Make It Real

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Experience the power of 7 technology leaders, all in one place.
Workforce Transformation

What does it mean to you & your company?

Milind Yedkar
Dir. & GM, Asia Pacific & Japan, Cloud Client Computing,
Dell EMC
The way we work is changing at a dramatic pace.

Technology improves by $10X$ every 5 years.

And with new technologies like AR, VR, smart offices, IoT, the rate of change is accelerating.

Yet the PC remains the center of how work gets done.
When we work and how we work has changed

- 60% Work after business hours
- 2/3 Do some business from home
- 42% Would quit a job with poor technology
- 82% Say technology influences the job they take

And will continue to change

44% of millennials think their workspace isn’t smart enough
Consumerization is driving WORKFORCE TRANSFORMATION… and DIGITAL TRANSFORMATION
Outdated technology affects your organization’s productivity

- **Support costs, TCO increase at Year 3**
- **46%**
  - ITDMs say older PCs more susceptible to security breaches
- **500MM PCs over 4 years old**
- **47%**
  - ITDMs challenged by disruptions to productivity with older devices

Intel & Windows 10 Pro | Dell Technologies
Need to **balance** costs with organizational productivity

\[ \frac{1}{4} \text{ are measured on user experience} \]

\[ 98\% \text{ IT measured on cost} \]
Dell Technologies is the one partner to meet the demands of the modernized workforce: end-users and IT

Best of breed Dell Technologies portfolio products

Industry leaders in unified endpoint management and app & desktop virtualization

One company to call for sales and support
How Dell can help end-users

Award-winning PCs designed for **productivity** and **unparalleled security**
The **Best Devices** built for the way people work

An award-winning portfolio your workers will love to use

87 Awards at CES 2018

568 Awards overall in 2017
Maximize performance, productivity and collaboration…

With the latest hardware and software components

Deliver a more responsive experience for users and more manageability for IT.

Speed up system performance and productivity by learning repetitive and frequent tasks.

Connect wirelessly to view, present and collaborate. Intel Unite™ and an OptiPlex Micro turns any room into an instant meeting space to share content in seconds.

Windows 10 Pro, Enterprise Mobility Suite, Microsoft Office 365 and Skype for Business complement Dell mobile devices and create an integrated ecosystem to maximize productivity for today’s on the go workforce. Office 365 enables access to any of it’s applications across devices.
Maximize productivity **on** every device

Simplified access to work from anywhere

**Workspace™ ONE™**
Maximize productivity by reducing downtime

97%
Of Dell commercial client systems have zero dispatches in their first year

Dell resolves support issues up to 10x faster than Lenovo and HP

With support, wherever your users are...in more than 180+ countries

Start with the highest quality, then back it up with the best support
Unparalleled security with security solutions designed to safely allow data to move with the user

Dell is the only partner with a total security solution on the device

95% Of security breaches start at the endpoint
How Dell can help IT

The **most manageable** devices with **25%** savings on PC lifecycle management
Minimize IT cost and workload
Streamline, update, automate…

80% of TCO is maintaining a device through its lifecycle

Identify workforce personas. Upgrade to Windows 10 Pro and reduce complexity

Save $791/PC with ProDeploy and Dell Client Command Suite

Manage your PCs and mobile devices from one console with Dell and VMware

Asset removal, secure data removal and resale or recycling options

25% Savings to IT

PLAN & DESIGN

DEPLOY & INTEGRATE

MANAGE & SUPPORT

OPTIMIZE OR RETIRE
A modernized device management strategy

Manage all your devices from the cloud

Only Dell Client Command Suite & VMware Workspace One powered by AirWatch allows IT to manage all Windows 10 endpoints, from the apps to the operating system to the firmware.
Flexible consumption model

Allows you to purchase in a way that fits your organization

Predictable budget planning with a single, predictable price per seat per month

Flexibility to upgrade more frequently with the latest technology

Reduced IT effort to manage computing needs
Backed by the range of Dell Technologies capabilities

- Global reach
- The most complete technology portfolio
- Consistent purchasing experience
- On-time delivery
- Responsible supply chain
Dell best addresses the needs of both **Users** and **IT**

**User**

- Attract and retain the best talent
- Increase employee engagement
- Protect data wherever they go

**IT**

- Minimize manageability hassles
- Drive down TCO and manual tasks
- Save hours on deployment & support

**The most productivity for users...**

- Minimize manageability hassles
- Drive down TCO and manual tasks
- Save hours on deployment & support

**Minimize IT costs and risk...**