newly formed parent company, Dell Technologies.

**Overview:** It markets products under Dell, Dell Technologies and Alienware, brand names. The company also offers deployment, residency services, training, support, managed, cloud, and education services.

**Employees:** As of 2024, Dell Technologies' employee count was approximately 120 thousand, representing a decrease of about 13 thousand employees from the previous year.

**Products or Services:** Dell is primarily known as a product-based company. It is a multinational corporation that designs, develops, sells, repairs, and supports computers and related products and services. While it does offer services such as technical support and consulting, its core business revolves around manufacturing and selling hardware like laptops, desktops, servers, and storage devices.

**Moral & Values:** Dell is primarily known as a product-based company. It is a multinational corporation that designs, develops, sells, repairs, and supports computers and related products and services. While it does offer services such as technical support and consulting, its core business revolves around manufacturing and selling hardware like laptops, desktops, servers, and storage devices.

## Awards and Honours:

- Forbes. Score: 10th out of 750 companies. ...
- Ethisphere<sup>®</sup> Institute. World's Most Ethical Companies. ...
  - EcoVadis. Platinum medal. ...
- AMERICA'S MOST LOVED WORKPLACES 2022. Score: 1st out of 100 companies. ...
  - 2023 Inclusion Awards. ...
  - 2023 BEST PLACES TO WORK. ...
- INSTITUTIONAL SHAREHOLDER SERVICES ESG. ...
  - Corporate Equality Index.

**CSR:** Under this program, Dell has set a number of ambitious goals, such as achieving 100% renewable energy use in its operations by 2040, recycling 100 million pounds of electronic waste by 2030, and ensuring that 50% of its global workforce is made up of women and underrepresented groups by 2030.

### Top 3 clients:

**Government agencies and institutions:** Dell has a strong presence in supplying technology solutions to various government entities, including federal, state, and local governments, as well as educational institutions and healthcare organizations.

**Large enterprises:** Dell serves numerous large corporations and enterprises worldwide, providing them with a wide range of hardware, software, and IT solutions tailored to their specific needs. These clients often rely on Dell for servers, storage solutions, networking equipment, and client devices.

**Small and medium-sized businesses (SMBs):** Dell also caters to the needs of small and medium-sized businesses, offering them customizable solutions ranging from desktops and laptops to servers and networking infrastructure.

**Revenue:** The revenue of Dell Technologies reached approximately **88.4 billion U.S. dollars** in the 2024 fiscal year. The company's revenue was consistently increasing since 2015 until 2020, when it declined by approximately 6 billion U.S. dollars