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 in 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.

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.

Healthcare companies in the world use Dell Technologies PowerMax/VMAX

Of Storage infrastructure in US hospitals run on Dell Technologies

Hospitals worldwide deploy Dell Technologies healthcare solutions

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TD SYNTEX & Dell FY23 Healthcare Program

**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*
TD SYNNEX & Dell FY23 Healthcare Program

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 SYNNEX Dell team

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
TD SYNNEX & Dell FY23 Healthcare Program

4 Core Solutions

Healthcare & Cyber Recovery  Q1

Q2  Telehealth & The Remote Worker

Healthcare & The Modernization of the Data Center  Q3

Q4  Healthcare & Grants
## TD SYNEX & Dell FY23 Healthcare Program

### Deliverables

<table>
<thead>
<tr>
<th>Deliverable(s):</th>
<th>Detail:</th>
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<tbody>
<tr>
<td>Quarterly Webinars</td>
<td>Each webinar will dive into that quarter’s particular solution, led by Dell &amp; TD SYNEX SMEs</td>
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<tr>
<td>Case Studies</td>
<td>Content and collateral for your internal and end user use, focused on our four core healthcare solutions</td>
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<tr>
<td>Battlecards</td>
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<td>Dell-Ready Solutions</td>
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<tr>
<td>Definitive Healthcare Database</td>
<td>Limited access* to our proprietary database of 9K+ hospitals and healthcare facilities</td>
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<tr>
<td>Healthcare Lead Progression &amp; Event Best Practices</td>
<td>Strategic Interests’ Led Workshop: How to uncover/grow leads and execute a successful healthcare event</td>
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<tr>
<td>Quarterly Newsletter</td>
<td>Key takeaways, webinar recordings, demos, content/resources, and best practice sharing</td>
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* Partner by partner basis
To participate or learn more:
DELLVDM@techdata.com
Thank you!

Q&A