

Transforming IT Through Essential Infrastructures



The Business Challenge.

Be #1 in helping customers around the globe to accelerate innovation and drive results in the digital world.

The Solution.

- Unisys Digital Workplace Services, including installation/de-install, corrective services, Field Change Orders and upgrades with 1,200+ field engineers globally who have been trained by EMC in over 32 countries; global field organization manages ~140,000 cases annually, many requiring mission-critical support within 4 hours.
- Unisys as a partner delivers data center transformation, private and hybrid cloud, workspace services, and enterprise ready analytics to complement Dell Technologies products and offer comprehensive IT solutions.

Results and Benefits.

- Accelerated the ability and expanded global coverage to provide comprehensive technology, services and solutions to Dell Technologies and its customers
- Enabled customers to better compete with next generation innovative solutions
- Reduced the cost and time to implement

“We love working with Unisys because Unisys pushes us to be better. They force us to think through process changes in our supply chain or new engineering features that we need to build into our products or modifications we need to make to our support models. And together, that means we provide better value to end users and customers.”

Joyce Mullen
Senior Vice President
Global OEM and IOT Solutions
Dell Technologies



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