



**DELL** Technologies

# WORK REDEFINED

SOLUTIONS TO ENSURE THAT YOUR BUSINESS IS READY FOR ANYTHING.





# END-TO-END SOLUTIONS TO ADDRESS ALL YOUR NEEDS

The breadth of the Dell Technologies portfolio makes us the ideal choice to help transform and future-proof your business with best-in-class IT solutions and expertise. From devices to security and network to overall infrastructure – a strong hybrid work strategy is essential to employee satisfaction and productivity.

Let's briefly walk you through the areas you need to consider to ensure agility and resilience in an ever-changing work landscape.

Within just a few months, work landscapes around the world changed drastically, moving face-to-face interactions online and the office back home. This shift has required rethinking the way employees work best, stay productive and collaborate from anywhere.

## 78%

of employees are more productive working from home.<sup>1</sup>

## 2x

employees are expected to be working from home long-term.<sup>2</sup>

To ensure that your business is ready for anything, we have designed the Dell Technologies Workforce Transformation concept to empower your employees no matter where or how they work.

When it comes to innovative technology solutions that push your business forward, we will stop at nothing. Our end-to-end portfolio spans devices, security, infrastructure and data, all designed to work together to ensure your security and productivity - anywhere, anytime.

## 1.

### THE RIGHT DEVICES WITH THE RIGHT SOFTWARE

and settings crucial to staying productive whether working from home or on-site.

## 2.

### WHETHER YOU NEED A VPN, FULL END-TO-END ENCRYPTION

or highly prioritized network traffic, it's vital to consider your security needs from endpoint to your datacenter.

## 3.

### NETWORK ARCHITECTURE SHOULD BE A PRIORITY.

Dell Technologies has long experience from mobilizing our own workforce and knows how to help you take control of your network's future.

## 4.

### LOAD BALANCERS AND A SUFFICIENT NETWORK

infrastructure enables a better handling of the massive increase in traffic to your corporate network.

## 5.

### GUARANTEE SCALABILITY

to meet your current needs and future proof your business.





# MOVE YOUR BUSINESS FORWARD

with the right technology for collaboration.

Whether you are back in the office or working remotely, technology has shown to power collaboration like never before. We know that collaboration is paramount and central to any and every business culture and workflow – that is why we have designed a full ecosystem of PCs, monitors and accessories with world-class collaboration features to help you move your business forward.

## Latitude: The new age of intelligence

### INNOVATIVE DESIGN

Work wherever and however you need with powerful laptops & 2-in-1s, designed for productivity with ComfortView Plus, up to 4K narrow border screens and thermal innovation showcasing Dual Opposite Outlet Fans.

### COLLABORATION & CONNECTIVITY

Redefining collaboration with advanced cameras, Intelligent Audio & 3D speakerphone on 9000. Stay connected with ExpressConnect, Wi-Fi 6, 5G & 4G LTE and more ports to set up office anywhere.

### ADVANCING SUSTAINABILITY

New Latitude 5000 Series are 1st PCs to use bioplastics from trees.\* Sustainable choices including waterborne paint, ocean bound plastics and EPEAT Gold rating prove our commitment to sustainability.

Latitude 7420



\*Based on Dell analysis, September 2020. 21% bioplastics in LCD coverlid.



# Precision: Build your greatest vision

## AS POWERFUL AS IT IS INTELLIGENT

Focus power, speed and reliability behind your biggest ideas with an ISV-certified Dell Precision workstation, featuring professional components to empower creative users in manufacturing, engineering, media and entertainment.

## UPGRADE YOUR EXPERIENCE

Stay productive anywhere, anytime with smart designs that feature up to 4K and HDR displays with Touch, ambient sensing and low blue light options.

## AI THAT LEARNS FROM YOU

Dell Optimizer for Precision is built into all of our new Dell Precision workstations. It provides all the optimization features from Dell Optimizer, plus optimized performance for storage-heavy applications, as well as analytics and reporting to help identify performance bottlenecks while supporting IT planning.

## SEAMLESS USER EXPERIENCE FOR REMOTE WORKERS

Dell Precision workstations have optional Teradici Cloud Access software, ideal for remote work. Built on industry-leading PCoIP technology, Cloud Access Software provides high levels of security, responsiveness and fidelity to meet the needs of even the most demanding environments.



OptiPlex 7090 Ultra modular all-in-one desktop

## OptiPlex: As diverse as your work

### AN ULTRA EXPERIENCE

OptiPlex Ultra is the world's most flexible modular all-in-one solution<sup>3</sup>, ideal for users with limited desk space. Its swappable elements and ultra-compact PC module make for a clutter-free, small footprint desktop environment.

### COLLABORATION MADE EASY

Interact virtually with expansive multi-media displays, intelligent audio and pop-up webcams to communicate without boundaries.

### FITS IN AND STANDS OUT

Faster, more responsive systems – especially for multitasking - with up to 10 core processors and discrete graphics support featuring versatile form factors and flexible mounting options to fit the way you work.

### ADAPTS AS FAST AS YOU DO

Transform your work experience with Dell Optimizer, the only built-in, AI-based optimization software for business that learns and responds to the way you work.\*

\*Not available in OptiPlex 3000 series. Feature availability and functionality varies by model. For more details visit: [www.DellTechnologies.com/Optimizer](http://www.DellTechnologies.com/Optimizer)



Precision 5750



# POWER YOUR PRODUCTIVITY WITH A FULL ECOSYSTEM

Help your employees achieve their full potential with the right tools for the job. One of the great things about our devices is their compatibility with the rest of the Dell Technologies portfolio.



## The world's #1 monitor company<sup>4</sup>

Our award winning monitors from Dell Technologies deliver innovative technology, multitasking and comfort features that expand your productivity, no matter where you work.

Maximize efficiency of your monitor with **Dell Display Manager**. It is a comprehensive display management software packed with multitasking features, allowing you to tile multiple applications, auto-restore where you left off and even save energy with PowerNap.



### DOCKING STATIONS WITH USB-C CONNECTIVITY

Dell Thunderbolt Dock TB16 and WD19TB charge your system faster and link all your electronic devices to your PC using a single Thunderbolt 3 Type-C USB cable.

Dell Docking Station WD19 is our most versatile dock that boosts your PC's power and enhances your productivity. The future-ready, modular design lets you swap out modules with ease if you need to do field replacements or upgrade your systems.

### ONE CABLE FOR POWER, DISPLAY AND PERIPHERALS

Connects multiple displays, transfers data fast and connects all your peripherals.

### FASTER DATA TRANSFER SPEEDS

USB Type-C can transfer data at up to 10Gbps. USB Type-C with Thunderbolt 3 can transfer data at up to 40Gbps.

### USB POWER DELIVERY

USB Type-C cable supports up to 130W to power your laptop and peripherals.



# COLLABORATION SOLUTIONS

Help on-site and off-site employees work with confidence by empowering them with a people-centric collaboration solution from Dell Technologies.

## UPGRADE YOUR CONFERENCE ROOM WITH A DELL LARGE FORMAT MONITOR FOR ADVANCED COLLABORATION

Make the most of your meeting space with a Dell Large Format Monitor. Present, discuss and strategize efficiently with intuitive touch technology and integrated speakers on select models.

Our brilliant 86 4K Interactive Touch Monitor (C8621QT) is the ideal canvas for displaying 4K UHD images in large meeting spaces. It can seamlessly integrate with the Dell OptiPlex Micro and lets you connect, annotate and collaborate effectively in real-time - onscreen or remotely.



**20-POINT MULTI-TOUCH**  
4K UHD interactive display.

**USB-C CONNECTIVITY**  
with up to 90W power delivery.

**INTEGRATED WEBCAM AND SPEAKERS** to seamlessly connect employees in office with their remote colleagues.

**DELL SCREEN DROP** accessibility feature improves reachability for users working from different heights.<sup>5</sup>

**COMFORTVIEW** for sharp text, and anti-smudge coatings deliver a better extended viewing experience.

**IN-PLANE SWITCHING (IPS)** technology delivers consistent image quality.



## Transform virtual meeting experiences for the remote worker

For employees who want to work and collaborate from anywhere, you can empower them with our new Dell Latitude 5520 laptop, our video conferencing monitors and essential accessories. The people-centric and engaging features of Microsoft Teams bring a new layer of inclusivity and productivity to your employees, enabling them to collaborate as if they were in the same room.

Our Dell 34 Video Conferencing Curved Monitor (C3422WE), the world's first 34" curved video conferencing monitor certified for Microsoft Teams<sup>®</sup>, is designed for an efficient and intelligent collaboration experience that connects off-site employees with on-site coworkers.

**USB-C** for a single-cable solution that declutters desks, charges the PC, and transmits power, data, video and audio.

**DELL DISPLAY MANAGER'S EASY ARRANGE** for more connected screens and multi-tasking efficiency.

**5-WATT SPEAKERS** for clear, vibrant communication from any workspace.

**WINDOWS HELLO** enhances security of password-free facial recognition sign-in.

**POP-UP 5MP IR CAMERA** provides razor-sharp video clarity.



# DRIVE YOUR BUSINESS FORWARD WITH MODERNIZED IT

Today, every organization needs to be a digital organization; powered by data, running in a multi-cloud world and ready to take on anything. You can provide your team with the best devices and peripherals, but if they don't have the right tools and solutions on that machine, their productivity may come to a halt. We're here to help you prepare and create your digital future by providing the essential end user computing environment to transform IT and protect your information.

## Dell Technologies Unified Workspace:

Unified Workspace is the gold standard approach to helping customers achieve a modernized endpoint environment and deliver an optimized end user experience.

### 30%

**SAVINGS** in PC Lifecycle Management costs over the next 3 years.<sup>7</sup>

### 50%

**REDUCTION** in setup time with zero-touch deployment (ZTD).<sup>7</sup>

#### ENHANCED EFFICIENCIES

Consolidate your tools and automate process across deployment, security, management and support.

#### OPTIMIZED EXPERIENCES

AI that adjusts device performance to enhance end user experience anytime, anywhere.

#### ACTIONABLE INSIGHTS

24/7 proactive and predictive support to keep IT in front of issues.



## Virtual Desktop Infrastructure

Get a much higher level of control over the security of the data being accessed and who has access to your virtual desktops with Dell EMC VDI edge to core to cloud VDI solutions.

If a device with sensitive data is stolen or compromised, you may be able to wipe it or have adequate encryption to prevent theft, but with virtual desktops you can achieve that extra level of security, where no company data is actually stored on the device itself.

Ready to work in any VDI environment, Wyse thin clients are secure by design, optimized to deliver a rich user experience with the latest high performance desktop virtualization protocols and fully managed from the cloud and/or the datacenter.





# STAY PROTECTED BELOW THE OS WITH SAFEBIOS AND SECURE YOUR DATA ABOVE THE OS WITH SAFEGUARD.

Cybercrime is evolving and the threat landscape has become complex. This means that it's a good idea to stay ahead of the curve and keep your endpoints protected. As we develop endpoint security solutions, we consider all aspects of the endpoint attack surface to secure both above and below the OS, ensuring that you can work from anywhere with the industry's most secure commercial PCs.<sup>8</sup>



## SAFEBIOS: BELOW THE OS

Gain visibility of hidden attacks lurking below the OS using Dell SafeBIOS. Only Dell maintains a protected image off host to verify BIOS integrity, giving you visibility to any unplanned changes by using a dedicated security chip.

If the BIOS were to get corrupted or tampered with, we don't just push a refresh without your approval; we give you flexible reimage options – all of this is to ensure you have the right level of protection below the OS.



## SAFEGUARD AND RESPONSE POWERED BY VMWARE CARBON BLACK: ABOVE THE OS

The Dell SafeGuard and Response portfolio, powered by VMware Carbon Black and Secureworks, provides a comprehensive approach to endpoint threat management that combines prevention with detection and response.

SafeGuard and Response uses Artificial Intelligence and machine learning to detect unusual behavior and unknown threats, monitor activity at the application level and use behavioral based endpoint detection and response (EDR) to block endpoint attacks and prevent fileless attacks.



# MODERNIZE NETWORKING FOR THE CLOUD ERA WITH DELL EMC SD-WAN

No matter where your employees work, Dell EMC SD-WAN smooths out your system's performance and optimizes video conferencing, regardless of the network limitations that your employees may be operating with.

SD-WAN helps solve three key challenges:

1.

## **SIMPLICITY AND AGILITY:**

SD-WAN home appliances ship fully pre-configured, and with true plug-and-play functionality. That's zero touch, zero setup, just plug it in and you're ready to go.

2.

## **PERFORMANCE AND EFFICIENCY:**

SD-WAN software and alliances help optimize network traffic in the home and through gateways to some of the most commonly used cloud appliances, providing a higher level of network performance and lower latency.

3.

## **TRUST AND SECURITY:**

SD-WAN provides an easy, secure path into the corporate network without the need for an additional VPN.



The cloud is not a place – it's an operating model.

Dell Technologies Cloud Powered by VMware Cloud Foundation enables greater performance and reliability, allowing you to choose the right cloud, for the right app, at the right time, and manage it simply with a consistent operations and view to the application stack.

It helps reduce costs and allows you to choose the right mix of capital expenditures, operational expenses, subscription, pay as you grow, and more.



## Simplify the way you pay

Get more choice, flexibility and predictability in how you consume IT infrastructure by combining flexible payment solutions and value-added services offered by Dell Technologies on Demand.<sup>10</sup>

### **PAY AS YOU GROW:**

Make predictable payments over an agreed upon term – and grow over time.

### **PAY AS YOU USE:**

Make monthly payments based on variable usage – elastically scale up or down.

### **PAY AS A SERVICE:**

Let us manage the technology infrastructure – you pay for resources as consumed.







# DELL Technologies

Dell Technologies is an expert in remote working set up, infrastructure and support with over 10 years of experience in it's own Connected Workplace Program. The work from home tips are suggestions to help employees working remotely.

<sup>1</sup> Source: ESG Remote Work Report, 2020

<sup>2</sup> Source: Dell User Group Pulse Survey March 2020

<sup>3</sup> Based on Dell internal analysis of competitive products, June 2019.

<sup>4</sup> Source: IDC Worldwide Quarterly PC Monitor Tracker, Q2 2019.

<sup>5</sup> Based on Dell internal analysis, November 2018. Available on C8621QT, C7520QT and C5518QT monitors only.

<sup>6</sup> Based on Dell analysis of publicly available data of competitive products, October 2020.t

<sup>7</sup> Based on IDC White Paper commissioned by Dell, "Business Value of Optimized Device Deployment", October 2019. Results derived from a survey of 1000 organizations worldwide. Savings calculated reflect costs associated with IT staff time for deployment-related activities and do not include the list price of ProDeploy Plus. Cost savings in U.S. Dollars. Actual results will vary. Click here for the full report: [www.dellEMC.com/idcdeploymentsservicebusinessvalue](http://www.dellEMC.com/idcdeploymentsservicebusinessvalue)

<sup>8</sup> Based on Dell internal analysis, August 2017. For more information, talk to your Dell Sales Representative.

<sup>9</sup> Payment solutions provided by Dell Financial Services L.L.C. (DFS) or its affiliate or designee, subject to availability and may vary in certain countries. Where available, offers may be changed without notice.Sales Representative.