
New Realities Within The Global Supply Chain

-Corporate Perspective



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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:

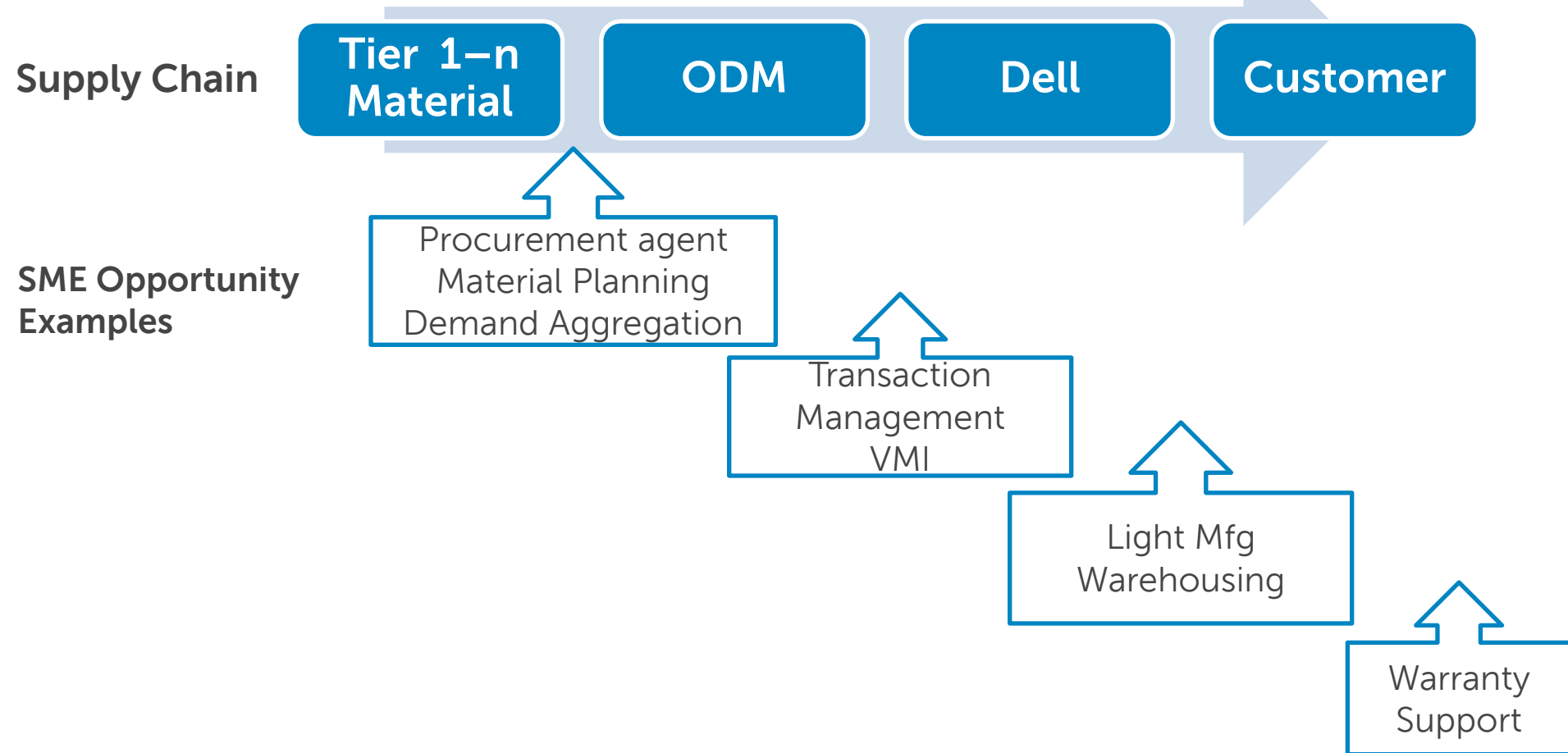
1. Global Scale
 - Organic growth
 - JV/Strategic Alliance
 - Merge/Acquisition
2. Innovation

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...



Q&A

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