

## Global Connected Laptops

Providing simple, secure, always connected computing solutions for enterprise businesses



### Executive Summary

With an always-connected Dell Technologies laptop, CSP customers can work from virtually anywhere, with the assurance of a secure, safe, and reliable mobile network connection. These connected laptops enable remote and hybrid mobile workers to achieve productivity securely by combining the power of Dell laptops with the capabilities of cellular operators' 5G and 4G networks. Dell takes the convenience and flexibility of Dell laptops to the next level; laptops can be consumed through CapEx or alternatively via Dell APEX PCaaS (PC as a Service). Dell APEX PCaaS offers a comprehensive solution for businesses, providing them with the latest Dell laptops along with a range of services tailored to their needs all for an affordable fixed monthly fee.

### Solution Spotlight

Dell Technologies' Connected Laptops solution enables service providers to monetize their 5G and 4G investments by adding more customers and connections to their networks. With the combination of always-connected Dell laptops and the comprehensive services offered by Dell APEX PCaaS, businesses can empower their workforce to work efficiently and securely in today's increasingly mobile and remote work environments.

Solution Key Takeaways	
230.8M	laptops will be sold in 2026 <sup>1</sup>
20%	of laptops will be 5G connected by 2024 <sup>2</sup>
\$25.7B	WW TAM & 18.4% CAGR for Connected Laptops by 2025 <sup>3</sup>
50%	Dell APEX PCaaS results in 50% less help desk effort, 30% support costs saved, 22% fewer support related tickets <sup>4</sup>
4-5 days	Dell APEX PCaaS lightens user productivity losses. Newer devices result in faster devices with fewer IT problems, with 4-5 days improved resolution time on average <sup>5</sup>

1. Personal Computing Device Tracker - IDC Quarterly Personal Computing Device Tracker, Q3 2022 (the data include mobile workstations)
2. [CCS Insight: "Always Connected PC Survey," 2021](#)
3. [TBRI.com Dell TSB TAM/SAM Partnership Program, Connected Laptop 2023](#)
4. [Forrester Research Total Economic Impact™ \(TEI\) study commissioned by Dell Technologies](#)
5. [Forrester Research Total Economic Impact™ \(TEI\) study commissioned by Dell Technologies](#)

Dell Technologies presents a diverse selection of Connected Laptops specifically crafted to enhance mobility and productivity, enabling enterprise workforces to operate seamlessly in any location and manner. These laptops incorporate Intel® or Qualcomm modem to ensure reliable connectivity and offer the convenience of physical or embedded SIMs, which can be effortlessly activated on a CSP data plan. The advantages encompass lightning-fast speeds up to 10 times quicker than 4G, along with more secure connectivity compared to public Wi-Fi. With Dell APEX PCaaS it allows businesses and individuals to access cutting-edge Dell laptops with all-inclusive services, including hardware, software, support, and lifecycle management, all bundled into a single monthly subscription.

### Solution Features

<b>Stay connected</b>	Even when you lose Wi-Fi, 5G/4G connectivity keeps you connected.
<b>Go mobile</b>	Use a single piece of hardware – no mobile hotspot, router or phone needed.
<b>Security</b>	Leverage the inherent security of 4G/5G vs. using an unknown public Wi-Fi network.
<b>Flexibility</b>	Consume the latest and greatest of the Dell laptop portfolio through a CapEx finance model or alternatively through Dell APEX PCaaS.
<b>Scalability</b>	Dell APEX PCaaS allows businesses to easily scale their PC deployments up or down to meet changing needs by adding or removing devices as required, accommodating fluctuations in workforce size, seasonal demands, or project-based requirements.

### Key Points – Why Choose Dell Technologies?

<b>Most secure</b>	Dell Technologies has the most industry-secure commercial PCs.
<b>Most intelligent</b>	Dell Technologies has some of the most intelligent commercial PCs, with built-in AI/ML via Dell Optimizer.
<b>Support</b>	Quickly get systems back up and running with proactive support.
<b>Deployment</b>	Deploy PCs with greater speed and less effort.
<b>Sustainability</b>	Sustainability is at the heart of everything we do, with responsible recycling solutions for customers around the world.



[Learn more about Dell solutions](#)



[Contact a Dell Technologies Expert](#)



Join the conversation