The New Frontier: A Unified Workspace That Gives IT Time Back

Rakesh Mandal
Senior Director and General Manager
Dell Technologies
We believe technology should:

- help people work the way they want
- Improve productivity, simplify management, enhance security
- Enable you to put your employees first.
How do you balance transformation complexities?

Nearly 7 full workdays to deploy 1000 devices

53% of IT leaders are struggling to keep up with the increasing diversity of devices

ITDMs spend up to 25% of their time monitoring and troubleshooting
Imagine a world…

- Insights transform deployment
- Security enables collaboration
- Automation simplifies management
- Intelligence informs support
Dell Technologies Unified Workspace

Industry’s most comprehensive solution to **deploy, secure, manage, support** virtually all devices from the cloud
Deploy: Save time with modern deployment

ProDeploy in the Unified Workspace

Contact Sales or Channel → Legacy PC deployment → Day-one productivity achieved!

Provisioning systems with Dell saves up to nearly a week of IT time per 1,000 devices deployed*

New! Leverage QuickStart service to implement Dell Provisioning for Workspace ONE
Secure: Protect your business with trusted security

Endpoint Security in the Unified Workspace

**Trusted Devices**

Security begins with the endpoint and creates a foundation for protecting your environment, knowing the device is trusted.

- SafeID
- SafeBIOS
- SafeScreen

**Trusted Access**

Securely access your work from any device anywhere.

- VMware Workspace ONE

**Trusted Data**

Protect your business and keep your competitive advantage yours with cutting edge threat protection.

- SafeGuard & Response
- SafeData

Built-in security

**Most secure** commercial devices

Comprehensive ecosystem protection

Integrated solutions with **security leaders**

Smart collaboration
Manage: Deliver a unified experience for IT and end users

Simplification through intelligent automation:

- Ready-to-work experience
- Self-service empowerment
- Always up to date
- Actionable insights
- Zero-trust security

Managed from the Cloud

Give IT time back to manage all endpoints with intelligent automation and unique capabilities.

Give end users easy, secure access to all apps on all devices to ensure anytime, anywhere productivity.
Support: Provide proactive, predictive support

ProSupport Plus with SupportAssist

EASILY MANAGE
• Manage assets and alerts in TechDirect
• Option to enable and configure end-user functionality

PROTECT & OPTIMIZE
• Enable and schedule optimizations*
• Virus and malware removal*

GAIN INSIGHT
• Early indication of performance issues*
• Predict issues before they happen

Significantly reduce time to resolve a hard drive failure*
11x faster than the competition
Partnerships to accelerate your digital transformation

- VMware Workspace ONE UEM
- VMware Horizon Cloud on Microsoft Azure
- Microsoft 365 (Win 10, O365, AAD & EM+S)
- Windows Virtual Desktops
Start your transformation today

Provisioning systems with Dell saves IT up to a week of time per 1,000 users

98% of Secureworks clients say they see value within 60 days

Reduce time to deliver core applications to employee from 2 hours to just over 12 minutes

92% less time spent resolving a failed hard drive

DEPLOY  SECURE  MANAGE  SUPPORT