

# Work and innovate everywhere with our portfolio of intelligent solutions



Stay empowered with an ecosystem that adapts  
to the unique ways you work.

Future  
of Work →

Designed  
to delight →

Simplified  
IT →

Advanced  
sustainability →

**DELL**Technologies

Dell Technologies Solutions with Intel®

**intel**®

# Future of Work

We believe innovation begins with people.

That's why we take a human-centric approach to designing intelligent solutions to empower users and IT to work and innovate everywhere. The future of work has evolved, and workers have new expectations for technologies that power their workday.

Employees are returning to the office and moving between locations to get work done — seamless experience is a priority, and intelligence, simplification, and sustainability are at the forefront of innovating technologies to elevate that work experience.

Dell Technologies offers an **unmatched, comprehensive portfolio** of intelligent solutions that...



Delight end-users



Simplify IT



Advance sustainability



# Why Dell Technologies?

## Legacy and scale



With our legacy of 39-years of delivering world class products and global scale with our unmatched supply chain, you have a trusted partner to prepare for the future. We ship 2.5 units every second.

## We design our products to delight our end-users



Dell laptops are compact and intelligent<sup>2</sup> commercial laptops designed with cutting-edge technologies with an ecosystem for productivity and collaboration everywhere.

## Comprehensive security and support makes IT a breeze



We offer multi-layered defense no one else does. Dell's ProSupport Suite with SupportAssist reduces time resolution of critical failure up to 6x faster than competition.

## A proven leader in end-to-end sustainable innovation



We design our products using innovative sustainable materials including recycled and hydropower produced aluminum<sup>4</sup>, recycled copper<sup>5</sup>, and bio-based materials<sup>6</sup>. Our PCs have improved power savings with Dell Optimizer<sup>7</sup> and our commercial notebooks ship in packaging made from 100% recycled or renewable materials<sup>8</sup>.

# Designed to delight

Dell delivers light<sup>1</sup> and intelligent commercial laptops<sup>2</sup> **with an unmatched ecosystem, designed for everywhere-work.**

Work is an outcome, not a place. People need to be set-up for success wherever they work and they need technology that frees up time to ideate and collaborate from the likely and unlikely places. They need technology that minimizes disruption and helps them work in ways that feel most natural to them.

Dell enables seamless collaboration and productivity with personalized technology on the Intel vPro<sup>®</sup> platform and a world-class ecosystem designed to delight users.



**Designed, tested and certified to work seamlessly together with Dell systems.** We offer full productivity and collaboration solutions.



# Simplified IT

Our secure<sup>3</sup> and simple to manage offerings, coupled with direct services and support – **all in one easy payment.**



## Flexibility to transform your IT

With our APEX client device portfolio we are enabling companies of any size to simplify IT and deploy the latest technologies with predictable costs.

**Our APEX device portfolio is made up of two offers:**

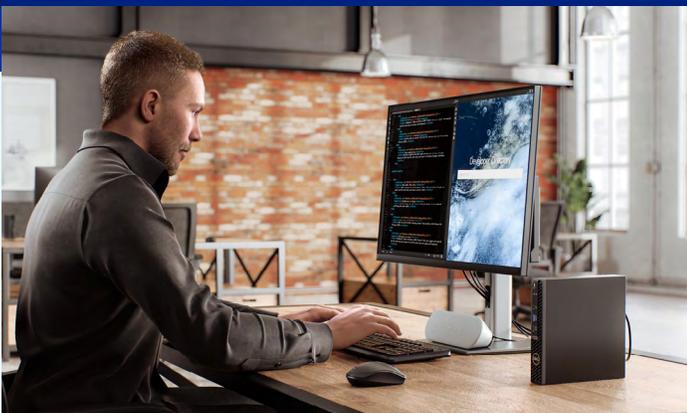
- **APEX Managed Device Service** – designed for small and medium businesses with limited or no in-house IT, this fully managed subscription includes a team of IT experts that keep business devices up-to-date and secure through preset lifecycle services and software.
- **APEX PC-as-a-Service** – for larger companies that want to increase device refresh cycles, invest in modern lifecycle solutions and reduce upfront costs, Dell APEX PC-as-a-Service is fully customizable across the entire client device portfolio – inclusive of devices, software and services.



## Secure anywhere-work with Dell Trusted Workspace

Attacks are inevitable. Catch and repel malicious activity before it compromises your fleet. Reduce the attack surface with intelligent hardware and software defenses built for today's cloud-based world.

- **Built-with security:** Rigorous supply chain controls ensure PCs are secure from factory to first boot.
- **Built-in security:** Cutting-edge hardware-based security, further bolstered by Intel® Core™ processor, minimizes risk of attack for hybrid work.
- **Built-on security:** Software-based solutions provide protection against advanced threats.



# Simplified IT

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## 3

Protect your endpoints, optimize your devices' health & performance, and enhance end user productivity

**Dell Manageability Solutions** allow IT Admins to deploy drivers, configure BIOS, monitor devices, manage updates - reliably and easily, all while integrating with endpoint management solutions, and with Intel® Active Management Technology, exclusively on the Intel vPro® platform for out-of-band systems management.

**Dell Trusted Update Experience** simplifies how you can update your fleet of devices with the latest BIOS, driver, and firmware versions.



## 4

Modernize IT purchasing

Maximize business results with **Dell Premier** – our customizable online platform simplifies purchasing with personalized product selection, easy ordering, and better management of the procurement processes.

- **Designed for your business:** View your customized catalog, create standard purchasing bundles and configurations at exceptional pricing aligned to your company's needs.
- **View real-time insights:** Access invoicing, and see transparent delivery and tracking information with just a few clicks.
- **Comprehensive procurement lifecycle support:** Receive real-time analytics on purchase information, refresh cycles and allow us to take back your old IT to keep your business running.



# Advanced sustainability

## Sustainable products and solutions

For 30 years, Dell Technologies' commitment to climate action and the circular economy has helped us drive innovation for our industry and beyond. Whether it's making our products and packaging more sustainable or helping you meet your organization's sustainability goals,

we are your true  
end-to-end solutions  
**partner in sustainability.**



## Reducing product carbon footprints (PCFs)

We invest in sustainable materials, work with responsible supply chain partners and are lowering energy consumption in our products to reduce PCFs for customers.

## Improving energy efficiency, without compromising performance

We optimize energy usage on our intelligent client devices with Dell Optimizer's Quiet Mode, which delivers up to 21.19% improvement in performance per watt over the default mode.<sup>7</sup>

## A proven leader in sustainable materials

We are the PC manufacturer to use bioplastics, closed-loop materials, reclaimed carbon fiber, bamboo and ocean-bound plastic materials in products or packaging.

## Evolving our business to support a circular economy

Our aaS and APEX offerings alongside our comprehensive Dell Services portfolio support the responsible procurement and retirement of end-of-life devices to reduce e-waste.



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**United in our purpose** to deliver human progress through the power of technology.

Learn more about Dell Client Software and Solutions or set up a meeting with your Dell representative.

[Dell Optimizer](#) →

[Sustainability](#) →

[APEX PC-as-a-Service](#) →

[Dell and Microsoft](#) →

[Dell Premier](#) →

[Dell Displays and Client Peripherals](#) →

[Endpoint Security](#) →

## Sources and disclaimers

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<sup>1</sup> Based on Dell Analysis, October 2022.

<sup>2</sup> Based on Dell analysis, November 2022. Dell Optimizer is the AI-based optimization software for commercial PCs. Dell Optimizer is not available in OptiPlex 3000 series, Latitude Chromebook Enterprise, and Linux-based devices. Feature availability and functionality may vary by model. For more details visit: <https://www.delltechnologies.com/asset/en-sg/solutions/business-solutions/technical-support/dell-optimizer-features-availability-matrix.pdf> external

<sup>3</sup> Dell has the industry's most secure commercial PCs with built-in below the OS security features that our competitors cannot match. Based on Dell internal analysis, September 2022. Not all features available with all PCs. Additional purchase required for some features.

<sup>4</sup> The Latitude 9440 chassis is designed with 25% hydro-powered aluminum and 75% recycled aluminum, reducing the material's carbon footprint by 90%. Based on internal analysis, October 2023

<sup>5</sup> Percentage is based on plastic weight in the case and copper in the cable. Based on internal analysis, September 2023

<sup>6</sup> Latitude 5340, Latitude 5540 and Latitude 5340 2-in-1 are made with 46% bio based rubber in the feet on the bottom of the product. Latitude 5440 is made with 42% bio based rubber in the feet on the bottom of the product. Based on Internal Analysis. February, 2023

<sup>7</sup> This is based on a Dell internal study, testing power and performance within our Dell Optimizer power module. White paper published November 2022 <https://www.delltechnologies.com/asset/en-sg/solutions/business-solutions/industry-market/maximizing-power-efficiency-with-dell-optimizer-a-case-study.pdf>

<sup>8</sup> Dell's new commercial notebook packaging is 100% recyclable. Paper packaging materials can be recycled via municipal recycling, where available. System bag is made from recycled plastic and can be recycled along with other thin plastics.

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The Dell Technologies logo, featuring the word "DELL" in a stylized font with a diagonal line through the "E", followed by the word "Technologies" in a sans-serif font.