For Dell, technology is about enabling human potential, helping people everywhere grow and thrive.
1. Post Crisis Corporate Supply Chain

- Moved to a lower cost supplier base
- Bundled Outsourcing
- Complexity and Risk Management
2. Strategy & Opportunity

**Strategy:**
1. Global Scale
   - Organic growth
   - JV/Strategic Alliance
   - Merge/Acquisition
2. Innovation

**Opportunity:**
1. Supply Chain Services
2. Foreign tax regulations often require local sourcing
3. Indirect Procurement
Appendix: Supply Chain Services Opportunities

• Dissect the supply chain and identify supply chain services opportunities for globally capable SMEs...

Supply Chain

- Tier 1–n Material
- ODM
- Dell
- Customer

SME Opportunity Examples

- Procurement agent
- Material Planning
- Demand Aggregation

- Transaction Management
- VMI

- Light Mfg Warehousing

- Warranty Support
Q&A

Ying McGuire
Global Supplier Diversity, Dell Inc.

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