

Dell Technologies Announces Multi-Year Agreement with GE

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Dell Inc. named primary IT infrastructure supplier for GE

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- Multi-year agreement includes servers, storage, backup, end-user computing and peripherals, as well as professional services
- One of the largest non-government contracts in company history

[Dell Technologies](#) announces that [GE](#), the world's largest digital industrial company, has signed a multi-year commitment to use Dell Inc. infrastructure and end-user computing solutions to support GE's ongoing digital transformation efforts. Under the agreement, Dell Inc. becomes the primary IT infrastructure supplier for GE. The deal is one of the largest non-government contracts in Dell Technologies, Dell or EMC history.

GE will use Dell EMC servers, storage, backup and related professional services, enabling the company to enhance the reliability and efficiency of its IT infrastructure with automated and flash-optimized solutions. In addition, GE will use Dell client solutions and peripherals to drive workforce transformation and an improved end-user experience for GE employees worldwide.

Today's agreement builds on a history of collaboration between the two organizations. GE has previously worked with Virtustream, Pivotal and VMware, all Dell Technologies companies, to support development of its Predix industrial IoT platform. In addition, GE Digital is a Dell IoT Solutions Partner, and the companies have worked together on a variety of Industrial IoT and OEM initiatives.

Executive Quotes:

"Dell Technologies is uniquely positioned to provide customers like GE with the essential building blocks to transform their IT and realize the digital future," said **Michael Dell**, chairman and CEO, Dell Technologies. "We are excited to deepen our relationship with GE to enable them to better serve customers and to continue our mutual exploration of what's possible for the industrial internet."

"GE's collaboration with Dell Technologies has helped us drive the transformation of GE into a digital industrial company," said **Chris Drumgoole**, vice president and chief technology officer, digital technology at GE. "The investment we are making today will continue to push us forward and improve the end-user experience for our employees around the globe."

Dell Technologies

[Dell Technologies](#) is a unique family of businesses that provides the essential infrastructure for organizations to build their digital future, transform IT and protect their most important asset, information. The company services customers of all sizes – ranging from 98 percent of the Fortune 500 to individual consumers – with the industry's broadest and most innovative portfolio from edge to core to cloud.

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*“Under the agreement,
Dell Inc. becomes the
primary IT infrastructure
supplier for GE.”*



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