DELL Technologies

Stay ahead

Gain a competitive edge with
the latest designs and functionality

intel

Microsoft

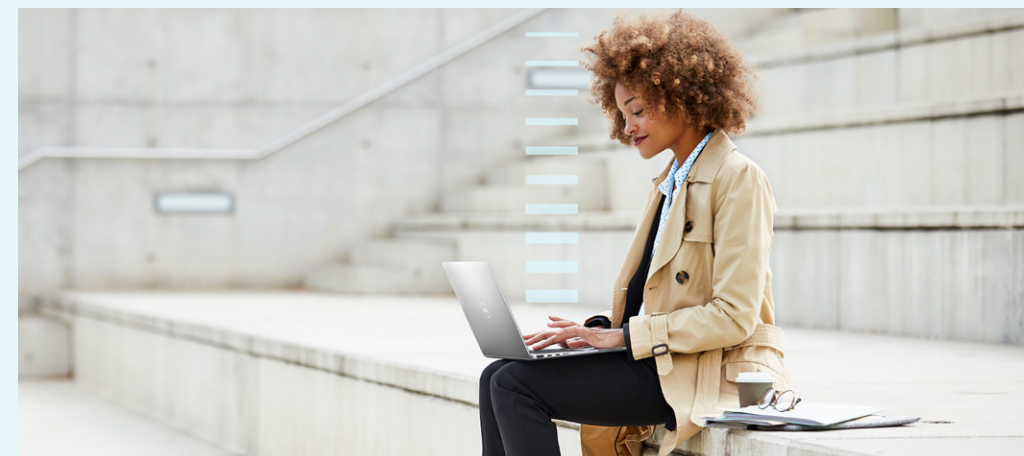# Opportunity in a new PC era

Unleash the full potential of your organization with innovations and solutions to modernize your workplace

Context

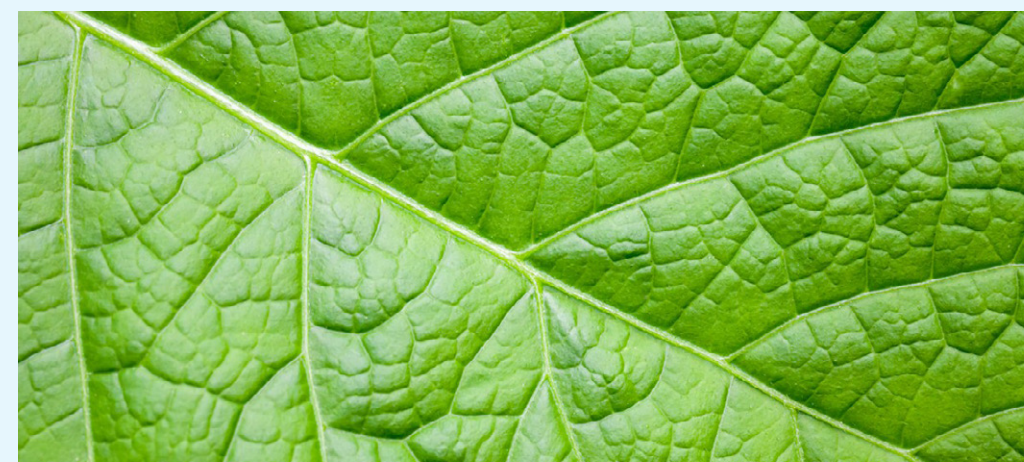Better together

User experience

Security

Management

TCO

Sustainability

Let's talk

Dynamic business landscape

Technological innovation, increasing cyberthreats, and satisfying workforce requirements are only some of the critical considerations modern businesses must make when choosing the right IT partners and computing solutions.

Windows 10 End of Support is 14 October 2025.

+ PCs will no longer receive security updates, new feature updates and Windows 10 technical support

+ Older devices may not meet Windows 11 requirements and may lack the latest built-in performance, security and AI enhancements
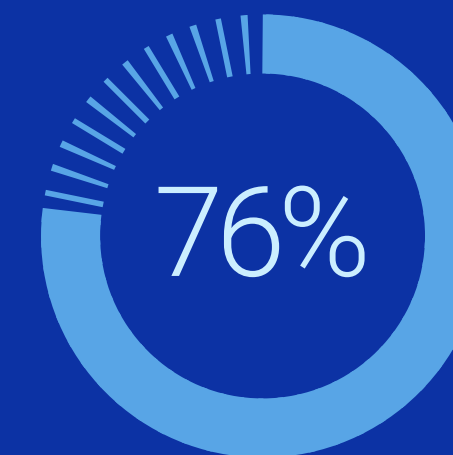
[1] https://cybermagazine.com/articles/75-of-organisations-struggling-with-remote-it-challenges
[2] Innovation Catalyst study, Dell Technologies, February 2024

One thing is for sure: transformation is no longer optional, but the only option.
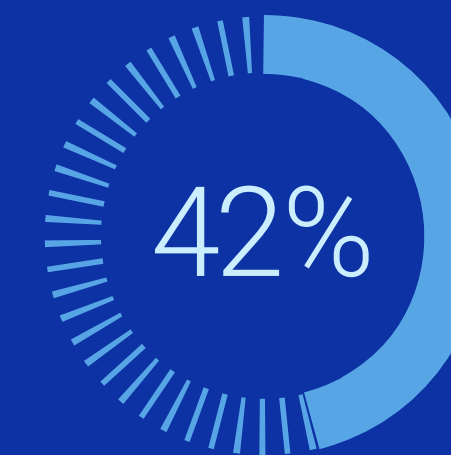
75% of organizations struggle with remote IT challenges[1]

51% of organizations are scaling IT development[2]

76%

of IT and business leaders believe GenAI will deliver transformative value for their organization[2]

42%

of organizations want to lean more into sustainable innovations[2]

Seamless synergy

In the face of rapid technology changes, like the wake of AI, businesses need a constant—a reliable IT partner who can help you keep abreast, no matter the pace. Dell Technologies is that partner.

The partnership between Dell, Intel, and Microsoft is not just a collaboration but a seamless synergy that brings tremendous value to your business.

Whether through optimizing workflows, enhancing security, or fostering innovation, that IT powerhouse empowers your journey toward a smarter, more connected future.

Dell + Intel + Microsoft

+ Dell's superior design optimizes and boosts performance

+ Copilot, your AI assistant for improved productivity, creativity and efficiency

+ Device management tools allow IT to easily discover, diagnose, repair, or retire PCs

+ Improved security with hardware and software layers of defense

+ NPUs – a revolutionary way to compute for the AI of today and tomorrow

+ A more sustainable approach to help you achieve your sustainability goals
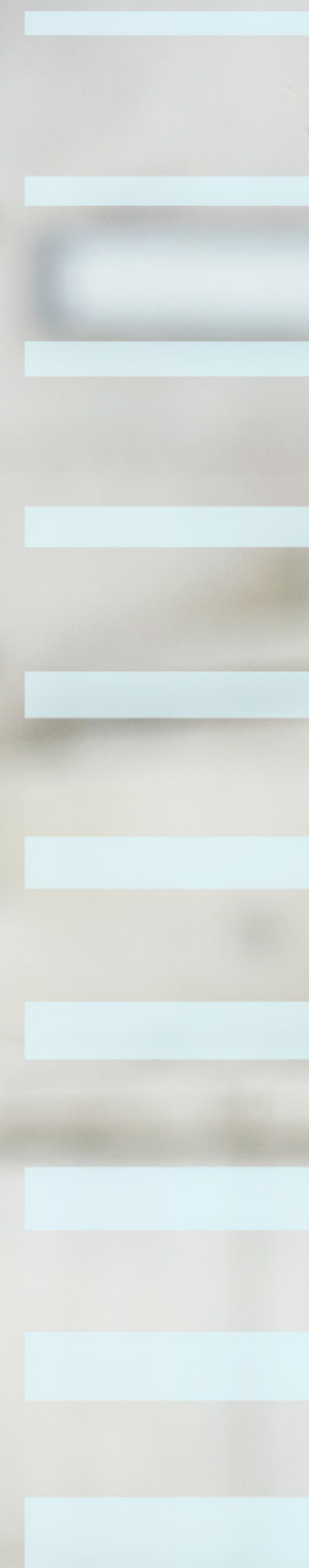
Superior user experience

With AI at the forefront, innovative technologies are designed to enhance employee capabilities. Today's workers need machines powerful and versatile enough to handle heavy workloads anywhere they work.. Dell devices enable users to focus on critical tasks with AI tools running smoothly to support them.

Up to **47%** better application performance vs. 3-year-old PC[1]

+ AI PCs with Intel® Core™ Ultra processors and vPro for enhanced efficiency and battery life

+ Designed to offer the best business productivity[2]

+ Best connectivity and collaboration experience[2]

AI benefits on your Dell AI PC:

+ faster workloads   + reduced latency

+ increased productivity   + power efficiency

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[1] As measured by CrossMark overall score Intel Core Ultra 7 165H vs. Intel Core i7-11850H. Performance results are based on testing as of February 2024. Details at intel.com/performanceindex
[2] Based on Dell internal analysis, November 2023. Applies to Latitude 9x50, 7x50, 5x50, 3x50 laptops.

Enhanced security

From privacy and data security to new AI use cases, modern businesses have plenty to consider when it comes to security. Dell Trusted Workspace, along with all the security innovations from Intel and Microsoft, help you protect your hybrid workforce from evolving security threats.

Powerful protection

58% fewer security incidents with Windows 11 Pro Devices[1]

70% attack surface reduction vs. 4-year-old devices[2]

Dell Trusted Devices are the world's most secure commercial PCs[3]

Reduce the attack surface and improve cyber resilience with solutions that support zero trust principles

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[1] Windows 11 Survey Report. Techaisle, February 2022. Windows 11 results are in comparison with Windows 11 devices.
[2] Based on IOActive's "Intel vPro 13th Gen Attack Surface Study" published March 2023 (commissioned by Intel), which evaluates Intel vPro devices powered by 13th Gen Intel Core processors against four-year-old Intel-based PCs. Details at www.intel.com/performance-vpro. Results may vary for Core Ultra Processors.
[3] Based on Dell internal analysis, September 2023. Applicable to PCs on Intel processors. Not all features available with all PCs. Additional purchase required for some features.

Easier management

IT teams are some of the busiest resources in most organizations.
Free up more of their time with modern device management.
Dell and Windows 11 Pro make it easier for IT to monitor devices,
check for updates and deploy the latest technologies hassle free.

80% drop in reported
helpdesk calls[1]

Peace of mind with
Dell deployment and
support services

Fewer repair issues
and reduced cost

Hassle-free refresh cycles to
ensure peak performance

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[1] Commissioned study delivered by Forrester Consulting "The Total Economic Impact™ of Windows 11 Pro Devices", December 2022.
Note, quantified benefits reflect results over three years combined into a single composite organization that generates $1 billion in annual
revenue, has 2,000 employees, refreshes hardware on a fur-year cycle, and migrates the entirety of its workforce to Windows 11 devices.

Lower costs

Organizations constantly juggle their budgets and look for savings.
A device refresh helps to reduce costs.

+ The latest Dell PCs with Windows 11 and Intel processors help avoid repair costs
   compared to older devices, whilst improving application performance for users.

+ Flexibility to transform IT with Dell APEX PC-as-a-Service[1].
   No upfront investments required, instead predictable payments over time.

Up to **250%** ROI with
newer devices[2]

30% lower support costs
with APEX PCaaS[3]

More flexibility and
better access to the
latest technology

Streamlined approach
to managing the entire
PC lifecycle

More productive end
users with newer devices[2]

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[1] 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. Dell APEX PCaaS: At the end of the contract, the customer may renew the contract or return the equipment to DFS.
[2] Commissioned study delivered by Forrester Consulting "The Total Economic Impact™ of Windows 11 Pro Devices", December 2022. Note, quantified benefits reflect results over three years combined into a single composite organization that generates $1 billion in annual revenue, has 2,000 employees, refreshes hardware on a four-year cycle, and migrates the entirety of its workforce to Windows 11 devices.
[3] Based on a Forrester The Total Economic Impact™ (TEI) study commissioned by Dell Technologies. A composite organization was designed based on the characteristics of the interviewees' organizations. Read the full report https://www.delltechnologies.com/asset/en-us/solutions/business-solutions/industry-market/forrester-the-total-economic-impact-of-dells-pc-as-a-service.pdf

Offering a better choice

Businesses play a pivotal part in the global environmental effort, which is why they must achieve their sustainability targets. Together, Dell, Intel and Microsoft offer innovative solutions to help meet the expectations of the modern workforce and the green agenda.

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 assisting them to reach sustainability goals.

Recycling

Since 2007, Dell has recovered 2.5 billion pounds of used electronics.[1] We commit to making every effort to meet our 2030 goal of reusing and recycling one product for every one sold.

Product Sustainability

Dell leads the industry in the use of innovative and sustainable materials in our products.[2] 94.5% of our packaging is made from recycled or renewable materials[3], and we delivered 155.5 million kilograms of these materials last year alone.[3]

Usage and Repairs

Intel vPro reduces the need for site visits by remotely repairing, remediating or even retiring PCs. Dell offers access to spare parts and tutorials to help you use our PCs for longer.[4]

[1] Why the best laptops in 2023 are repairable, PIRG.org
[2] Recycled cobalt: Applies to the Latitude 7350 Detachable and the Latitude 7350 that uses the 57Whr battery. Based on internal analysis, February 2024 Recycled aluminum: Recycled aluminum is present in the thermal shielding. Based on internal analysis, March 2024. Applies to the new 65W USB-C Adapter, 130W SFF Type-C Adapter, 100W SFF Type-C Adapter, 280W Type-C Adapter, 360W Type-C Adapter Recycled steel Includes OptiPlex Micro, OptiPlex Micro Plus, OptiPlex Tower, OptiPlex SFF and OptiPlex SFF Plus and applies to select configurations launching in March 2024. Based on internal analysis of publicly available information, February 2024. Recycled aluminum applies to the monitor stand and recycled steel applies to the monitor chassis. Based on internal analysis, April 2024 Recycled Copper Applies to the 100W Type-C, 100W USFF Type-C, 130W SFF Type-C, 165W Type-C, and 360W SFF 7.4mm adapters. Based on internal analysis, April 2024.
[3] Dell Technologies, FY24 ESG Report
[4] Dell Parts eGuide: https://www.delltechnologies.com/asset/en-us/products/electronics-and-accessories/technical-support/client-peripherals-dell-parts-eguide.pdf.external

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DELLTechnologies

By choosing Dell Solutions for your PC fleet refresh, you bring your employees a seamless synergy that helps accomplish more, securely and responsibly, wherever they work.

Staying ahead is critical.

Act now.

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