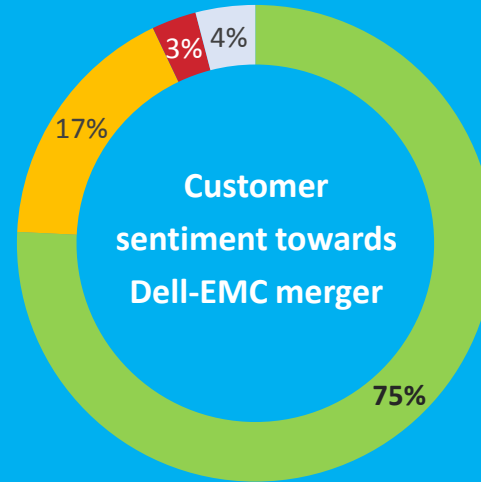




75%

of current Dell and/or EMC customers believe that Dell's potential acquisition of EMC would be a net benefit for their organizations



■ Positive ■ Neutral ■ Negative ■ Don't know

Customers give the Dell-EMC union a thumbs-up.

ESG recently surveyed 202 senior IT decision makers at firms that currently purchase from Dell and/or EMC Federation companies. This research found that customers are exceedingly positive about the possibility of a combined Dell-EMC, with 75% indicating that they view this pending merger of tech titans as a positive development for their firms. Joint customers that buy from both Dell and EMC Federation companies are most enthusiastic – 84% of IT decision makers at these organizations believe that a Dell-EMC combination will ultimately be beneficial to their firms.

[READ THE BRIEF](#)

Original survey question:

“At this point, what is your assessment of the Dell-EMC merger and its potential impact on your organization?”

Source: ESG Brief, *Dell-EMC Customer Sentiment Analysis*; published November 2015; data collected between October 26 and November 3, 2015

Survey respondents:

- 202 IT executives and managers at enterprise-class (i.e., 1,000 employees and up) and midmarket (100-999 employees) organizations
- All organizations are current customers of Dell and/or one or more EMC Federation companies