

DellEMC Breakout session
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Digital Workplace & Device Subscription Service



Peter Crotty
EMEA Services Sales Lead for GSIs & Alliance Partners

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- ▶ As businesses seek to modernize their workplace ATOS and Dell have been working together to build DSS (Device Subscription Service) a joint offer that will help enable IT; increase their internal NPS (Net Promotor Score), move to an Opex model while reducing IT lifecycle costs and focus more IT effort and resource into strategic business growth enablement programs. This session will provide an insight into this offering and how together we can achieve our customers' objectives and drive profitable growth for ATOS & Dell.

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Peter has been with Dell for 13 years and is responsible for integrating Dell's Services with partner's GTM to help enable their Workforce Transformation strategies and has been working closely with the ATOS team to build out the joint ATOS/Dell DSS (Device Subscription Service) offering.

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