**DELL**Technologies

(intel)

Transform workforce experiences
with an intelligent, unified approach to IT.

UNIFIED WORKSPACE

Unified Workspace    Deploy    Security    Manage    Support    PC as a Service    Devices    Financing

DELLTechnologies

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# Transform workforce experiences — with Dell Technologies Unified Workspace

Users are on the go, working from almost anywhere and on multiple devices, reshaping the traditional work-place. We know for you as an IT leader this means more:

- devices to provision and deploy
- end points to secure
- applications to support
- systems to manage

Which results in more headaches for you and less time to focus on more important, strategic initiatives.

And your role has transformed too; you're now a critical partner of the company's leadership. You're thinking about bringing the best experience to your users, accelerating collaboration and maximizing productivity. You're being tasked to help the company remain innovative. With all of these added responsibilities, thinking about the more repetitive tasks like resetting user passwords and giving access to VPN should be a thing of the past.

At Dell Technologies, we understand your top priority is transforming your organization for ultimate value and efficiency — for

## 69%

of IT decision makers are still measured on efficiency and process[1]

Implementing Workspace ONE can deliver
**productivity gains of up to 27 days per user[2]**

🌐 **Read Report**

yourself and your end users.

Now you can — with Dell Technologies Unified Workspace, we solve your biggest pain points. Get an intelligent, unified

approach that gives you improved visibility, insights and automation to streamline processes and deliver exceptional user experiences.

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# Transform workforce experiences — with Dell Technologies Unified Workspace

Dell Technologies Unified Workspace integrates software, services and hardware to make the future of work a reality. We designed this revolutionary solution with simplified lifecycle management solutions for IT and ready-to-work experiences for end users to enable choice and business innovation.

> Dell Technologies Unified Workspace
>
> is a comprehensive and intelligent solution
>
> to **deploy**, **secure**, **manage** and **support**
>
> almost all devices from the cloud.

Our integrations across Dell hardware, Dell Services, VMware Workspace ONE and Secureworks can save time, improve user experience, optimize resources and help strengthen security.

🌐 **Learn more at DellTechnologies.com/Unifiedworkspace**

**DEPLOY**
Award-winning
Devices

**Secureworks**
**SECURE**
Trusted
Security

**vmware** Workspace ONE
**MANAGE**
Modern
Management

**SUPPORT**
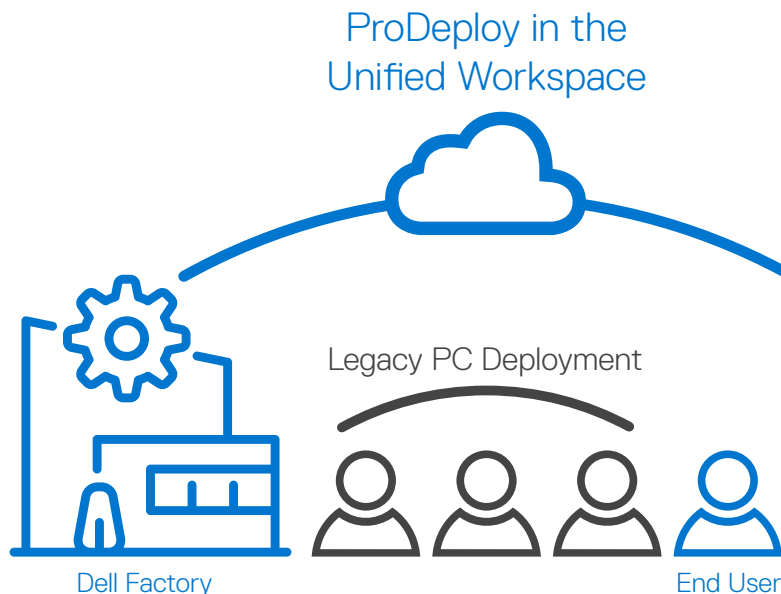Services &
Support

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# Modernize deployment with ProDeploy in the Unified Workspace

People are changing the way they way work through multiple devices, locations, and accessing files and applications on and off network. This means that previously time-consuming tasks like setting up PCs for new hires are now even more of a challenge.

## ProDeploy in the Unified Workspace

Legacy PC Deployment

Dell Factory                    End User

In the past, provisioning looks something like the above: You spend weeks ordering and configuring machines. Then you manage the delivery process from the factory to onsite staging to the office and then to the end user wherever they are. Then your end user spends even more time downloading apps and getting their PC up and running. And you manage all of this for the entire business.

Sound familiar? With Dell Technologies ProDeploy in the Unified Workspace, you get time back and end users get ready to work experiences. Here's how:

- You just upload apps and device configurations to Dell

- We configure the machine, install the apps and deliver the device directly to your user. Virtually everywhere. Now your end users can be up and running in less time.

- And that's it. Seamless, day-one productivity for end users, wherever and however they work.

## Save up to nearly a week of admin time per 1,000 systems deployed, with just about an hour needed for new provisioning[3]

🌐 **Read Report**

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## Modernize deployment with ProDeploy in the Unified Workspace

We know IT infrastructure isn't one size fits all and your solutions shouldn't be either. That's why we have deployment solutions that fit your environment.

Dell offers options to complement your environment whether you are still migrating to Windows 10 or have already adopted a full cloud strategy.

⤓ **Download the Dell ProDeploy Client Suite brochure**

Take the first step in your workforce transformation with modern provisioning from Dell Technologies. Day one productivity for end users, time back for IT.

🌐 **Learn more about our deployment services**

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# Protect your data with Endpoint Security in the Unified Workspace

We believe security shouldn't slow your users down, but instead enable collaboration and innovation.

Protect your business with industry-leading security solutions that give you the confidence to provide users with the ability to work when, where and how they want.

Endpoint Security in the Unified Workspace delivers security solutions that help protect the entire ecosystem, freeing you from having to focus on threats and remediation and allowing time for you to focus other strategic workforce transformation initiatives — like moving to the cloud or enabling remote work.

↓ **Download Data Security article**

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# Protect your data with Endpoint Security in the Unified Workspace

## Trusted Devices

Security begins with the endpoint and creates a foundation for protecting your environment. With Dell's commercial devices you get built-in security you can trust.

## Trusted Access

Dell and VMware Workspace ONE provide our customers with an added layer of protection through Trusted Access. VMware Workspace ONE constantly monitors and validates the state of device, user, network and applications. At the first sign of a threat, it will ask for multi-factor authentication, and depending on the threat level it can even block user access and wipe data from a machine.

## Trusted Data

Protect your business and help keep your competitive advantage yours with cutting edge threat protection. Our comprehensive threat management portfolio, along with Secureworks, combines prevention with detection and response.

Within Trusted Data, our SafeData and SafeGuard solutions provide you with the confidence that your workforce can work anywhere without the need to lock down data. SafeData gives end users the freedom to smartly collaborate while protecting data, even when it is stored in the cloud, giving you peace of mind. And with embedded and efficient compliance reporting, you can verify and prove data is always protected.

Through constantly monitoring and increased visibility, SafeGuard creates a secure foundation around the endpoint to protect your business ecosystem while enabling the end user to stay productive. Utilizing highly trained incident response specialists from Securework for expert support before, during and after a security incident.

🌐 **Find out more about our Dell Endpoint Security**

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# Simplify your endpoint management

Unified Endpoint Management (UEM) is becoming the new norm because of Windows 10 migration. Dell Technologies and VMware Workspace ONE provide you with a simplified path to modern management regardless of device, OS or applications, while giving users a faster, smarter experience.

Dell Client Command Suite and VMware Workspace ONE have integrated capabilities delivering a unified endpoint management experience to manage firmware, OS and apps from one platform. With VMware as part of the Dell Technologies family, you can now manage your Windows 10 devices and mobile devices from the same console, via the cloud. So instead of having one console

managing your PCs, and another console managing your mobile device management system, you can manage all Windows 10 endpoints from one console through VMware Workspace ONE powered by AirWatch.

VMware Workspace ONE gives you the flexibility to either complement your existing PC management tools or to transform how you manage Windows 10 altogether. This

is an intelligence-driven digital workspace that provides you a simple and secure way to manage any app on any smartphone, tablet or laptop. Integrated with Dell Client Command Suite, Workspace ONE provides access control, application management and multi-platform endpoint management for cloud and on-premise deployment.

Dell devices with Intel®          See page 14 for important details.

> **Reduces your work time to deliver core applications to your employees from 2 hours to just 12 minutes**[4]

🌐 **Read full report**

## Simplify your endpoint management

**VMware Workspace ONE:**

- Virtualizes all your applications — on-premise, cloud and mobile applications — into a single digital workspace

- Delivers a simple, end user experience with single-sign on access to their virtual workspace, regardless of what device they are using

- Integrates with email, calendar, file and social collaboration tools without having to leave the workspace

- Automates traditional onboarding and laptop and mobile device configuration, making provisioning simple and easy

🌐 **Learn more about our management solutions**

# Simplification through intelligent automation

**vm**ware®
**Workspace ONE™**

**Managed from the Cloud**

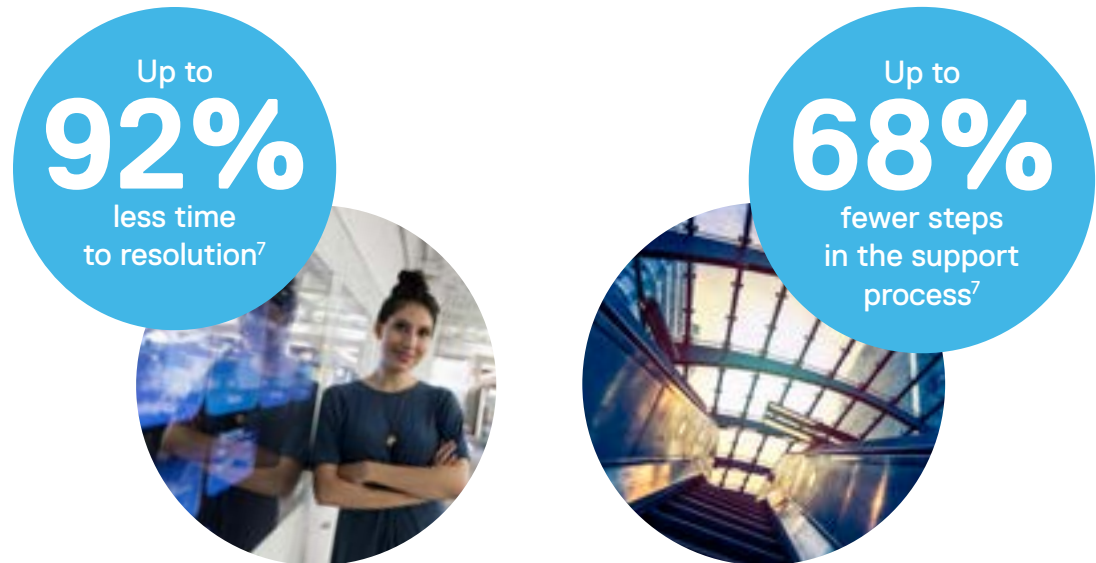| Ready to work experience | Self-service empowerment | Always up to date | Actionable insights | Zero-trust security |

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# Enjoy predictive and proactive support

Dell Technologies ProSupport Client Suite detects and fixes issues before they become a problem.

Using proprietary SupportAssist[5] technology, the ProSupport Suite provides predictive alerts to help you stay ahead of issues, proactive support to help you quickly repair both hardware and software problems and priority access to ProSupport engineers — giving you 24x7 back-up. Our automatic alerts and case creation allow Dell experts to start working on solutions before you ever make a call — saving you, and the user, time, money and frustration.

- Avoids or minimizes end-user downtime
- Onsite service 24x7, around the world[6]
- Repairs for accidental damage
- Warning alerts for issues
- Can pay for itself with a single incident

## Faster resolutions with ProSupport Plus with SupportAssist

Up to

# 92%

less time
to resolution[7]

Up to

# 68%

fewer steps
in the support
process[7]

## ProSupport Client Suite[8]

ProSupport:

- 24x7 direct access to ProSupport engineers
- Same and next business day onsite parts and labor response
- Single source support for hardware and software issues
- Automated, proactive support

ProSupport Plus

All the features of ProSupport and:

- Predictive.[9] proactive,[10] automated support
- Designated Technology Service Manager[11]
- Repair services for accidental drops, spills and surges
- Hard drive retention after replacement[12]

🌐 **Learn more about ProSupport Suite**

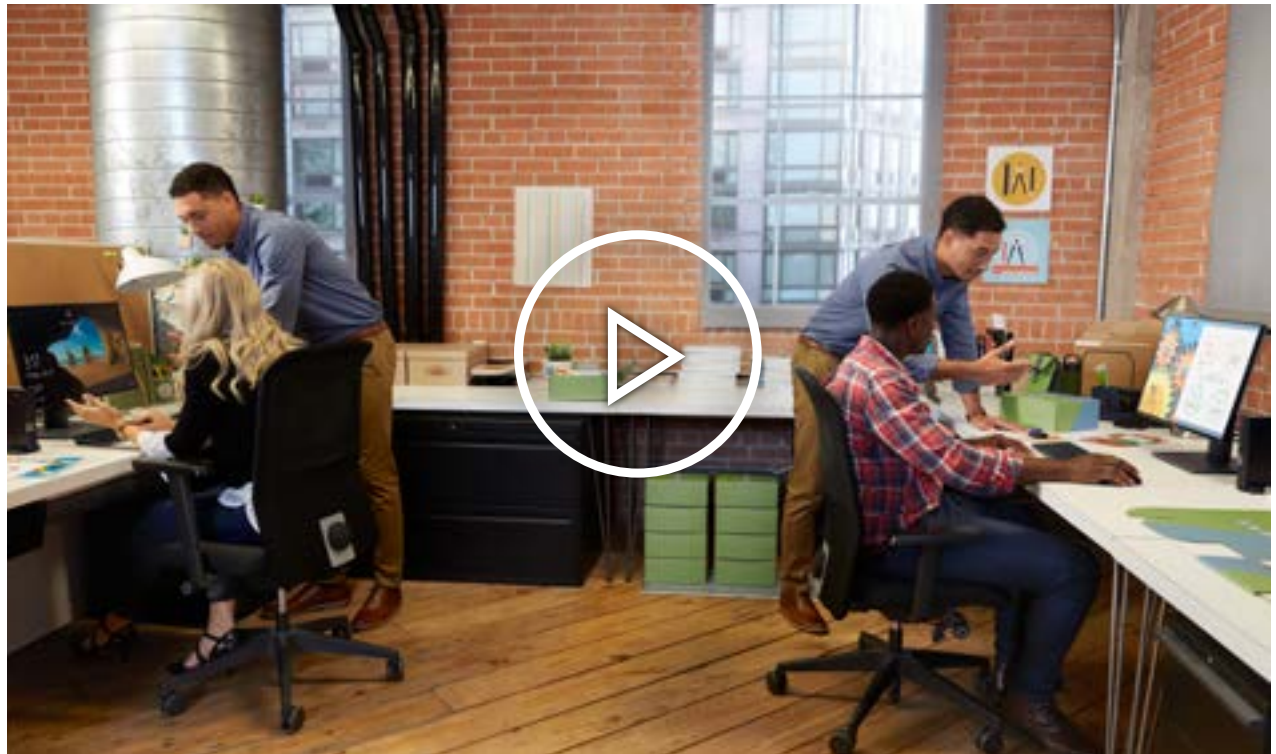Dell devices with Intel®    <u>See page 14 for important details.</u>

# Delegate to Dell with PC as a Service

Dell Technologies simplifies PC lifecycle management with PC as a Service. Dell PC as a Service (PCaaS) combines hardware, software, lifecycle services and financing into one all-encompassing solution — providing a single, predictable price per seat per month provided by Dell Financial Services.** By choosing PCaaS, you are freed up to focus on more pressing strategic priorities.

🌐 **Read more in the PCaaS brochure**

## Key Benefits

- Predictable budget planning

- Reduced IT effort to manage computing needs

- Accelerated PC refreshes keep end users in the most relevant technology

- Flexibility throughout the offer designed to fit your business needs

- Technology tailored to how end users want and need to work



**Dell PC Lifecycle services estimator**

🌐 Calculate your PC management savings with the Forrester tool

**Payment solutions provided and serviced by Dell Financial Services L.L.C. or its affiliate or designee ("DFS") for qualified customers. Offers may not be available or may vary in certain countries. Where available offers may be changed without notice and are subject to product availability, applicable law, credit approval, documentation provided by and acceptable to DFS and may be subject to minimum transaction size. Offers not available for personal, family or household use.  Restrictions and additional requirements may apply to transactions with governmental or public entities. PCaaS: At the end of the initial term customer may 1) extend original term or 2) return the equipment to DFS.

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# Smarter, faster experiences

Workforce transformation begins with innovative products and devices that are easy to use and flexible to meet the needs of today's user. **Implementing a best-device policy can improve productivity by up to 27 days per user per year.**[13]

Dell Technologies has designed a portfolio of products to provide smarter, faster experiences so users can be more productive wherever they are, or however they work. From signing in and connecting faster, to longer battery life, our products adapt to the way users are working now and in the future.

Sign-in and connectivity features available on select devices.

## Latitude 7400 2-in-1

The new Latitude 7400 2-in-1 features Dell ExpressSign-in and 8th Generation Intel® Core™ i7 vPro™ processors in a stunningly small design.

### ExpressSign-in

Get to work faster. No more passwords and no more waiting — your system is ready when you sit down for an instant, seamless start. Dell ExpressSign-in is enabled by Intel® Context Sensing Technology.

### Battery run-time and ExpressCharge

Stay productive on the go, no more lugging a charger or hunting for power with up to 27 hours battery life.[14] And when you need a charge, with Dell ExpressCharge you can charge up to 80% in as fast as an hour.[15]

### Small and thin commercial 14" 2-in-1

Innovative in every way. The drop-hinge, unique design allows for 4-sided expansive screens in a small body for immersive, edge-to-edge productivity. Crafted from machined aluminum with diamond cut edges, experience ultimate productivity — stunning in any mode.

🌐 **Learn more about Latitude laptops**

Dell devices with Intel®

# Smarter, faster experiences



Dell devices with Intel®

## OptiPlex 7770 All-in-One

The 27" All-In-One with Intel® Core™ i7 vPro™ processors features optional 4K UHD display, perfect for deep dives into concentrated work and supports secure sign-on and collaboration. For a smaller footprint, choose the 24" FHD All-in-One with optional IR webcam, active stylus and privacy screen.

🌐 **Learn more**

## WYSE

Secure, reliable, cost effective thin clients designed to integrate into any virtualized or web-based infrastructure. Modern Wyse thin clients offer unparalleled levels of flexibility, both in peripheral support and the variety of form factors available. Plus, with a variety of mounting options, you can improve your desktop real estate.

🌐 **Learn more**                    See page 14 for important details.

### Dell Precision Optimizer Premium Software

Dell Precision Optimizer Premium with AI-based optimization can improve performance of Engineering applications by up to 552%.[16] Also, address resource bottlenecks with the Dell Precision Optimizer's analytics. Fully automated monitoring helps identify CPU, storage, graphic and memory needs.

🌐 **Learn more**

# Dell Financial Services takes the complexity out of technology financing**

Financing gives your business options that extend far beyond the initial acquisition cost. How you obtain your solution can help manage your customers' needs and your balance sheet.

Advantages that may help you enable your business today:

- Save cash for shorter-term obligations
- Spread costs over multiple budget cycles
- Operational flexibility
- Capital preservation
- Enabling the latest technology more quickly
- Possible tax benefits. Consult your tax advisor

Financing works with your technology strategy to build a solution that is right for the present and the future.

## Lease Options**

Whatever your technology and leasing needs, Dell solutions can help you tackle the growing demands of your business.**

## Dell Business Credit △

Transform your challenges into opportunities with Dell Business Credit's strategic financing opportunities.

## PC as a Service**

Dell PC as a Service (PCaaS) combines hardware, software, PC lifecycle services and financing into one all-encompassing solution — providing a single, predictable price per seat per month.**

## Flexible Consumption Solutions**

With Flexible Consumption Solutions, get the technology you need now and payments to match your growth.**

🌐 **Visit Dell.com/FinancingSolutions**

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** Payment solutions provided and serviced by Dell Financial Services L.L.C. or its affiliate or designee ("DFS") for qualified customers. Offers may not be available or may vary in certain countries. Where available offers may be changed without notice and are subject to product availability, applicable law, credit approval, documentation provided by and acceptable to DFS and may be subject to minimum transaction size. Offers not available for personal, family or household use. Restrictions and additional requirements may apply to transactions with governmental or public entities.

PCaaS: At the end of the initial term customer may 1) extend original term or 2) return the equipment to DFS. FAIR MARKET VALUE ("FMV")
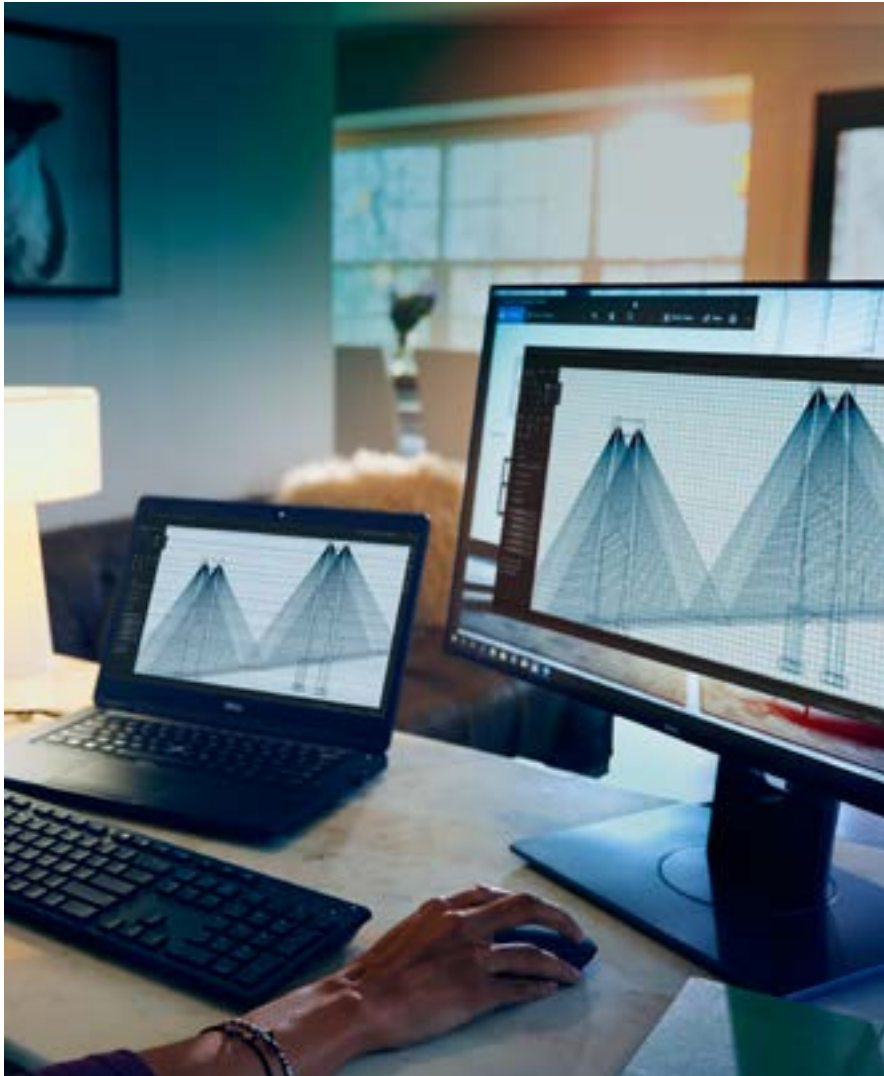
LEASE: At the end of the initial FMV Lease term, lessee may 1) purchase the equipment for the then FMV, 2) renew the lease or 3) return the equipment to DFS.

Low Cost FMV Lease: Applicable for 36-month FMV Lease. Under this offer, the total of lessee's periodic rent payments (excluding taxes, fees, shipping or other charges) during the initial term of the lease will be less than the original acquisition cost of the products. For qualifying OptiPlex, Latitudes, Precisions, PowerEdge servers, Dell network switches and Dell branded storage (Compellent, EqualLogic and PowerVault). Requires a minimum transaction of $1,500, maximum transaction of $250,000. Offers, including those at Dell. com may vary. Combination with other discounts may limit availability. Offer valid May 4, 2019 through August 2, 2019 to qualified business end users in the U.S.

△ Dell Business Credit: Offered to business customers by WebBank, Member FDIC, who determines qualifications for and terms of credit. Taxes, shipping and other charges are extra and vary. Minimum monthly payments are the greater of $15 or 3% of the new balance shown on the monthly billing statement.

# Transform workforce experiences



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We help provide a unified management approach and end users with smarter, faster experiences. Our integrations across Dell hardware, Dell Services, VMware Workspace ONE and Secureworks can save time, improve user experience, optimize resources and strengthen security.

🌐 DellTechnologies.com/UnifiedWorkspace

1 Forrester Opportunity Snapshot: A Custom Study Commissioned By Dell, Digital Controllers Optimize, Digital Transformers Innovate, March 2018. Results based on a survey of 364 IT decision makers responsible for PC provisioning. Actual results will vary. **Full Report**. 2 A Forrester Total Economic ImpactTM Study: Dell and Partners Workforce Productivity Benefits, commissioned by Dell, January 2019.  Results based on eight customer interviews, a survey of over 700 organizations, and three composite organizations.  Actual results will vary. **Full report**. 3 Based on Principled Technologies Report commissioned by Dell Technologies, "Deliver pre-configured systems to end users faster with Dell Provisioning for VMware Workspace ONE", February 2019, comparing deployment using Dell Provisioning for Workspace ONE vs. traditional deployment. Results extrapolated to deployment™ of 1000 systems, a week represents seven full workdays. Actual results will vary. **Full report**. 4 Based on a Forrester Total Economic Impact™ Study commissioned by VMware, "The Total Economic Impact" of VMware Workspace ONE for Windows 10", September 2018. Results from interviews with VMware Workspace ONE customers and/or based on a 12,000-employee composite organization. Actual results will vary. **Full report**. 5 Based on Dell internal analysis, January 2019. SupportAssist not available on Linux, Windows RT, Ubuntu or Chrome based products. 6 Onsite availability varies by country, service and product purchased. Onsite service after remote diagnosis. Products that are not field serviceable would not be eligible for onsite support. 7 Based on a Principled Technologies test report, "Spend Less Time and Effort Troubleshooting Laptop Hardware Failures" dated April 2018. Testing commissioned by Dell, conducted in the United States. Actual results will vary. **Full report**. 8 Dell ProSupport Plus availability and terms may vary by region and product.  Dell ProSupport Plus features not available on all products. 9 Predictive analysis failure detection includes hard drives, solid state drives, batteries and fans. 10 SupportAssist automatically detects and proactively alerts Dell to: operating system issues, software upgrades, driver updates and patches, malware, virus infected files, failures of hard drives, batteries, memory, internal cables, thermal sensors, heat sinks, fans, solid state drives and video cards. 11 Designated Technology Service Manager (TSM) is only available for customers with 500 or more ProSupport Plus systems. 12 Hard drive retention is not available on Chromebook or Venue tablets, except the Venue 11 Pro. 13 A Forrester Total Economic ImpactTM Study: Dell and Partners Workforce Productivity Benefits, commissioned by Dell, January 2019. Forrester customer interviews and survey data showed that organizations can expect productivity gains of between 7.9% and 11.8% from implementing UEM. This is equivalent to 18 to 27 additional days per user per year. Actual results will vary. **Full report**. 14 Up to 27 hours of battery life. When configured with Intel i7-8665U, 16GB RAM, 256GB PCIe SSD, WLAN, FHD Touch, and 78 Whr battery. Battery life is based on Mobile Mark 2014 benchmark test, available at www.bapco.com. Test results are for comparative purposes only.  Actual battery life may be significantly less than the test results and varies depending on product configuration and use, software, usage, operating conditions, power management settings and other factors. Maximum battery life will decrease with time. 15 Within Dell Power Manager software, selecting ExpressCharge can recharge system battery from 0% up to 80% within 60 minutes when system is powered off.  After charging has reached 80% capacity, charging speed will return to normal speed.  Recommended for use with the provided Dell power adapter; not with a smaller capacity power adapter. Charging time may vary. 16 Based on Dell internal testing, May 2018, using SPECapc PTC Creo 3.0 benchmark test comparing a Dell Precision 3630 with Dell Precision Optimizer Premium with AI-based optimization vs. same system with factory standard settings. Actual performance will vary based on configuration, usage and manufacturer variability.