

— TD SYNnex & —
Dell Technologies —
Healthcare Program
Overview

The Healthcare Industry

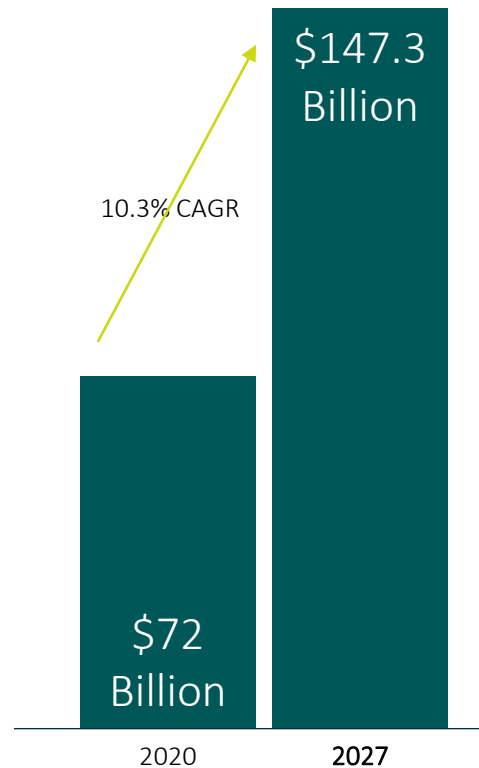
Why focus on healthcare?



The US Healthcare industry is the third-largest in the country, with more than \$700B in annual revenue and over 12% of citizen employed in the industry.



80% of healthcare providers the US are planning to invest in technologies including digital health, artificial intelligence (AI) and machine learning, as well as tools to support clinical staff and caregivers over the next five years.



36%

Global health data volumes are expanding by around 36% annually and this ever-growing pool of available data means we can expect both rising precision and a wider range of uses in the future.

Top 10

Healthcare companies in the world use Dell Technologies PowerMax/VMAX

65%

Of Storage infrastructure in US hospitals run on Dell Technologies

+8K

Hospitals worldwide deploy Dell Technologies healthcare solutions

*Grandview Research
*U.S. Bureau of Labor Statistics states
*World Economic Forum

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Goals & Objectives



FOCUSED

Concentration on (4) healthcare solutions with *purposeful* content



SUPPORTIVE

Offer consultative end to end support with *subject matter experts*



SALES DRIVEN

Support your healthcare opportunities and *drive sales*

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Why Participate?

- ✓ Access to healthcare experts
- ✓ Access to useful collateral
- ✓ Access to a proprietary healthcare database
- ✓ Access to industry best practices and workshops
- ✓ **End-to-end support from your TD SYNEX Dell team**

FAST STATS



Over half of last year's transacting partners grew their healthcare sales an average of 82% or more Y/Y



Last year's healthcare program supported \$5.2M of incremental healthcare sales for 23 participating partners



92% of our survey respondents ranked last year's healthcare program 7/10 and greater

— Program Deliverables —

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4 Core Solutions

Healthcare & Cyber Recovery

Q1

Q2

Telehealth & The Remote Worker

Healthcare & The Modernization of the Data Center

Q3

Q4

Healthcare & Grants

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Deliverables

| Deliverable(s): | Detail: |
|--|--|
| Quarterly Webinars | Each webinar will dive into that quarter's particular solution, led by Dell & TD SYNnex SMEs |
| Case Studies | Content and collateral for your internal and end user use, focused on our four core healthcare solutions |
| Battlecards | |
| Dell-Ready Solutions | |
| Definitive Healthcare Database | Limited access* to our proprietary database of 9K+ hospitals and healthcare facilities |
| Healthcare Lead Progression & Event Best Practices | Strategic Interests' Led Workshop: How to uncover/grow leads and execute a successful healthcare event |
| Quarterly Newsletter | Key takeaways, webinar recordings, demos, content/resources, and best practice sharing |

* Partner by partner basis

To participate or learn more:
DELLVDM@techdata.com

Target(s)

Thank you!
Q&A