

Make Your People Your Competitive Advantage



Empower end-users and accelerate hybrid workstyles

While today's IT demands of working from anywhere can be complex, Dell Technologies has the solutions and expertise to help.

Accelerate hybrid work by modernizing IT, protecting distributed data and devices and delivering intelligent user experiences.

Build your next breakthrough by placing people at the center of work. Attract and retain the best talent with technology that addresses the unique, emerging needs and workstyle demands of end-users.

We've removed the guesswork so IT departments can quickly select the right technology solutions for tailored personas, saving you time and elevating your employee experience. As an example, our 'Connector' persona is always connecting people and data - running meetings and running to meetings.

Our 'Connector' persona-based solutions facilitate seamless video conferencing experiences with a powerful system, boost productivity with expansive screens, enable hybrid-productivity with a lightweight notebook & portable external monitor and promote easy collaboration.



Modernize your end-user experiences and IT environments with a trusted IT partner

Choose the world's leading product portfolio

Dell Latitude, OptiPlex and Precision are the world's most intelligent business PCs⁴ and we've been the #1 monitor company for 8 consecutive years⁵!

Accelerate time-to-value of your new hardware

ProDeploy Plus for Client can reduce deployment time by up to 49%⁶, getting new technology in your end-users' hands more quickly.

Strengthen your security posture

Strengthen your security posture with trusted devices, trusted access and trusted data. Managed Detection and Response monitors, detects, investigates and responds to threats 24x7 while reducing the burden on IT.

Free your IT staff for more critical work

ProSupport Plus for PCs virtually eliminates unplanned downtime⁷.

Make purchases with ease

Cut costs, human errors and delivery times with your customizable Premier Online Page.

Be responsible

We use renewable and recycled materials in our products to reduce our impact on the planet. As part of our 2030 moonshot goals, for every product a customer buys, we will reuse or recycle an equivalent product!

Discover the Dell Technologies difference

Dell Technologies offers the broadest, market-leading, end-to-end portfolio for a full IT solution*. We are uniquely positioned with a flexible supply chain to serve every need from client, to edge, to cloud.⁸ Simply, securely and responsibly accelerate innovation to build your competitive breakthrough with our intelligent solutions.

Our global scale, dedicated account representatives and supply chain resiliency and flexibility allow us to fulfill orders as quickly as possible while exploring all sourcing, production and logistics strategies to meet your needs – making Dell Technologies your trusted IT partner.

Contact your Dell Technologies account representative today to discuss the best solution for your environment and take advantage of the special incentives available.

* This content is based on publicly available information and Dell's market share positions. Share sources: CY21Q2 IDC Comm PC Share; 2021-Q2 IDC v89 Server Share; 2021-Q2 IDC Ext. Enterprise Storage Systems Share; 2021-Q2 IDC WW Converged Systems Share; 2021-Q2 IDC Purpose-Built Backup Appliance (PBBAs) Share.
¹ Forrester report: Hot Desks or Ice-Cold Employee Experience, May 26, 2021
² Vanson Bourne: Employee Experience Survey, July 2020
³ Vanson Bourne: Hybrid Work Survey, July 2021
⁴ Based on internal analysis, October 2021. Dell Optimizer available in 2020 devices, not available on Latitude 330 2-in-1 and Latitude Chromebook Enterprise. Feature availability and functionality varies by model.
⁵ Dell monitors are #1 worldwide for 8 consecutive years (2015, Q2 to 2021, Q3)
⁶ Based on a Principled Technologies test report, "Invest in a support package for business devices that can predict hard drive failures before they result in data loss," dated April 2021. Testing commissioned by Dell, conducted in the United States. Actual results will vary. Full report: <https://www.delltechnologies.com/assets/en-us/services/support/industry-market/principled-technologies-predictive-testing-prosupport-plus-supportasset-commercial.pdf>
⁷ This content is based on publicly available information and Dell's market share positions. Share sources: CY21Q2 IDC Comm PC Share; 2021-Q2 IDC v89 Server Share; 2021-Q2 IDC Ext. Enterprise Storage Systems Share; 2021-Q2 IDC WW Converged Systems Share; 2021-Q2 IDC Purpose-Built Backup Appliance (PBBAs) Share.
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