

# Have it all.

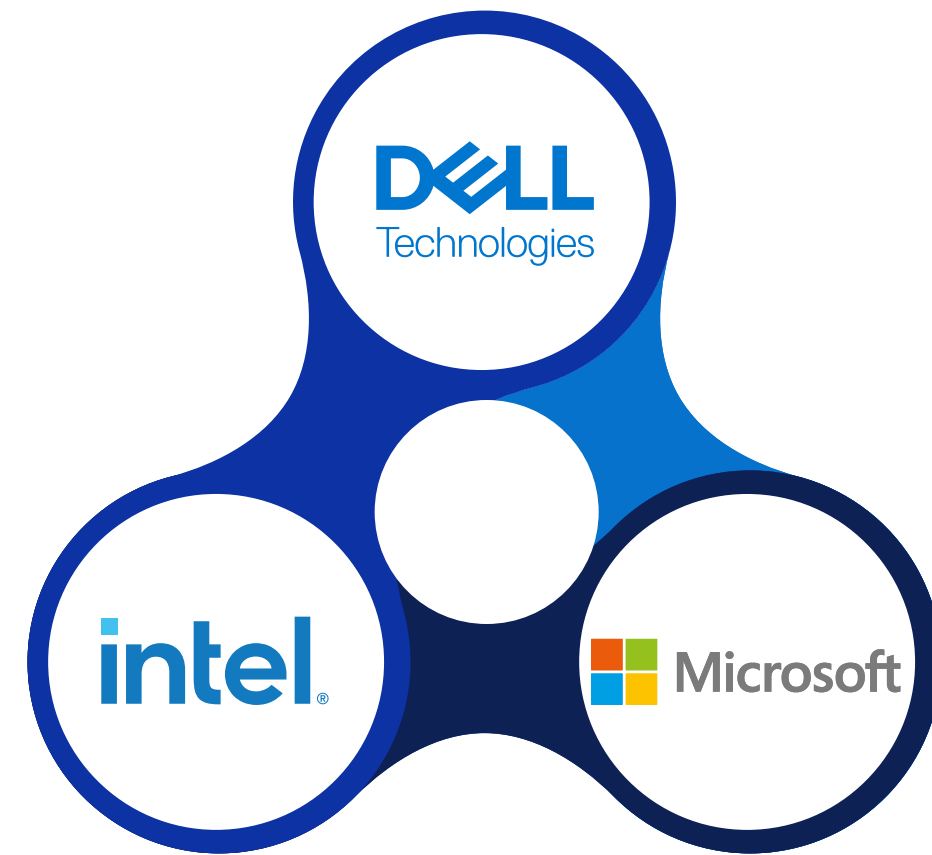
Business grade workforce solutions without compromise.

Secure, manageable and sustainable with leading TCO.





# Better together. Better for you.



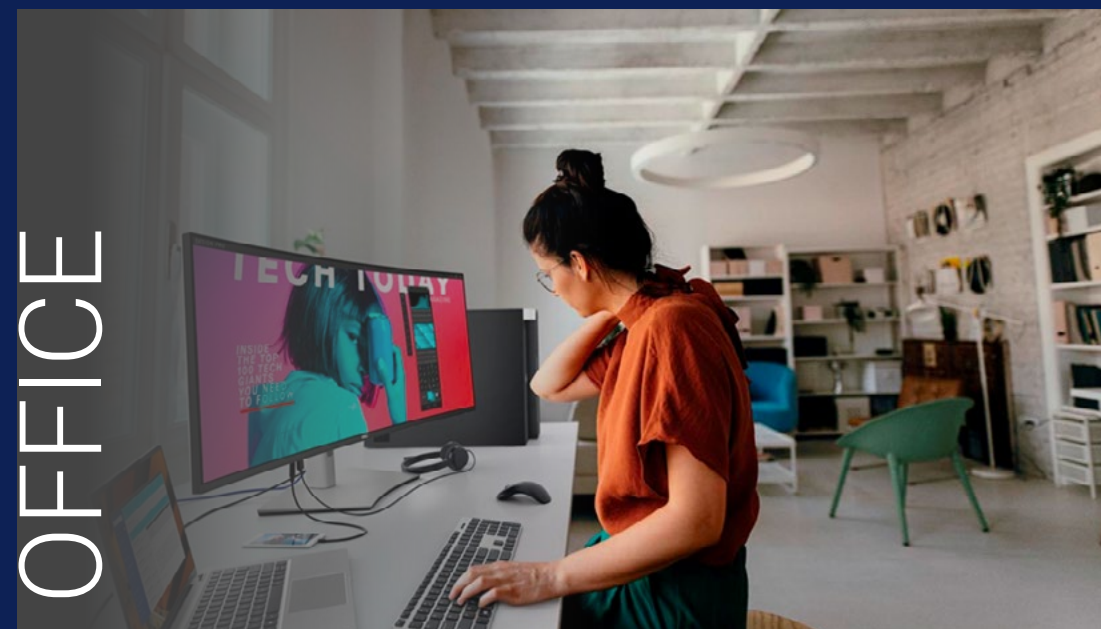
The greatest achievements are **accomplished together**. Teamwork is the only way to get things done – and no one manufacturer can do it all alone, no matter how they might make it appear.

Working together, **Dell Technologies, Intel and Microsoft** give you access to market-leading **business grade** workforce solutions – without compromise.

We do it all, so **you can have it all**.

**\$46.7B<sup>1</sup>**  
our combined  
R&D in 2022

Delivering the **most seamless work experience** on the planet - **no matter where you work.**





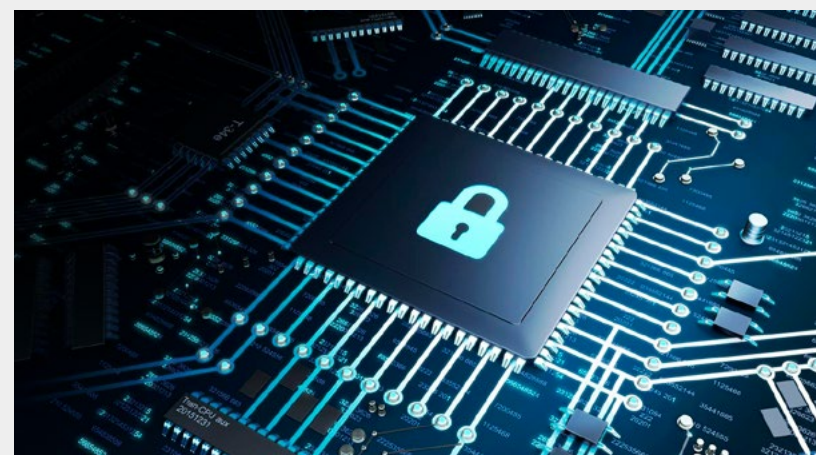
# To be successful, Workforce Transformation is no longer optional

The business landscape has transformed at pace over recent years, and organizations have found their expected modernization timelines dramatically shortened.

The challenges include retaining talent while embracing flexible, hybrid working models and staying ahead of evolving security threats, while making leaner budgets work harder.

Choosing the right partners can help you meet these challenges head on – and can have a significant impact on the success of your organization.

## Key considerations



### Security

Protect against evolving security threats targeting devices, data and apps when supporting distributed teams.



### User Experience

Attract and retain talent by equipping them with intelligent devices built for their specific roles, allowing them to connect and collaborate seamlessly.



### Financial

Modernize the work experience, while managing budget and financial constraints and considering new consumption models.



### Management

Increase agility throughout the PC lifecycle without introducing complexity and cost for your internal IT team.



### Sustainability

Modernize while being able to meet your ESG goals.



# Business grade security **you can't get anywhere else**



Dell Technologies unique built-with/built-in security integrates all the security innovations from our partners Intel and Microsoft, so you can protect your hybrid workforce from evolving security threats.

We secure your devices end-to-end with layers of security, starting with Intel Hardware Shield within the Intel vPro® platform below the OS. This complements and supports Dell Technologies hardware-based protections, such as Dell SafeBIOS, Dell SafeID and Dell SafeScreen. When combined with Windows 11 and Microsoft 365, these security features work together to provide a comprehensive security solution.



**Security verification** – our industry-leading secure supply chain enables you to verify that all new hardware arrives untampered.



**Overcome security complexity** – streamline security management across diverse locations and extend security to the cloud.



**Continuous security updates** – cumulative updates mean you'll always have the most up to date security posture.



**Accelerate the adoption on Zero Trust** – enable powerful out-of-the-box security based on Zero Trust principles across devices, OS and applications.



## ProofPoint

**Dell Trusted Devices** are the industry's most secure commercial PCs<sup>2</sup>, built with industry-leading supply chain defenses and integrity controls.

Businesses report

# 58%

drop in security incidents with Windows 11 Pro Devices<sup>3</sup>

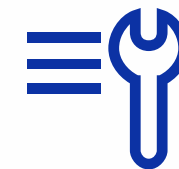


# Attract and retain talent by giving them the tools they want

At Dell we address this challenge by offering the most intelligent business PCs in the industry, powered by latest Intel® Core™ Processors and the latest Windows 11 Pro software to meet the demands of every type of user.

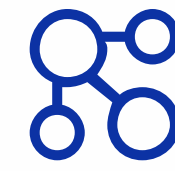


**More choice** – with the widest range of Windows 11 PCs, Dell Technologies ensure you don't have to waste money over or under specifying PCs, enabling you to get the right PC for the right user at the right price.



**More productivity** – get to work faster with ExpressSign-in, waking the PC on approach before Windows Hello logs you in and locks your PC when you walk away.

Unleash creativity with Microsoft M365 Copilot (coming soon), powered by the latest Intel Core processors with Intel vPro.



**More collaboration** –

give your teams access to apps, files and data they need, plus seamless pairing of Dell monitors and accessories. Our extensive range of Microsoft Teams certified accessories make it easier to meet, share and collaborate.



**ProofPoint**

**Dell Optimizer - the technology behind the world's most intelligent PCs<sup>4</sup>**

The unique Dell Optimizer learns and responds to the way your users work and is designed to automatically improve application performance, battery run-time, audio settings and privacy.

Up to  
**2.8x**  
faster  
productivity  
vs.  
3-yr old PCs<sup>5</sup>



# Stunning TCO from every angle



Some manufacturers create Total Cost of Ownership (TCO) stats against a narrow benchmark that suits them, and this can make knowing the real cost of ownership a challenge.

Dell Technologies, Microsoft and Intel integrate our latest technologies to deliver comprehensive, competitive TCO from chip to cloud.



**Reduced deployment costs** – cut the time burden on your staff by leveraging Dell ProDeploy Plus, which can accelerate deployment times by up to 50%<sup>6</sup>



**Reduced management costs** – our holistic view that can monitor the health of your entire fleet can achieve 53%<sup>7</sup> lower annual costs thanks to both increased user productivity and IT staff efficiency



**Reduced licensing costs** – by up to 60%<sup>8</sup> through consolidation with Microsoft 365 for Enterprise

Up to  
**20%**  
reduction in device  
lifecycle service costs with  
Dell PC as a Service.<sup>9</sup>

## ✓ ProofPoint

### Flexible consumption models

PC as a Service enables you to manage budgets effectively, moving from CapEx to OpEx with predictable monthly payments and reduced costs.

Dell PC as  
a Service



Hardware  
/ Software



Deployment  
Services



Support  
Services



Asset  
Return



Financing



# Deploy **faster** and manage more **precisely** - without lifting a finger

For most organizations deploying PCs and managing them is not core business. It is for us - we configured over 11 Million<sup>10</sup> systems in the last fiscal year.

Dell Technologies best practices, acquired from years of experience across the full PC lifecycle, enable us to combine the benefits of Windows 11 and Intel vPro, giving you unprecedented PC management efficiency in a more sustainable way.



Reduce deployment and management costs in your business



Liberate your IT staff from time consuming tasks



Be more agile, bringing new systems online faster, at scale and at any location



Improve end user experience with proactive, AI-driven support



## ProofPoint

### ProDeploy Plus - seamless end user experience

Dell Connected Provisioning delivers customized devices to end users faster with fewer touches, reducing TCO and increasing productivity across your teams.

With over 81,000 units imaged globally each week and 93%<sup>11</sup> customer satisfaction for Dell configuration services, we're well placed to help support your hybrid workforce.

Accelerate deployment times by up to

**50%**<sup>12</sup>



# Accelerate your sustainability strategy with industry leaders

## Not all manufacturers are the same shade of green.

Dell Technologies, Intel and Microsoft understand the vital importance of working to meet our own - and your - sustainability targets. That's why our green initiatives and design principles help you to accelerate your own green agenda throughout the entire PC lifecycle – because better sustainability is achieved by working together.



### Sourcing

- Up to **90%**<sup>13</sup> Post-Consumer Recycled plastic in our products.
- Total of **71%**<sup>14</sup> recycled or renewable materials in the lids of our Latitude 5000 and Precision 3000 Series.

### Manufacturing

**First** closed-loop Aluminium HDDS<sup>15</sup>.  
**First** bio-based plastics in mainstream PCs.  
**Intel green manufacturing** practices restore 99%<sup>16</sup> (by volume) of fresh water used.

### Packaging

**New packaging** made from **100% recycled** or renewable materials.<sup>17</sup>

### Usage and Repairs

Intel vPro reduces the need for site visits by remotely repairing, remediating, or even retiring PCs. Dell Technologies **ranked #1 for repairability in the last 2 years** in PIRG "Failing the Fix scorecard report".<sup>18</sup>

### Asset Recovery

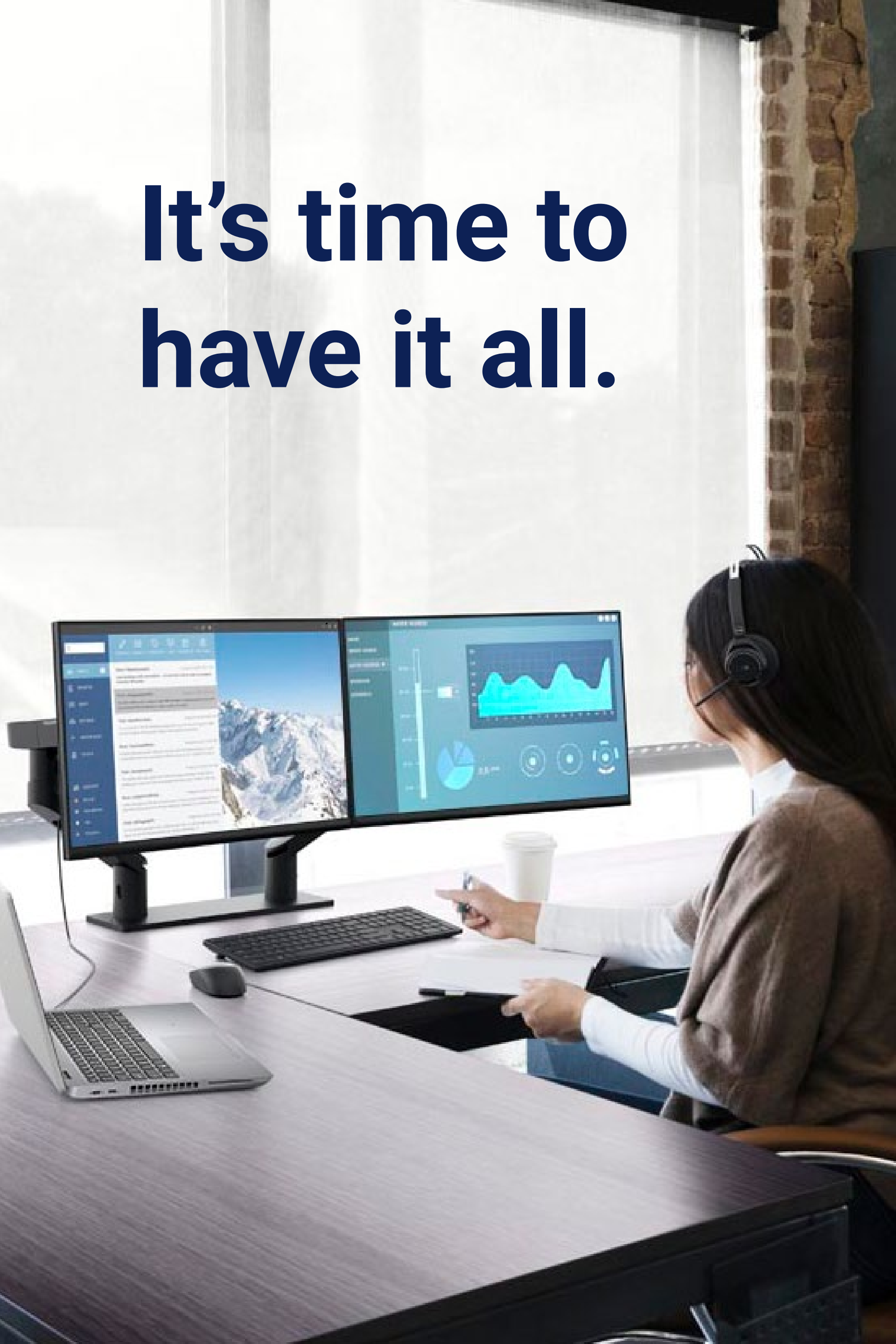
For **over 25 years** Dell has helped protect businesses and the environment by retiring old assets and earning customers money through resale - all while helping them to reach sustainability goals.

### Recycling

**2.5 billion pounds** of used electronics recovered for reuse and recycling since 2007.<sup>19</sup>



# It's time to have it all.



Dell Technologies

intel

Microsoft

Business grade workforce solutions that let you work from anywhere - without compromise.

- ⬆️ More security
- ⬆️ Less complexity
- ⬆️ More innovation
- ⬆️ Less effort
- ⬆️ More productivity
- ⬆️ Less cost
- ⬆️ More resilience
- ⬆️ More growth
- ⬆️ More sustainability

To learn more, please talk with your Dell Technologies **Account Executive** or visit [Have It All](#)



**Footnotes:**

1. [Macrotrends.net](#) – R&D spend in 2022: Dell Technologies \$2.59 billion, Intel \$17.52 billion, Microsoft \$26.62 billion
2. Based on Dell internal analysis, September 2022. Not all features available with all PCs. Additional purchase is required for some features.
3. Windows 11 Survey Report. Techaisle, February 2022
4. Based on Dell internal analysis of competitive PC performance software and applications. September 2021 AD#CLM-003280
5. Benchmark study was carried out by Intel. Study compared speed of report generation while in a 1:1 Teams call using 13th Gen Intel® Core™ i7-1370P processor vs. 10th Gen Intel® Core™ i7-10610U. Performance results are based on testing as of 01/20/2023 See [Intel.com/Performance-vPro](#) for details.
6. IDC: The Business Value of Optimized Device Deployment with Dell ProDeploy Plus
7. Based on an IDC Custom Study commissioned by Dell Technologies, "Lower Costs and Drive Better Outcomes with a Single Vendor for Multiple IT Services" April 2022.
8. [The total Economic Impact of Microsoft 365 E3](#). Forrester
9. [How the way we work will change the Office of the Future](#). Dell Technologies
10. [Dell Connected Provisioning – the bridge to modern provisioning](#). Dell Technologies
11. [Dell Connected Provisioning – the bridge to modern provisioning](#). Dell Technologies
12. IDC: The Business Value of Optimized Device Deployment with Dell ProDeploy Plus
13. [More Sustainable Devices](#). Dell Technologies Blog
14. [More Sustainable Devices](#). Dell Technologies Blog
15. [How Dell is recycling old hard drives for the aluminum in new PCs](#). Digital Trends
16. Barron's 100 most sustainable companies. February 2022.
17. [Sustainable Devices](#). Dell Technologies Website
18. [Why the best laptops in 2023 are repairable](#). PIRG.org
19. [Rethinking Recycling](#). Dell Technologies blog

Dell Technologies Global Headquarters is located at One Dell Way, Round Rock, TX, 78682.

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