

DELL Technologies / Forum

Make It Real

GLOBAL SPONSORS



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



DELL EMC

Pivotal.

RSA

Secureworks

virtustream.

vmware

Workforce Transformation

What does it mean to you & your company?

Milind Yedkar

**Dir. & GM, Asia Pacific & Japan, Cloud Client Computing,
Dell EMC**



Windows 10 Pro

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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

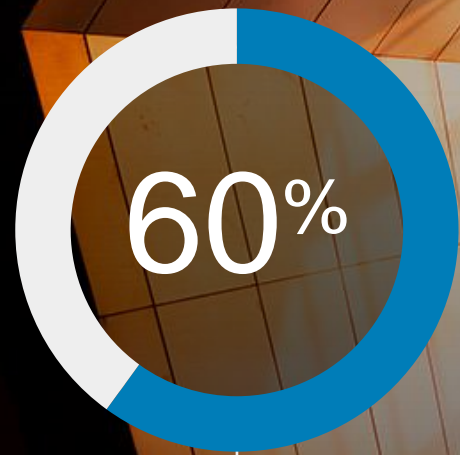
Yet the PC remains the center
of how work gets done.



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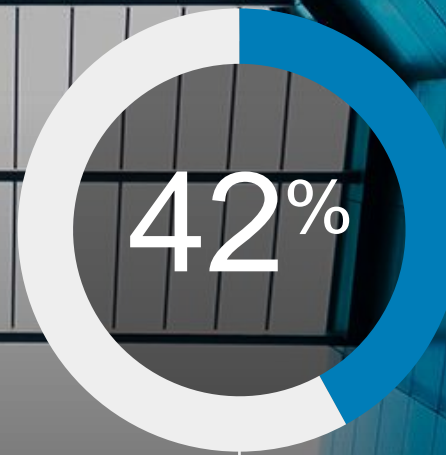
When we work + **how** we work has changed



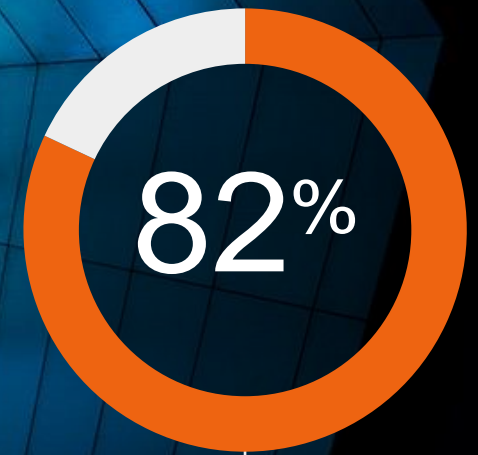
Work after
business hours



Do some business
from home



Would quit a job with
poor technology



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**



Modern
Workforce



Apps
Anywhere



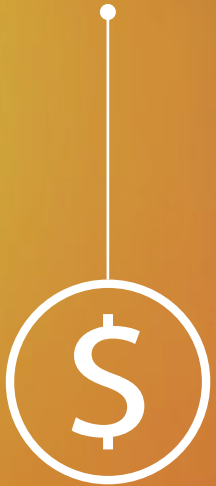
Mobile
Workflows



Emerging
Delivery Models

Outdated technology affects your organization's productivity

Support costs, TCO
increase at Year **3**



500MM PCs over
4 years old

46%

ITDMs say older PCs more
susceptible to security breaches



47%

ITDMs challenged by disruptions
to productivity with older devices

Need to **balance** costs with organizational productivity



¼ are measured on user experience

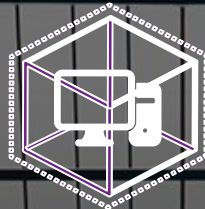


IT measured on cost

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

1

One company to
call for sales and
support



vmware®

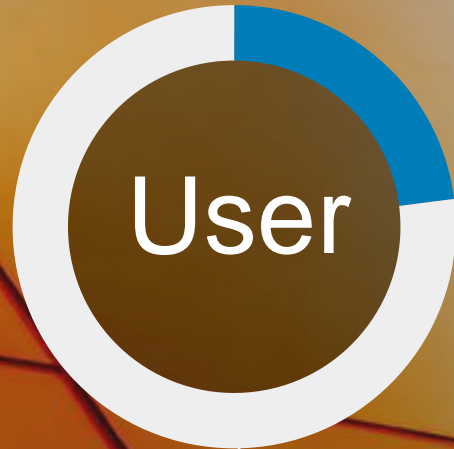
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How Dell can help end-users



Award-winning PCs
designed for **productivity**
and **unparalleled security**



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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



Windows 10 Pro

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Maximize performance, productivity and collaboration...

With the latest hardware and software components



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



OPTANE™
MEMORY

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



intel UNITE™

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.



Windows 10 Pro

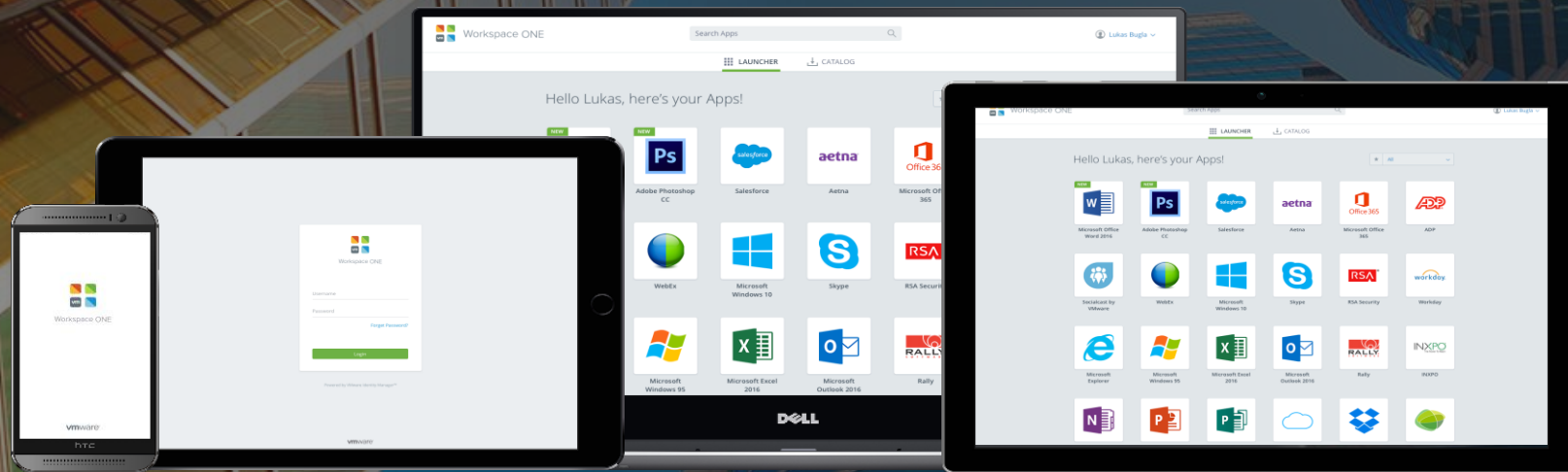
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Maximize productivity on
every device

Simplified access to work from
anywhere

vmware®

Workspace™ ONE™



Windows 10 Pro

DELL Technologies

Maximize productivity
by **reducing downtime**

Start with the highest quality, then
back it up with the best support

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



Windows 10 Pro

DELLTechnologies

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



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How Dell can help IT



**The most manageable
devices with 25%
savings on PC lifecycle
management**



Windows 10 Pro

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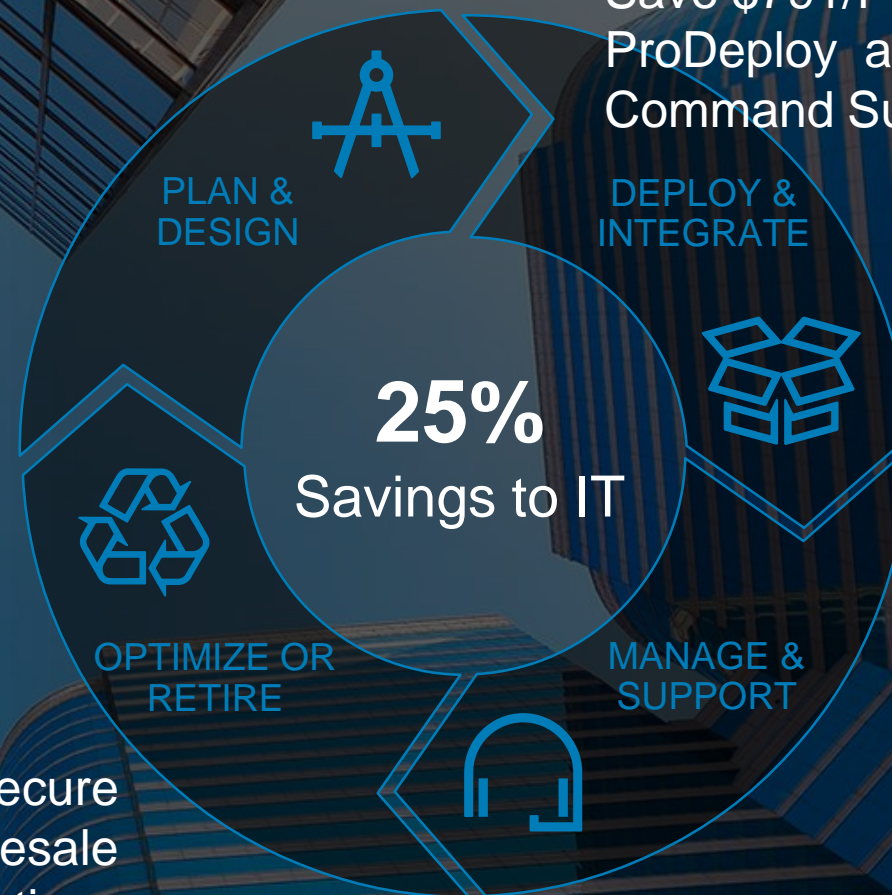
Minimize IT cost and workload

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



Asset removal, secure
data removal and resale
or recycling options

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



Windows 10 Pro

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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



Windows 10 Pro

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Flexible consumption model

Allows you to purchase in
a way that fits your
organization

PC AS A SERVICE

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



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Backed by the range of **Dell Technologies** capabilities

Global reach

The most
complete
technology
portfolio

Consistent
purchasing
experience

On-time
delivery

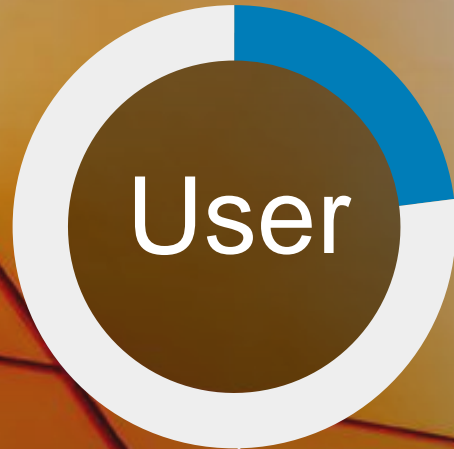
Responsible
supply chain



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Dell best addresses the needs of both **Users** and **IT**



User



IT

The most productivity for users...

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

Minimize IT costs and risk...

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

 **Technologies/Forum**