

**Dell Inc.**

**Mohsen Shirani**

*Direct From Dell* Michael Dell, Catherine Fredman, 2010-09-21 At nineteen, Michael Dell started his company as a freshman at the University of Texas with \$1,000 and has since built an industry powerhouse. As Dell journeys through his childhood adventures, ups and downs, and mistakes made along the way, he reflects on invaluable lessons learned. Michael Dell's revolutionary insight has allowed him to persevere against all odds, and *Direct from Dell* contains valuable information for any business leader. His strategies will show you effective ways to grow your business and will help you save time on costly mistakes by following his direct model for success.

**Dell Inc., Michael S. Dell, Kevin B. Rollins, James M. Schneider, Leslie L. Jackson, Nicholas A.R. Dunning: Securities and Exchange Commission Litigation Complaint ,**

**Play Nice But Win** Michael Dell, James Kaplan, 2021-10-05 WALL STREET JOURNAL BESTSELLER From Michael Dell, renowned founder and chief executive of one of America's largest technology companies, the inside story of the battles that defined him as a leader In 1984, soon-to-be college dropout Michael Dell hid signs of his fledgling PC business in the bathroom of his University of Texas dorm room. Almost 30 years later, at the pinnacle of his success as founder and leader of Dell Technologies, he found himself embroiled in a battle for his company's survival. What he'd do next could ensure its legacy—or destroy it completely. *Play Nice But Win* is a riveting account of the three battles waged for Dell Technologies: one to launch it, one to keep it, and one to transform it. For the first time, Dell reveals the highs and lows of the company's evolution amidst a rapidly changing industry—and his own, as he matured into the CEO it needed. With humor and humility, he recalls the mentors who showed him how to turn his passion into a business; the competitors who became friends, foes, or both; and the sharks that circled, looking for weakness. What emerges is the long-term vision underpinning his success: that technology is ultimately about people and their potential. More than an honest portrait of a leader at a crossroads, *Play Nice But Win* is a survival story proving that while anyone with technological insight and entrepreneurial zeal might build something great—it takes a leader to build something that lasts.

Analysis of Dell's Business Strategy Alina Ignatiuk, 2009-05 Research Paper (postgraduate) from the year 2008 in the subject Business economics - Business Management, Corporate Governance, grade: A, St. Mary's University San Antonio, Texas, language: English, abstract: Dell was founded in 1984 by Michael Dell on a simple concept: by selling computer systems directly to customers. Its corporate headquarters are located in Round Rock, Texas, and it conduct operations worldwide through subsidiaries. The company's core business strategy is built around its direct customer model and highly efficient manufacturing and logistics. Nowadays they are expanding that core strategy by adding new distribution channels to reach even more commercial customers and individual consumers not only in the USA but around the world. Recently, company also has begun to pursue a targeted acquisition strategy designed to augment select areas of its business with more products, services, and technology. Dell's goal today is to provide the best possible customer experience by offering superior value; high-quality, relevant technology; customized systems and services; superior service and support; and differentiated products and services that are easy to buy and use [1]. But what pursued Dell to change its strategy and to reevaluate its direct model?

**Dell Inc. Case Paper** James Tallant, 2011-03-21 Scientific Essay from the year 2010 in the subject Business economics - Supply, Production, Logistics, grade: 1,0, University of Phoenix, course: Integrated Supply Chain Applications, language: English, abstract: Dell Inc. Case Paper Dell Computer Company founded in 1984 uses the business model of eliminating retailers from the sales channel and selling directly to customers. Dell used this

model to deliver customized systems to customers with lower than market average prices. To assist Dell in accomplishing this achievement, Dell used contract manufacturers to build and supply various components of its computer equipment. However, Dell has identified issues arising from its L5 and L6 manufacturing processes regarding motherboard availability and the resulting increased cost of manufacturing and logistics. In this paper, I will review and evaluate the L5 and L6 manufacturing and logistics cost, the manufacturing solution to best minimize the issues, and address the chipset supply concerns. In addition, the business process improvement methodology will be reviewed, supply changes recommended, and the application to other industries and work environments.

Strategy Creation and Change - Dell Corporation Mohsen Shirani, 2012-04-20 Research Paper (postgraduate) from the year 2010 in the subject Business economics - Business Management, Corporate Governance, grade: 5/5, Chalmers University of Technology Foundation Göteborg, language: English, abstract: This research project is based on a study made on Dell Computer Corporation. The task given is to assume the role of advisors to the CEO. The first step to take is to analyze the market situation for the company and also investigate the competition. Afterwards in order to understand the organizational characteristics and capabilities SWOT and TOWS analysis are implemented. Based on the above tools the key problem area which Dell Inc is facing is recognized. Mostly based on TOWS analysis the possible strategic alternatives are connected to the problem areas. Furthermore with using company's vision, mission and tools such as Scenario planning and Ranking options the highest priority strategy is chosen.

*The Dell Company - A Strategic Analysis* Natalie Schmid, S. Kelber, S. Behrend, M. Krasel, 2006-07-01 Seminar paper from the year 2005 in the subject Business economics - Business Management, Corporate Governance, grade: 1,0, Pforzheim University, course: Management Seminar SS 2005, 20 entries in the bibliography, language: English, abstract: No other technology company listens to customers, collaborates with partners, adds its own significant layer of innovation and delivers relevant technology more efficiently and effectively than Dell. These words from Michael Dell point out more than anything else how the Dell company managed to advance to the worldwide number one in the computer industry. From a little company founded by an undergraduate student at the University of Texas, Dell Inc., headquartered in Round Rock, Texas, has developed into a huge corporation with more than 55,200 employees today and an annual turnover of nearly \$50 billion. This report aims to analyse how the Dell company performs in the competitive environment of the computer industry, which factors are essential for success and how Dell successfully takes advantage of its business structure. Furthermore, an internal analysis will be conducted and the resulting strengths and weaknesses will be presented. The future developments of the computer industry in general and of the Dell company in particular, will be examined at the end of this paper.

How Dell Does it Steven Holzner, 2006 Revealing the 12 key management principles behind Dell's unprecedented business success, Holzner delineates Dell's incredible successes and the lessons learned on the way to becoming #1 on Fortune's Most Admired list--and shows how to apply these successes to any businesses.

**Dell Inc** Patricia Bueso, Jeremy Falgiani, James S. O'Rourke, 2006 Over the past six quarters, it has not been business as usual at Dell Inc., the world's largest computer manufacturer. Growth rates at Dell have slowed tremendously, the company's earnings and stock price have plummeted, customer satisfaction levels have declined, and the relevancy of its Direct Business Model the driver of the company's success for the past 20 years has come into question, given changing market conditions and increasing competition in the computing industry. If Dell Inc. is to maintain its position as a leader in the computing industry, founder Michael Dell and his senior management team must find a way to overcome these problems and adapt to the changing market conditions.

**Business Leaders** Lauri S. Friedman, Lauri S. Scherer, 2007 Even as a child, Michael Dell's mind was occupied by two things: computers and making money as quickly and directly as possible. By the time he graduated from high school, he was making as much money as his teachers through various entrepreneurial ventures, and rebuilding and improving PCs. His parents demanded that Michael go to college. Michael tried to appease his parents, but he couldn't stop thinking about computers. Soon, he dropped out of college and started his own computer company, building affordable machines and selling them to consumers directly over the phone. Almost immediately, he was a success, and Michael's company, eventually renamed Dell Inc., experienced unprecedented growth, making Michael Dell a rich man and revolutionizing the computer industry. Dell Inc. has continued to grow, expanding its production to include laptop computers and various computer accessories, expanding internationally as well. Michael Dell has established himself as one of America's youngest and brightest entrepreneurs. Book jacket.

**Dell Business Case Study** Nihat Canak, 2006-11-28 Research Paper (undergraduate) from the year 2006 in the subject Business economics - Offline Marketing and Online Marketing, grade: 1.0, Western Carolina University, course: Marketing Management & Mature Consumers, language: English, abstract: Michael Dell founded Dell Computer in 1984. At the time he was only 19 years old, and in his first year of studies at the University of Texas in Austin. Michael Dell had a simple but powerful vision: that personal computers could be built to order and sold directly to customers. This followed from his belief that the PC, made up of little more than software from Microsoft and chips from Intel, was rapidly becoming a commodity product. Dell's new approach to the PC business had two advantages: (1) bypassing distributors and retail dealers reduced marketing and sales costs by eliminating the markups of resellers, and (2) building to order greatly reduced the costs and risks associated with carrying large volumes of both and finished goods. Michael Dell started his company with only US\$ 1,000 of capital. Dell Computer experienced its share of difficulties in the first few years, to the point where some family members and friends wondered whether it had been wise for Michael to drop out of university. Several times it had to refine its strategy even as it was implementing it. The company started off by using the direct sales model for upgraded versions of IBM-compatible PCs. However, within a year it was selling its own brands of PCs. Most of Dell's customers in the 1980s were hobbyists and experienced PC consumers. Not surprisingly, Dell Computer was an early and enthusiastic convert to the Internet. It gained a first-mover advantage by setting up its first Web site in 1994, a year in which its total revenues were US\$ 3.5 billion. By 1998, its Internet sales accounted for more than half of the firm's total revenues, which by then had surged to more than US\$ 20 billion. At that point, Michael Dell had joined Bill Gates of Microsoft and Larry Ellison of Oracle among those who had become high-technology billionaires after dropping out of university. Michael Dell believes that his biggest challenge now is to have his company's direct business model as widely accepted outside the United States as it is across Dell's home market. He sees a need for aggressive marketing activities to develop customer trust and some modification of the basic model to account for institutional weaknesses and cultural differences in places like China and India. Michael Dell does not seem to be particularly concerned about the efforts of competitors to duplicate his build-to-order business model: [...]

**Michael Dell** Shaina C. Indovino, 2014-09-29 In the last few decades, more and more people are going to college to further their education. It's hard to become a scientist, a professor, or a businessperson without getting some sort of college degree--but college isn't always necessary to achieve success. Some people are ready to enter the workforce right after high school. Michael Dell was one of those people. At an early age, Michael was making money using his above-average intellect. The computer company founder began his high-tech career in his college dorm room, selling upgrades for personal computers.

Today, Dell Computers is one of the biggest PC manufacturers in the world, selling computers to people around the world. And what's most amazing about his story is that the computer magnate has done it all without a college degree!

**Dell Inc** Edward A. Hjerpe, Joseph Yang, Vincent Veschi, James S. O'Rourke, 2014 In February of 2013, Michael Dell of Dell Inc. and Silver Lake Partners, a private equity firm, announced a merger agreement to buy back shares of Dell Inc. stock and take the company private. Years of decline in the PC market and a falling stock price were believed to be the reason why the two parties wanted to take Dell Inc. off the market. Corporate Raider Carl Icahn got wind of the private negotiations, and issued a letter to the Dell Inc. board criticizing the deal and proposing a better offer. Dell Inc. is faced with issuing a response to Icahn and shareholders about the best options for Dell moving forward.

**Big Shots, Business the Dell Way** Rebecca Saunders, 2000-09-15 Dell is the most successful computer company in the world leading the way in growth and profitability. Founded in 1984 by Michael Dell, the company dominates the direct selling of business and personal computers. Dell builds computers to order, at prices retailers can rarely match. In *Business the Dell Way*, Rebecca Saunders examines this remarkable success story and draws out the universal lesson any business can learn. Dell began with a brilliant business model - creating mass-customized computers and selling them direct to consumers. But this was not enough. The model has been supported by management excellence, the relentless pursuit of improvement and a constant flow of ideas and input from customers. In recent years Dell has maintained its market-leading position by positioning itself at the heart of the internet revolution. *Business the Dell Way* reveals how any manager, entrepreneur or investor can learn from the Dell story. It is at once an inspiring story of success and an invaluable source of lessons for the next generation of winners.

**Direct from Dell** Michael Dell, Catherine Freedman, 1999-11-01 In 1983, Michael Dell, a freshman at the University of Texas at Austin, drove away from his parents' Houston home in a BMW he'd bought selling subscriptions to his hometown newspaper. In the backseat were three personal computers. Today, he is the chairman and CEO of Dell Computer Corporation, a \$30 billion company and the second largest manufacturer and marketer of computers in the world. Founded on a deceptively simple premise-to deliver high-performance computer systems directly to the end user-Dell Computer is the envy of its competition. It has consistently grown at two to three times the industry rate, its stock went up more than 90,000 percent in the last decade, and Dell is now selling more than \$35 million worth of systems per day over In *Direct from Dell*, you will learn why it's better for any business starting out to have too little capital rather than too much why your people pose a greater threat to the health of your business than your competition how you can exploit your competition's weakness by exposing its greatest strength how integrating your business virtually can make the difference between being quick -and being dead and much more

**Dell Inc** Edward A. Hjerpe, Joseph Yang, Vincent Veschi, James S. O'Rourke, 2014 In February of 2013, Michael Dell of Dell Inc. and Silver Lake Partners, a private equity firm, announced a merger agreement to buy back shares of Dell Inc. stock and take the company private. Years of decline in the PC market and a falling stock price were believed to be the reason why the two parties wanted to take Dell Inc. off the market. Corporate Raider Carl Icahn got wind of the private negotiations, and issued a letter to the Dell Inc. board criticizing the deal and proposing a better offer. Dell Inc. is faced with issuing a response to Icahn and shareholders about the best options for Dell moving forward.

**Imagination House** E. Lee Walker, 2019-06-13 When twenty-one-year-old Michael Dell asked E. Lee Walker to be the president of his fledgling computer company, PC's Limited, Walker, in his mid-forties, immediately thought about all the people who had helped him through life—as an undergraduate at Texas A&M (class of '63), a graduate student at

Harvard, and a once-young entrepreneur himself. As he and Dell created the foundation of what would become one of the most successful companies in the world, Walker was guided by the lessons of his past business ventures, by his belief in the power of imagination, and by his relationships with people who had provided encouragement when he most needed it. When he left Dell Computer Corporation to teach, Walker discovered that the stories he took with him—of his aspirations, of his failures and triumphs, and of his friends and mentors—were the key to engaging and inspiring his students. Here, Walker records those stories in a memoir that spans five decades and reveals a man whose curiosity, resourcefulness, and luck led him out of South Texas and into corporate boardrooms, university lecture halls, and community activism. In fast-paced tales about life as a high-tech entrepreneur, adjunct professor, civic leader, and environmental advocate, Walker manages to convey the importance of creative thinking and communal effort in all his endeavors. Originally offered to a small group of college students in Italy for study abroad, this affecting memoir will introduce to a wider audience not only a seasoned executive and philanthropist but also a wise and delightful storyteller.

*Analysing Global Products: Dell Inc* Hillary Mwendwa, 2014-02-28 Seminar paper from the year 2013 in the subject Business economics - Marketing, Corporate Communication, CRM, Market Research, Social Media, grade: A, University of Cambridge, language: English, abstract: Dell is the third largest and the fastest growing company in the computer systems industry and it is intending to deliver superior experience to the customers, via its unique direct business model. It has bestowed the world with award winning products and relevant service, in all around the globe. The success story of Dell is based on the simple promise which is to listen to the valuable customers and deliver the services and technology they value. Dell computer corporation is the most visible success story in the market as they sale their computers directly to the customers over internet. They have adopted direct model approach for globally selling their products. This approach bridges the gap between the customers and suppliers and wins their trust and loyalty. The system works as build-to-order sales and link the workers, managers, suppliers, service personals and customers on its internet build rapid response system. It has proved to be revolution for the company's communication system.

**Summary: Direct from Dell** BusinessNews Publishing, 2013-02-15 The must-read summary of Michael Dell and Catherine Fredman's book: *Direct from Dell: Strategies That Revolutionized an Industry*. This complete summary of the ideas from Michael Dell and Catherine Fredman's book *Direct from Dell* tells the story of how Dell grew from a start-up company in 1984 to become the second largest manufacturer and marketer of computers in the world. In their book, the authors explain how Dell's success is due to its ability to approach things differently from everyone else in the same industry. By reading this summary, you can learn from one of the world's biggest companies and adapt their strategies to ensure the success of your own business. Added-value of this summary: • Save time • Understand key principles • Expand your knowledge To learn more, read *Direct from Dell* and find out about the secrets behind the success of one of the world's biggest computer manufacturers.

Case Study: Matching Dell Bastian Tinnacher, 2010-11-02 Wissenschaftliche Studie aus dem Jahr 2009 im Fachbereich BWL - Unternehmensführung, Management, Organisation, Hochschule Ludwigshafen am Rhein, Sprache: Deutsch, Abstract: In 1984, after generating \$80.000 revenue per month from upgrading and selling computers out of his dorm room, 18-year-old Michael Dell dropped out of College and founded Dell Computer Corporation. The start-up company was faced to established industry giants like International Business Machines, Compaq and Hewlett Packard. To be competitive, Dell implemented an innovative business model which made the company grow and achieve the status of the one No. 1 PC provider in the U.S. ([www.dell.com](http://www.dell.com)). Between 1994 and 1998, Dell

Corporations revenue increased from \$3.5 billion to \$18.2 billion, its profit from \$149 million to \$1.5 billion and its stock price by 5.600%. This meant a twice as fast growth as Dell's major competitors and a triplications of its market share (Rivkin/Porter 1999, exhibit 11). This paper deals with the questions how Dell Corporation was able to enter the PC market, managed to get that successful and which actions should be undertaken to improve its position in the future. After this brief introduction, the PC industry will be analyzed. The third part deals with Dell's business model and the resulting competitive advantage. Followed by that the reactions of Dell's competitors due to Dell's business models will be discussed and finally some recommendations to ensure and improve Dell's position in the PC market will be given.

## Unveiling the Energy of Verbal Art: An Mental Sojourn through **Dell Inc.**

In a world inundated with screens and the cacophony of instantaneous interaction, the profound energy and psychological resonance of verbal artistry frequently fade into obscurity, eclipsed by the regular onslaught of noise and distractions. However, nestled within the musical pages of **Dell Inc.**, a captivating work of literary elegance that impulses with organic thoughts, lies an memorable trip waiting to be embarked upon. Composed by way of a virtuoso wordsmith, this enchanting opus books readers on a psychological odyssey, lightly exposing the latent possible and profound impact embedded within the elaborate internet of language. Within the heart-wrenching expanse of this evocative analysis, we shall embark upon an introspective exploration of the book is main styles, dissect its interesting writing style, and immerse ourselves in the indelible effect it leaves upon the depths of readers souls.

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