

California Edition

# The Economy of Transformation



## Giving back starts in our own backyard

Close to  
**\$7.9 million**  
given to charity  
by Dell Technologies  
and its California team  
members

Over  
**45,000**  
hours spent  
volunteering  
in California

Together, we helped support:



Youth education



Environmental  
protection



Disaster relief

## Success means more when it's shared



In California, we support  
approximately 142,000 jobs



We pay our team members nearly  
\$1.5 billion in salaries



We spend approximately \$14 billion  
with CA-based suppliers



In total, Dell Technologies adds over  
\$20 billion in value to California's  
economy.

# The Economy of Transformation



Dell Technologies' California-headquarters business: \$4.2 billion, which is 12% of its U.S. revenues and 7% **of total Dell Technologies revenue\***



For every job at Dell Technologies in California, another **16.2 jobs are supported in the state.\***



Dell Technologies **directly employs almost 8,250 workers** in California.



Every \$100 of Dell Technologies wages **drive almost \$800 of additional wages** in California\*



Dell Technologies **employee wages are approximately 125% higher** relative to the California average.\*



More than **\$100 million in daily sales activity** was triggered by Dell Technologies' product sales and supplier spending.\*