

## SOLUTION CASE-5

### ***“MATCHING DELL”***

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# Matching Dell Case Solution

**Rosina Ehmann**



## **Matching Dell Case Solution:**

*Case Study* Bastian Tinnacher, 2010-11 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 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

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