Dell Q3 FY2026: Strong AI Infrastructure, Long Tail For End-Of-Life IT Assets

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Dell’s Q3 FY2026 earnings call offers a very clear, financially grounded story for end-of-life IT asset management providers and remarketing companies, but it is also a highly curated narrative focused on AI-led growth and margin resilience. Dell positions itself as being in the middle of an AI-driven infrastructure boom, supported by a drawn-out refresh cycle in both servers and PCs, and that, if management executes as outlined, would translate into a long, visible runway of decommissioning and end-of-life activity for ITAD, recyclers, and urban miners. The analysis below treats these as management’s claims and guidance, not guarantees, and highlights where the risks and dependencies lie for downstream players.

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