

PARTNERSHIP BRIEF: Unisys and Dell Technologies — co-developing innovative solutions for 30+ years



Optimizing the evolving workplace through a world-class technology partnership

Businesses today have a lot to grapple with. They must keep up with evolving hybrid and remote workplaces, greater workforce and business demands, cash flow pressures, and an increasingly competitive hiring market. At the same time, they need to secure their data in a hostile cyber landscape. Supply chain attacks, double extortion and ransomware-as-a-service were just a few of the ransomware challenges that increased in 2022 and will continue to cause trouble for businesses in 2023.¹

Unisys and Dell Technologies work together to provide the solutions you need to meet the challenges of today's business environment — and some of the strongest protections available against cyberattacks. With a relationship spanning more than three decades, Unisys and Dell Technologies deliver flexible, secure joint solutions for digital workplace services, optimization and Zero Trust—strengthened cyber recovery.

A partnership that drives better business outcomes

By working with Unisys and Dell Technologies, you benefit from joint solution co-development throughout the technology lifecycle. Major end-to-end benefits you can expect include:

- **Improved security:** By leveraging Dell Technologies hardware and Unisys-developed solutions, you can tighten protection in the cloud and at the edge and gain assurance against ransomware attacks.
- **Enhanced employee experience:** Enable meetings from anywhere with state-of-the-art collaboration solutions, including ruggedized equipment for frontline workers and customized meeting rooms.
- **Increased flexibility and scale:** Gain a range of choices, including multi-cloud transformation solutions, device subscription services and other solutions to empower your digital workforce.
- **Accelerated productivity and reduced downtime:** Restore uncorrupted data quickly after an attack or failure with cyber recovery solutions.
- **Economic efficiency:** Streamline supplier engagement, receive ongoing support and gain trusted guidance as your business and technology landscapes evolve.
- **Sustainability integrated into solutions:** Satisfy environmental, social and governance (ESG) initiatives by right-sizing devices and materials and leveraging intelligent support to reduce your impact on the environment.

Evolving with our customers for more than 30 years

The Unisys and Dell relationship is rooted in our OEM partnership that began with EMC when the mainframe was king. Over the years, Unisys has expanded its role in consultancy, design, service provisioning and field services, while Dell Technologies extended its storage hardware and infrastructure innovation to grow as an industry leader.

Unisys starts by understanding your technology roadmap to optimize your vendor landscape and IT spend. From there, Unisys provides end-to-end solutions to address your challenges and apply services from inception and installation to organizational change management and managed services. Unisys services cater to some of the most regulated, high-volume and high-transaction industries, such as financial services and travel and transportation. By partnering with Unisys, you can ensure and demonstrate regulatory compliance, return to or move away from on-premises data centers, and improve end-user experiences for your organization.



"Through our partnership, we help customers solve their business challenges with secure solutions reliably and efficiently by providing complete, end-to-end solutions designed for the most demanding IT environments."

Lisa McLin
Global VP of Channel & Alliances, Unisys



"Dell Technologies and Unisys offer solutions from mainframes to the cloud to the edge that ensure optimized performance, security and protection, and the flexibility and ease of use to run your business — today and in the future."

Tony McCoy
VP of Global Alliances,
System Integrators & Strategic
Outsourcers, Dell Technologies

¹Sean Michael Kerner, "Ransomware trends, statistics and facts in 2023," TechTarget, January 2023.

UNISYS AND DELL TECHNOLOGIES AT A GLANCE



10.9 million
end users supported
by Unisys worldwide



Award-winning
Unisys won the ISG Provider Lens Award – NextGen Private and Hybrid Cloud (2022) and Cybersecurity Solutions and Services (2021)



ESG leaders

Unisys and Dell are both on track to reduce scope 1 and 2 emissions by 50% to 75% by 2030



Platinum partner
Unisys has achieved Dell Technologies Platinum partnership status or higher for multiple years

End-to-end solutions to maximize productivity and minimize risk

Enterprises need to improve the employee experience, protect against cyberattacks, become more efficient and scale to meet the challenges of today's evolving business environment.

Here's how the Unisys and Dell Technologies partnership helps:

ClearPath® includes products and services that provide unmatched performance for high-volume, mission-critical workloads and transaction processing. Trusted by the world's largest banks, airlines, governments and commercial enterprises, the ClearPath environment meets the most demanding workload needs in the cloud and on the mainframe.

Digital Workplace Solutions leverage solutions developed by Dell Technologies to deliver technology and support services that help organizations transform their workplaces. They increase end-user productivity while ensuring security and compliance, all in a cost-effective device consumption model. Unisys Device Subscription Services (DSS) help transform the employee experience with the entire device lifecycle. Modern digital workplace solutions include hybrid virtual desktop provisioning, a next-generation service desk, frontline worker enablement and support services, and endpoint security infrastructure.

Seamless Collaboration solutions provide monitoring, management and optimization of networks, platforms and meeting spaces for a better employee experience. In addition to providing collaboration platform management and governance, these offerings include meeting room management wrapped around Dell Technologies' meeting room hardware and software. Unisys designs, installs, configures and manages meeting rooms to ensure that the technology meets enterprise requirements and empowers frontline workers with ruggedized equipment for work in the field.

The Unisys Private Cloud Managed Services solution delivers operational efficiency and centralized control for Dell VxRail environments, so organizations can move workloads across multiple clouds and scale resources quickly. For clients looking to move to a multi-cloud environment intentionally and intelligently, Unisys consulting services can help evaluate APEX multi-cloud capabilities.

Unisys Stealth® with Cyber Recovery enhances the Dell PowerProtect Cyber Recovery by protecting the components with Zero Trust, microsegmentation and defense-grade encryption. In addition, the Unisys Cyber Recovery Orchestrator provides comprehensive application restore, workflow automation and security tools for data integrity during the recovery process. It delivers highly secure, automated cyber recovery that dramatically reduces the time it takes to return to production. With Unisys Stealth with Cyber Recovery, IT teams can quickly restore applications and users during a cyberattack, minimizing downtime.

A proven partnership

For more than 30 years, Unisys and Dell Technologies have teamed up to provide end-to-end solutions for the most demanding IT environments. Dell Technologies' world-class hardware and services combine with Unisys solutions for seamless digital workplace experiences and reinforcement against ransomware attacks. From the mainframe to the cloud, Unisys and Dell Technologies are the backbone of global enterprises.

About Dell Technologies

[Dell Technologies](#) (NYSE:DELL) helps organizations and individuals build their digital future and transform how they work, live and play. The company provides customers with the industry's broadest and most innovative technology and services portfolio for the data era.

About Unisys

Unisys is a global technology solutions company that powers breakthroughs for the world's leading organizations. Our solutions – digital workplace; cloud, applications & infrastructure; enterprise computing; and business process – help our clients challenge the status quo and create new possibilities. To learn how we deliver breakthroughs for our clients, visit [unisys.com](#).