

# Dell Premier



---

A Deep Dive into Global Portal's Capabilities

**DELL** Technologies

---

Global portal centralizes your global purchasing into a single secure platform. Dell Premier allows for multi-country, multi-currency commerce, eliminating the need for regional pages and ensuring consistency with your orders and pricing.



# Global Portal High-Level Features

Multi-Currency and Multi-Country Ordering Options

Catalog of Dell Products, Services and Software

Standard Configurations

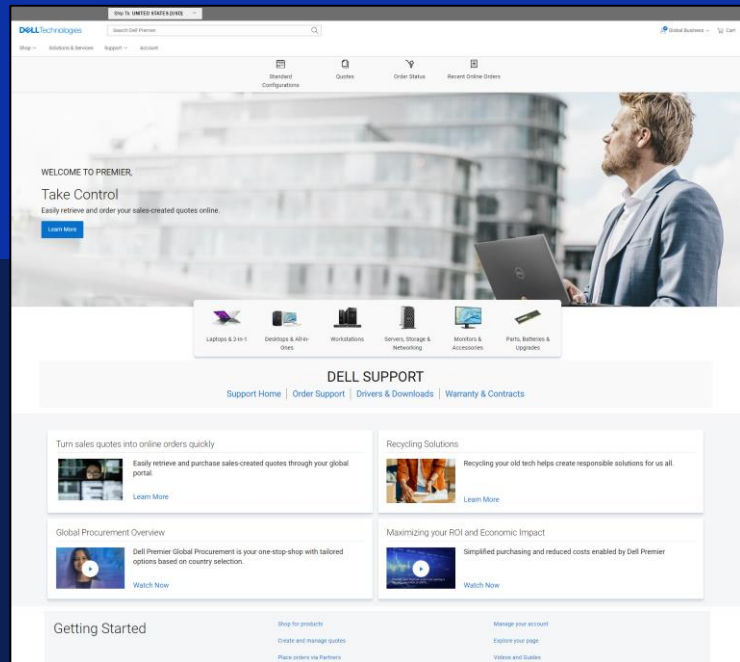
User Access Management

Reporting and Analytics

Order Tracking

24/7 Customer Service

Quote Access



# Multi-Country Currency and Procurement

Ship To: UNITED KINGDOM [GBP]

Ship To Location: HONG KONG [HKD], JAPAN [JPY], **UNITED KINGDOM [GBP]**, UNITED STATES [USD]

Authorized Partner: No Authorized Partner required for this location.

Latitude 5430 £1,104.92

Latitude 5430 £1,049.62

Latitude 5530 £1,021.97

Latitude 5530 £1,077.26

Ship To: UNITED KINGDOM [GBP]

Ship To Location: AUSTRALIA [AUD], AUSTRIA [EUR], BELGIUM [EUR], BRAZIL [BRL], BULGARIA [EUR], CANADA [CAD], CHILE [USD], CHINA [CNY]

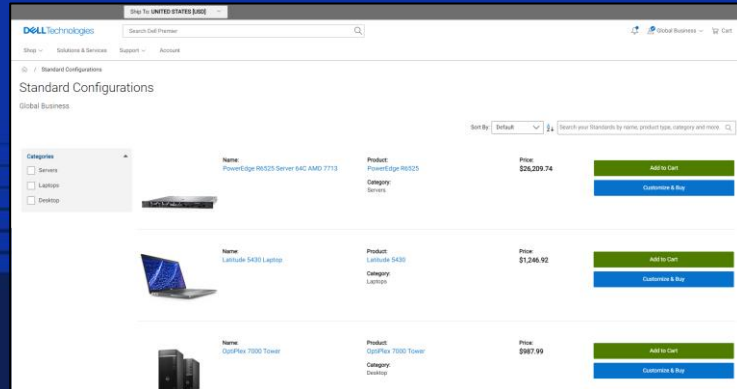
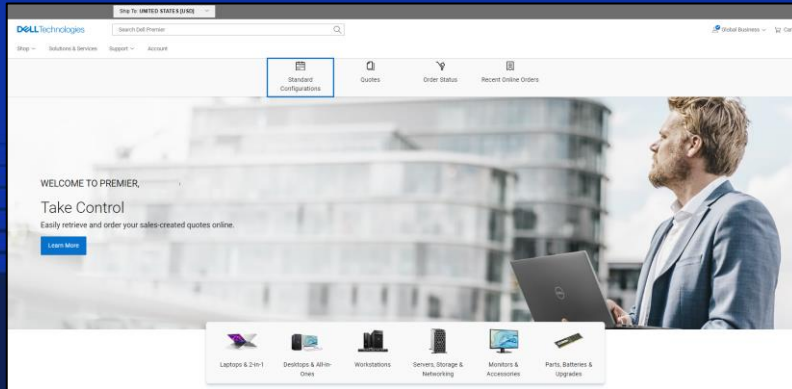
Authorized Partner: No Authorized Partner required for this location.

Cancel Keep Selection

- Once ship-to country is selected, the currency and localized product and solution options are visible during the ordering process
- Items such as keyboards, software language and power supply cords are automatically pre-selected based on country selection
- Receive up-to date information on recent orders, delays, holds, cancellations or part shortages

# Dell Standard Configurations

Set company-wide standards for product configurations, custom services and shipping options at your negotiated price



- Set repeat purchasing within local currencies and view localized product selection
- Collaborate with sales to assign product names and categories that align with your business needs
- Control IT spend and lock configurations at negotiated pricing – consistent with your global contract
- Add to cart, or customize and buy configurations with a single click
- Receive notifications per item when a standard configuration is about to be retired

# Dell Catalogs

Shop a complete line of Dell's end-to-end technology solutions

The screenshot shows the Dell Technologies website interface. At the top, there's a search bar and navigation links for 'Shop', 'Solutions & Services', 'Support', and 'Account'. A dropdown menu is open, listing various product categories: 'View All Shop', 'Standard Configurations', 'Laptops & 2-in-1 PCs', 'Desktops & All-in-One PCs', 'Workstations', 'Servers, Storage & Networking', and 'Electronics & Accessories'. Below the menu, there's a large banner for 'DISCOVER THE NEW LOOK' with a 'Learn More' button. The main content area features a large image of a Dell desktop tower, a monitor, and a laptop. At the bottom, there's a row of product category icons: 'Laptops & 2-in-1', 'Desktops & All-in-Ones', 'Workstations', 'Servers, Storage & Networking', 'Monitors & Accessories', and 'Parts, Batteries & Upgrades'.

*\*Only available if your organization has approved catalog ordering in addition to your standards.*

The screenshot shows a product page for 'Latitude Laptops & 2-in-1 PCs'. The page features a search bar, navigation links, and a main heading. Below the heading, there's a large image of three laptops. A sidebar on the left contains filters for 'Shipping', 'Recent Generation', 'Last Choice', 'Processor', 'Memory', and 'Screen Size'. The main content area includes a sub-heading 'Latitude Laptops & 2-in-1 PCs' with a 'Shop Laptops' button. Below this, there's a section titled 'Which laptop is right for you?' with three columns: 'Latitude', 'Precision', and 'XPS'. Each column has a dropdown menu and a corresponding laptop image. The 'Latitude' column lists 'Business Performance and Collaboration' with bullet points: 'Collaborate with privacy & security', 'Enhance performance with Dell Optimizer', 'Work seamlessly with intelligent connectivity', and 'Support sustainable business initiatives'. The 'Precision' column lists 'Advanced Users and Applications' with bullet points: 'Run design modeling & AECM programs', 'Create videos, animation and visual effects', 'Develop & run AR/VR applications', and 'Power 3D design software'. The 'XPS' column lists 'Creators and Creativity' with bullet points: 'Multitask between intensive programs', 'Produce videos, photography and music', 'Create & edit digital content', and 'Be productive anywhere'. A 'Contact Us' button is visible at the bottom right.

Easily refine your search to find suitable products for your business

# Premier Quote to Order (PQTO)

Leverage Premier's self-service experience to turn offline quotes into online orders

Your quote is ready for purchase.  
Complete the purchase of your personalized quote through our secure online checkout before the quote expires on **Feb. 11, 2024**.

You can download a copy of this quote during checkout.

[Place your order](#)

<b>Quote Name:</b>	Dell Sales Quote	Sales Rep	Jane Smith
<b>Quote No.</b>	3001018369278.1	Phone	(800) 456-3355, 80000
<b>Total</b>	<b>\$1,054.19</b>	Email	<a href="mailto:Jane.Smith@Dell.com">Jane.Smith@Dell.com</a>
<b>Customer #</b>	550000269	<b>Billing To</b>	TESTCOMPANY
<b>Quoted On</b>	Jan 12, 2024		152 TOP DELL WAY
<b>Expires by</b>	Feb. 11, 2024		ROUND ROCK, TX 78682

Dell Technologies

## Checkout

← Quotes

Note: You can add up to 10 quotes in checkout.

[Add Quotes](#)

### Summary

Dell Latitude 5440  
Specs  
Get it by Saturday, February 3, 2024  
Quantity 1 \$973.87

Subtotal (1) \$973.87  
Delivery Free  
Tax \$80.32  
**Total \$1,054.19**

[Download Quote Documentation](#)

**Sales Representative**  
Jane Smith  
[Jane.Smith@Dell.com](mailto:Jane.Smith@Dell.com)  
(800) 456-3355 80000

**Order Information**  
Quote Number: 3001018369278.1  
Expiration Date: Monday, February 12, 2024

**Order Contact**  
John Doe  
Test Company  
Phone Number: (912) 370-9803  
Email: [John.Doe@testcompany.com](mailto:John.Doe@testcompany.com)

**Billing Address**  
TESTCOMPANY  
152 TOP DELL WAY  
ROUND ROCK, TEXAS, 78682

## Quote Download Center

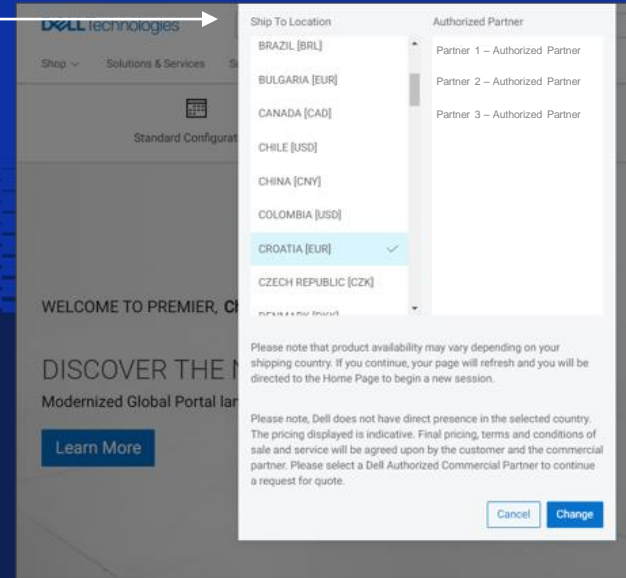
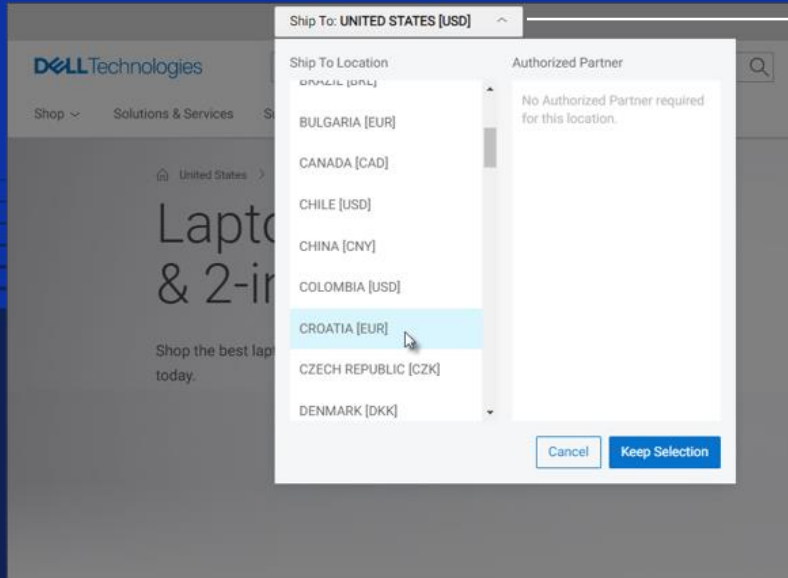
Quote Details ^

<a href="#">US_Quote_3001018369278_1.pdf</a>	1/12/2024	↓
<a href="#">US_Quote_3001018369278_1.html</a>		↓
<a href="#">US_Quote_3001018369278_1.xlsx</a>		↓
<a href="#">US_Quote_3001018369278_1.xml</a>		↓

- Retrieve quotes provided by your Dell Technologies account team, in addition to quotes that you create online independently
- Review/download the quote (PDF, HTML, XML or XLS format) and place your order online
- Receive real-time updates throughout the order fulfillment process
- Track orders and download packing slips or invoices

# Indirect Country Ordering via Authorized Partners

Our vetted partners provide top-notch service and support to fulfill your orders

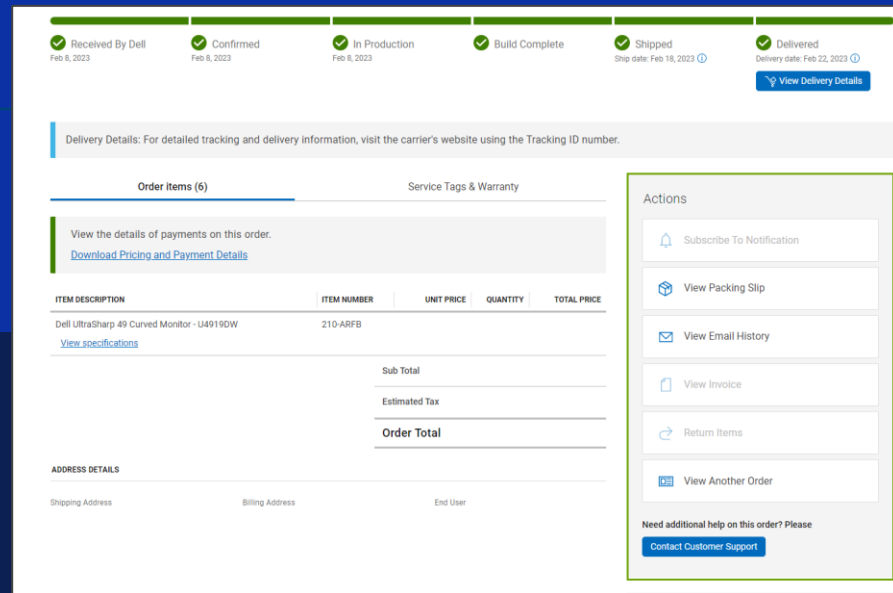
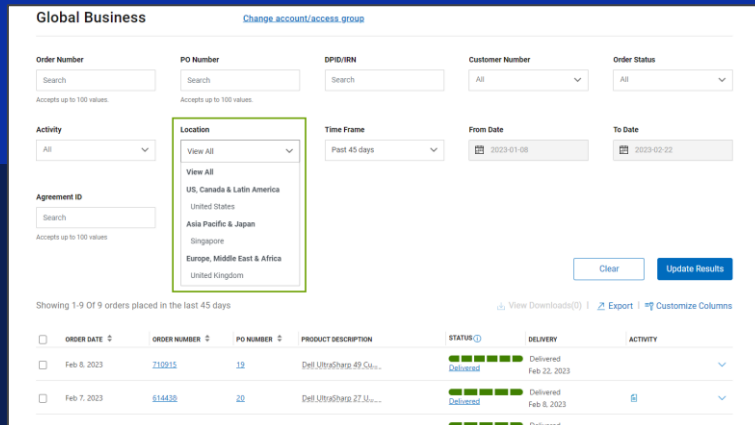
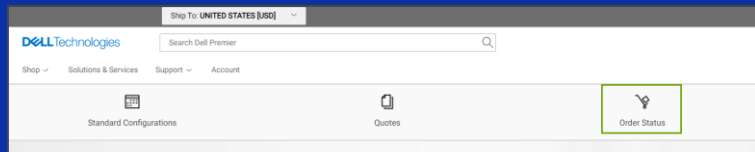


- For countries where Dell does not have a direct presence, customers will be directed to select a Dell Authorized Partner
- Site admins can easily view and customize their list of Dell Authorized Partners
- Track your requests to partners from quote to order



# Order Tracking

Gain visibility and confidence with Dell's inventory and lead times for global purchasing and shipments



- With a click of a button, easily access your global order status at your convenience
- Manage orders with ease: view packing slips, invoices, and \*initiate returns
- Click on the order number to access useful links, such as contact customer support, and carrier information
- Access all previous orders from up to the past 2 years
- Subscribe to emails detailing order tracking and shipping confirmation
- For orders placed via Dell Authorized Partners (indirect countries), please contact the partner for order tracking

# Account Page

A suite of self-service tools that give customer's autonomy and control of the procurement process

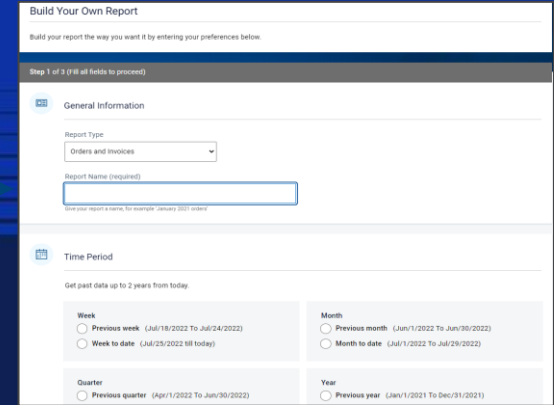
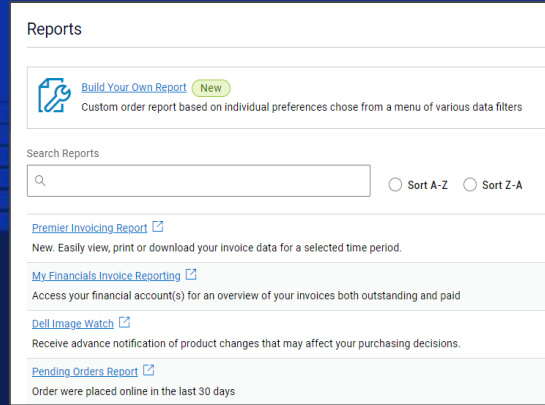
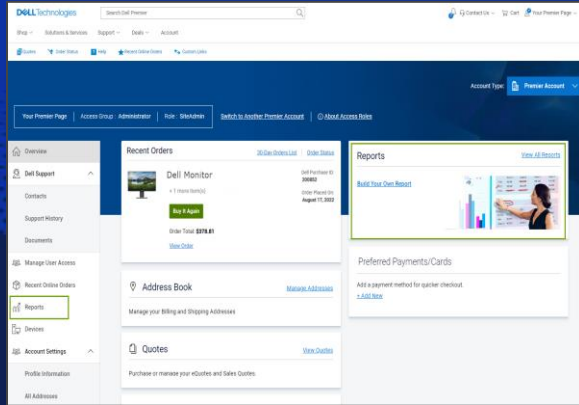
*\*Online capabilities may vary by country/region*

- Contacts: Call or email your global and local account team members
- Address Book: Access and organize your shipping and billing information
- Reports: View, track and manage global orders with powerful self-service tools and robust reporting capabilities
- Manage Users [Admin Only]: Assign access groups and user roles to control what users see and do
- View Dell Partners [Admin Only]: View list of Dell Authorized Partners
- \*Set up a Single Sign On (SSO) integration between Dell Premier and your company

*\*Global rollout in progress*

# Reporting

Easily customize and download reports within your global portal



- Create your reporting dashboard from a large selection of filters for details about your order, customer, tracking and delivery data; offering a fast and reliable self-service experience
- View a variety of reports relating to current and past Dell purchases. Contact your Dell Technologies account team to discuss which reporting option is best for your business

*\*If the report feature is not available in your account, please contact your Dell Technologies Account Team*

*\*Note: Orders placed via Dell authorized partners will not appear in Purchase History report*

# Scalable Solution

Integrate global portal directly with your procurement system to maximize the purchasing process

- Electronic system to system order flow
- No additional user login
- Customized product catalogs
- Support of API integration
- Persona-based user experience
- Automated order status
- Customizable reporting for IT asset management and tracking



# Ready to get started?

- 1 Enroll in Dell's Customer Success Program for global account purchasing
- 2 Set company-wide standards for product configurations, services, shipping options; define what users can see and do
- 3 Rely on the Dell team from set-up to onboarding for seamless implementation

