



# Dell Internet of Things

Vendor Assessment  
Report Abstract

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## Who Is This Vendor Assessment For?

NelsonHall's Internet of Things profile on Dell is a comprehensive assessment of Dell's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of IoT and identifying vendor suitability for security services RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the IT services sector.

## Key Findings & Highlights

This NelsonHall vendor assessment analyzes Dell's offerings and capabilities in IoT.

Dell was founded as PCs Limited in 1984 by Michael Dell. Acquisitions including EqualLogic, Quest Software, and Perot Systems expanded Dell into the areas of storage, software and services, respectively. Dell's IoT services are located within its Dell Digital Services business.

## Scope of the Report

The report provides a comprehensive and objective analysis of Dell's managed security services offerings and capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphasis, and new developments
- Analysis of the company's strengths, weaknesses, and outlook
- Revenue estimates
- Analysis of the profile of the company's customer base including the company's targeting strategy and examples of current contracts
- Analysis of the company's offerings and key service components
- Analysis of the company's delivery organization including the location of delivery locations.



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## Report Length

9 pages

## Internet of Things Vendor Assessments also available for:

Accenture, Atos, CGI, CSS Corp, HCL, PTC, TCS, Tech Mahindra, Virtusa, Wipro