The Way The Future Gets Built

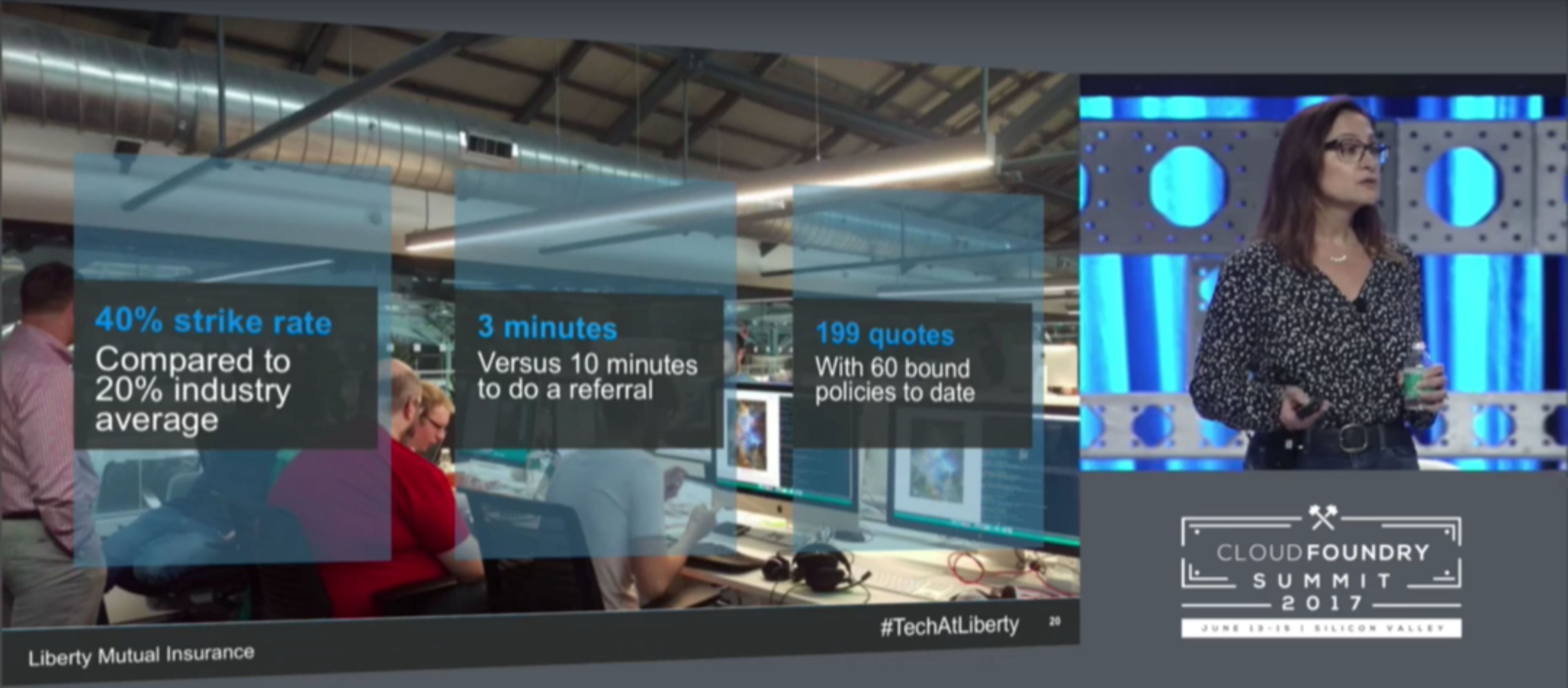
Delivering exceptional business outcomes by delivering exceptional user experiences

@cote

Pivotal

DELL Technologies

You don’t need robot dogs to thrive & grow



40% strike rate
Compared to 20% industry average

3 minutes
Versus 10 minutes to do a referral

199 quotes
With 60 bound policies to date

Liberty Mutual Insurance
#TechAtLiberty
20
CLOUD FOUNDRY
SUMMIT
2017
JUNE 13-15 | SILICON VALLEY

Source: "Leap of Agile Faith," Mojgan Lefebvre, SVP & Chief Information Officer, Global Specialty, Liberty Mutual Insurance, June, 2017.

Enterprises are transforming with Pivotal

AUTO & TRANSPORTATION

American Airlines
DAIMLER
Ford
BOEING
BMW
RENAULT NISSAN MITSUBISHI

INDUSTRIAL & BUSINESS SVCS.

AON
SPgroup
FedEx.
BOSCH
MERRILL CORPORATION
GE
Raytheon

FINANCIAL SERVICES

Morgan Stanley
citi
synchrony BANK
fiserv.
WELLS FARGO
DBS

HEALTHCARE & INSURANCE

Liberty Mutual. INSURANCE
Solera
Manulife
EXPRESS SCRIPTS
Allianz
Humana.

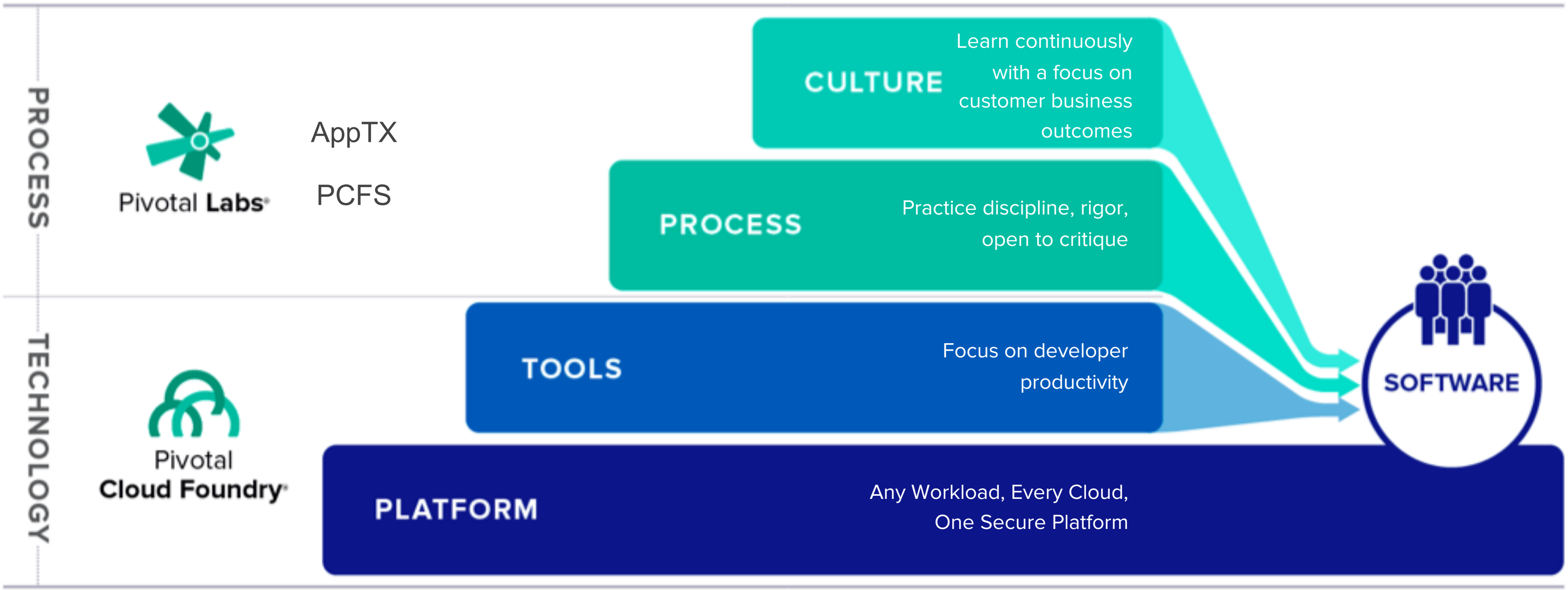
TECHNOLOGY & MEDIA

accenture
Bloomberg
dish
Cognizant
CoreLogic
HCL
DELLEMC
YAHOO! JAPAN
Ultimate SOFTWARE

CONSUMER & COMMUNICATIONS

Albertsons
T · · Mobile ·
Kroger
SONIC America's Drive-In
Telstra
west
NTT DATA

Pivotal: transforming how the world builds software



PROCESS

Pivotal Labs

AppTX

PCFS

TECHNOLOGY

Pivotal
Cloud Foundry

CULTURE

Learn continuously with a focus on customer business outcomes

PROCESS

Practice discipline, rigor, open to critique

TOOLS

Focus on developer productivity

PLATFORM

Any Workload, Every Cloud, One Secure Platform

SOFTWARE

Ops services, IaaS, dev tools, & 3rd party middleware services

Cloud provider partnerships

vSphere

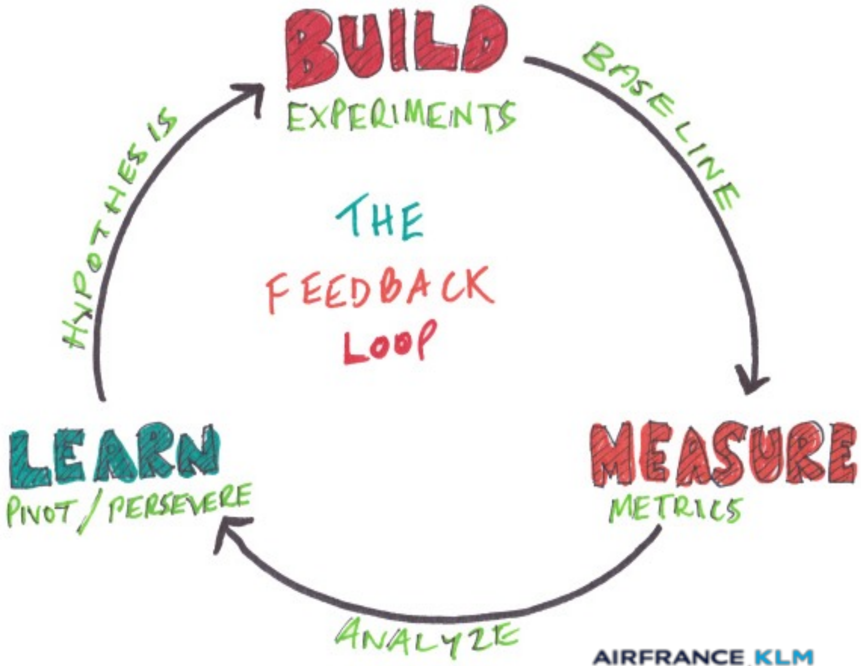
OpenStack

AWS

Google Cloud

Azure & Azure Stack

Eliminate toil, speed up releases, make better software


BUILD
EXPERIMENTS
BASELINE
MEASURE
METRICS
ANALYZE
LEARN
PIVOT / PERSEVERE
HYPOTHESIS
THE FEEDBACK LOOP

AIRFRANCE KLM

Allianz

Small teams deploying to production in minutes, not days.

U.S. AIR FORCE

Releasing from 5+ years to 120 days, then two weeks

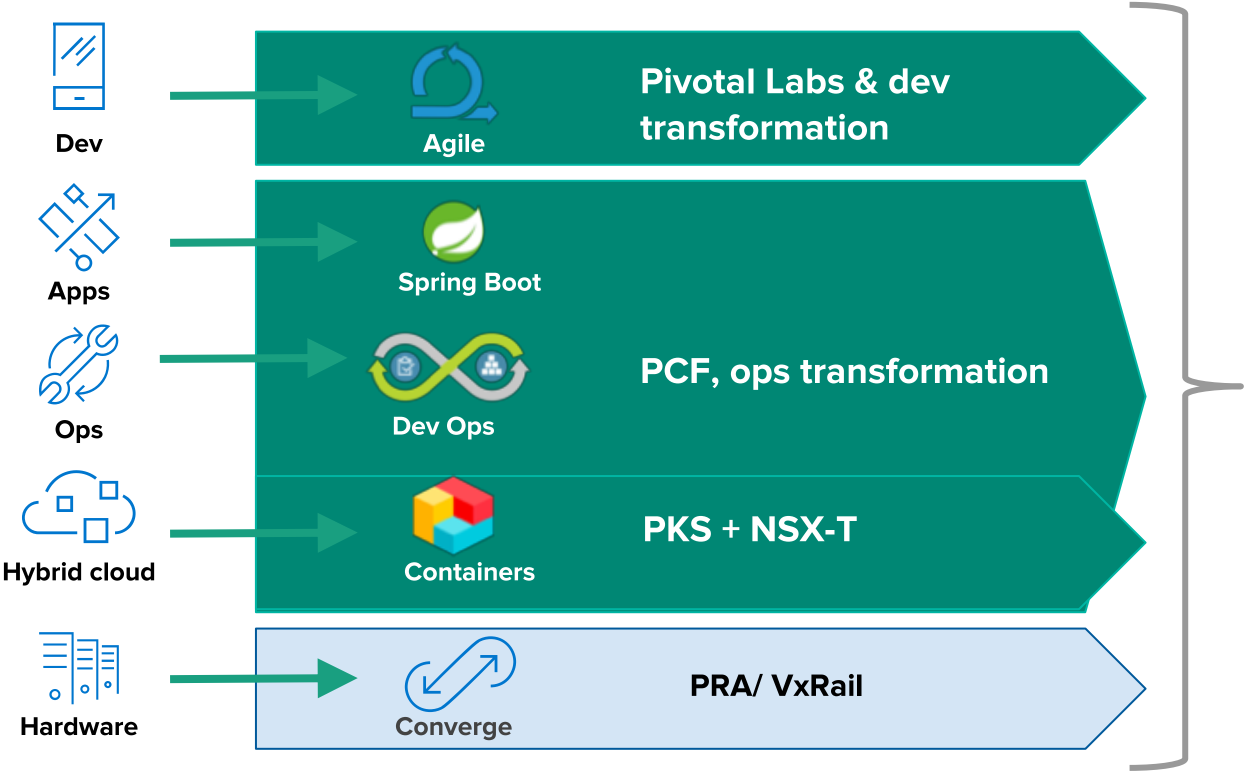
THALES

Idea to production In 2 days; fix production incidents in 2 hours.

T · · Mobile ·

Releasing from 7 months & 72 steps to daily

A full stack and services for digital transformation


Dev
Apps
Ops
Hybrid cloud
Hardware
Agile
Spring Boot
Dev Ops
Containers
Converge

Pivotal Labs & dev transformation

PCF, ops transformation

PKS + NSX-T

PRA/ VxRail

Pivotal
vmware
DELL EMC

Pivotal Ready Architecture
VxRail, PAS, PKS, NSX-T, PCC

Includes Access to Backend Data Service

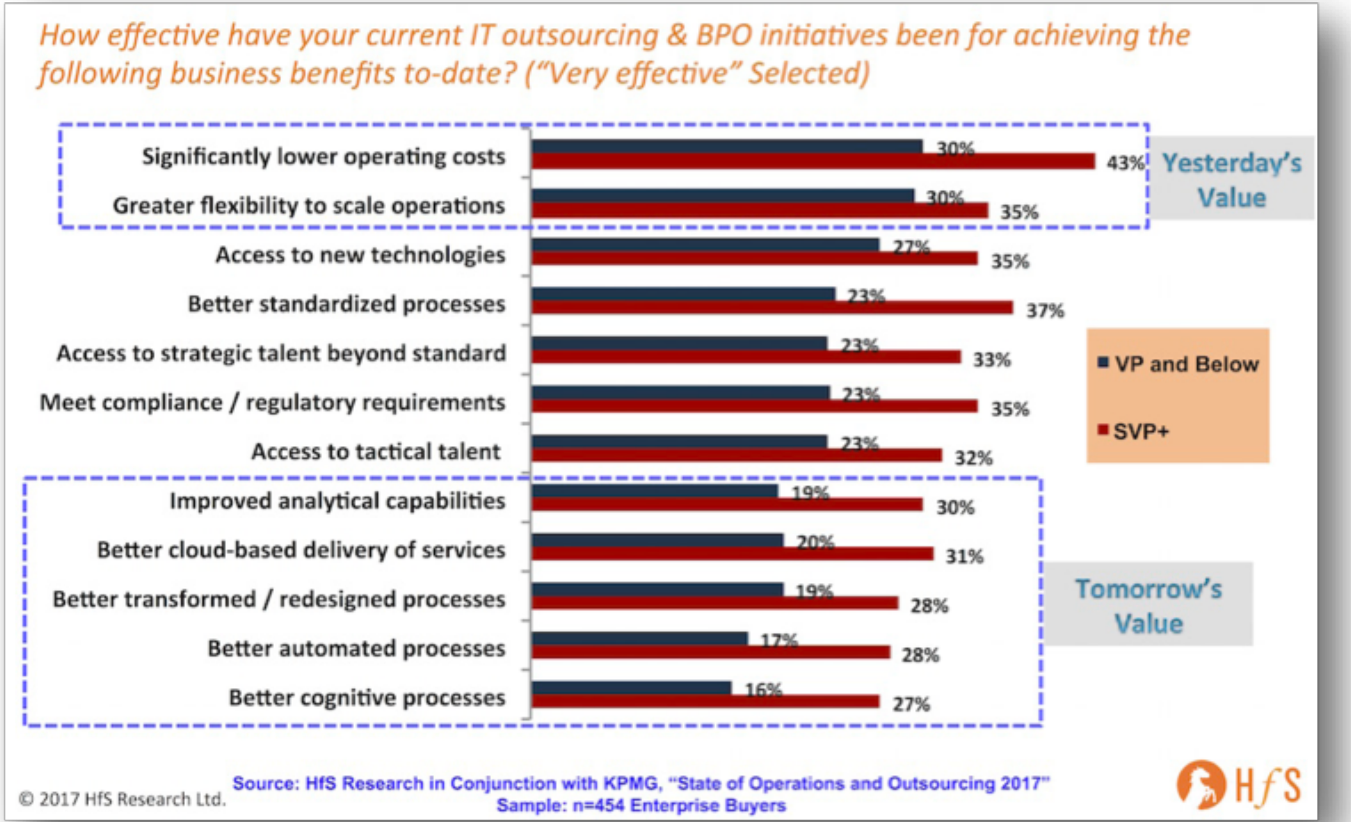
HA HA!
BUSINESS

Enterprise appdev will be

~$50bn

market by 2021, Gartner

Few organizations trust outsiders with digital transformation



How effective have your current IT outsourcing & BPO initiatives been for achieving the following business benefits to-date? ("Very effective" Selected)

© 2017 HfS Research Ltd.

Source: HfS Research in Conjunction with KPMG, "State of Operations and Outsourcing 2017"
Sample: n=454 Enterprise Buyers

Source: "The traditional outsourcing model is officially out of value, but the future is bright for co-innovation partnerships," Phil Fersht, HfS, Mar 2017.

Pivotal Services Aligned to Partner Offerings

Operate PCF/PKS as a Product

- Launch PCF for Production Workloads
- Empower a new Platform Operations team
- Ease of access via Onboarding Portal
- Advanced Security Hardening for PCF apps
- Create the PCF Marketplace to support business demands

Partner Opportunity
Platform install, configure and manage

Build Innovative Customer-Centric Products

- Adopt modern product mindset for Dev Teams and the LOB leaders
- Master agile and lean methodologies
- Kickstart a new software development culture
- Drive alignment between IT and LOB teams

Partner Opportunity
Cloud Native Development Labs

Accelerated Application Migration to PCF/PKS

- Realize the ROI benefits of replatforming
- Establish the patterns for moving future workloads to “the cloud”
- Build the competency and skill of development teams
- Focus partner / contractor teams on valuable efforts

Partner Opportunity
Application Transformation and Modernization Labs

Cloud Native Education & Enablement

- Accelerate transition to Cloud Native Devs and Architects
- Document and refine the SDLC for Cloud Native Apps
- Reduced software deployment costs and increase dev productivity
- Increased Reference Architecture adoption

Partner Opportunity
Customer Enablement and Education offerings

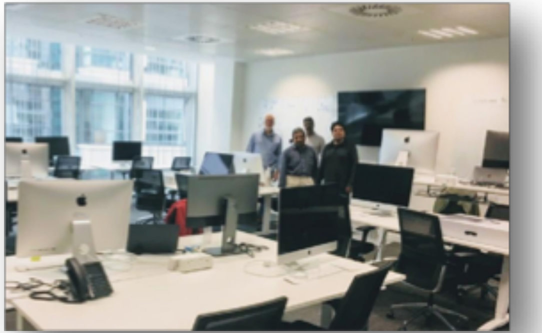
Partnering with Pivotal: I do, we do, you do

Accenture Pivotal Business Group

Rackspace

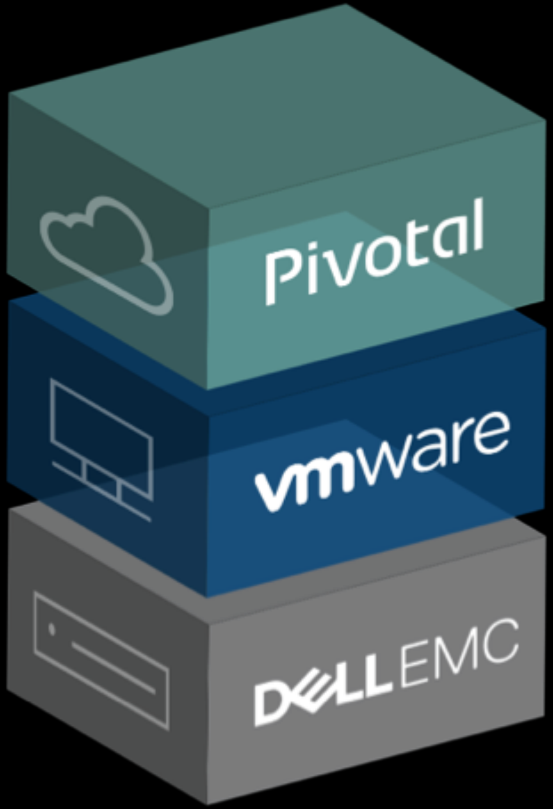
NTT-Data Lab

HCL Lab / Pivotal COE



Cognizant Lab/COE

Atos/Syntel Lab/COE


Pivotal
vmware
DELL EMC

https://pivotal.io/partners

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DELL Technologies