

The Dell Center for Entrepreneurs is interested in learning more about how we can help ACA members leverage technology and other resources to help accelerate your business.

Our history has always been about getting down to the basics and helping customers get what they need quickly and easily. Our commitment to standards based technology and scalable strategies continue to make available robust technology platforms and solutions that can be deployed, scaled, and managed with ease. The Center for Entrepreneurs specifically understands what startups are challenged with and will start right where you are and use what's available to help you grow your business.

We are excited to partner with ACA which is a key player in the entrepreneurial ecosystem with a tremendous member-base focused on innovation. The Dell Center for Entrepreneurs is happy to engage with ACA members in a series of conversations about your business to help you create a specific roadmap for future IT growth, potential partnerships, and a focus on scalability.

The target outcomes should be:

- General working knowledge of what options Dell can provide you as a Technology Concierge.
- Access to relevant Case Studies, Customer Stories, and the opportunity to do your own proof of concept in a Dell Solutions Center.
- Introductions to technical specialist and sales teams that can walk you through the process of white boarding, financing, quoting, and order processing.
- Access to our technology partners in various geographies.
- A specific roadmap for future IT growth and scalability.
- Opportunities for partnership, increased brand awareness, and marketing.

Please be prepared to discuss your capital situation, technology challenges, partnership opportunities, or other topics you deem relevant. We are looking forward to meeting you!

What is the Dell Center for Entrepreneurs?

The Center for Entrepreneurs is Dell's initiative, powered by Intel®, to help emerging businesses gain the resources, expertise, and solutions they need to accelerate their business.

Engage with us:

- Take advantage of the **Dell Innovators Credit Fund**, a \$100M credit financing program for VC and angel-backed startups to provide financial and scalable technology resources.
- Gain insights on **Dell and Intel® solutions** that will propel your business to the next level. Dell.com/Intelforentrepreneurs
- Bridge the gap between entrepreneurs and corporations at the second annual **Corporate Connection** in San Francisco. A select group of startups will demo their businesses to and network with representatives from Dell and Fortune 500 partner executives.
- **Tech Innovation Day Series: Pitch Days** is a unique opportunity to present your business to key decision makers at Dell in cities across the US. Finalists from the Pitch Days will present their business to Michael Dell and other celebrity judges at **Pitch Slam** during Dell World.
- Our online **marketplace** features our partners' handpicked offers for entrepreneurs.
- Learn from thought leaders, subject matter experts, and members of the Center for Entrepreneurs team on our **blog**.



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Dell.com/entrepreneurs



Are you Founders Club material?

The Dell Center for Entrepreneurs Founders Club is focused on business acceleration for disruptive companies. These companies include CEOs and founders who are game changers in their industry and are poised for massive growth.

The Founders Club 50 is a 2 year term with programming focused on accelerating the growth of our member companies. A new class of 50 companies will be added every 6 months, with each class graduating after 2 years.

Here's what our customers are saying:

"The Founders Club puts our small business on the same level as a much larger company. As we grow with Dell, our customer base is also growing and the opportunities increase"

Thomas Brenneke, Founder, **Network Redux**

"...introductions to potential investors as well as investors offering to walk us into their portfolio companies for a sales opportunity. Dell has also provided opportunities to find possible partnerships and customer relationships internally."

Erik Severinghaus, Founder, **Simple Relevance**

The fact that we are part of the Dell Founders Club shows how our companies are working together to achieve even greater success in the future"

Amy Sorrells, Director of Communications, **Solo Health**

Criteria

- Has to be heavily invested in technology—Our average Founders Club member has a technology budget of 200K +
- Willingness to invite Dell into the technology discussion
- Fully launched product or service.

Benefits

- Dedicated Dell account team with concierge-level support
- Credit line with Dell Financial Services to use on Dell solutions
- Access to Dell ecosystem and various partners, including Intel®
- Founders Club members only events
- Exclusive deals and discounts offered by and for Founders Club members

Learn more and apply at Dell.com/foundersclub

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