Workforce Transformation: Helping You Put Your Employees First

Luke Mahon
Messaging Director, Workforce Transformation
Dell Technologies
Using technology to help people work the way they want. For greater productivity today while appealing to a new generation of digital natives entering the workforce.

Every organization needs to be a digital organization, powered by data, running in a multi-cloud world.
Technology is changing the way we work

88% say the integration of humans and machines will work together more effectively in the next five years.

Every organization needs to be a digital organization, powered by data, running in a multi-cloud world.
Your workforce has already changed

“...The way I think about culture is that modern humans have radically changed the way that they work and the way that they live. Companies need to **change the way they manage and lead** to match the way that modern humans actually work and live.”

Brian Halligan
CEO, Hubspot
Adapting to this change starts with putting your employees first.
Do you know how your employees work?

Can you deliver a personalized worker experience to empower them?

Are your employees able to effectively collaborate?

Do they have the right technology for the way they work?

What technology is needed to enable better productivity while still ensuring security?

Have you simplified the consumption of IT resources?

Do your current technology solutions support or hinder the modern workplace?
Improving workforce productivity

Create role-based personas to deliver the right apps, data, and devices

Enable secure collaboration and communication anywhere, anytime, on any device

The Transformed Workforce

Deliver faster, more efficient workforce services with automation and self-service

© Copyright 2019 Dell Inc.
Smarter, faster & inspired user experiences
Everything starts at the point where humans and machines interact. Consider the user experiences your employees expect today and some of the new technologies driving this change.

Integrated & intelligent modern management
We help you manage devices, operating systems and applications simply, all in one place, across multiple operating systems and all supported by the cloud.

Trusted, transparent and innovative security
The way people are now working requires security becomes an integrated part of workforce strategy; with the right technology and solutions, security can enable end user productivity.

Committed to positive social impact
A responsible and inclusive business unleashes innovation. Our Social Impact agenda focuses on advancing sustainability, cultivating inclusion and transforming lives with technology.
Smarter, faster and inspired user experiences

Everything starts at the point where humans and machines interact. Consider the user experiences your employees expect today and some of the new technologies driving this change.
Work at full speed with smarter, faster experiences

**Dell ExpressSign-in for an instant, seamless start**
No more passwords and no more waiting – your system recognizes your presence, wakes up and signs you on automatically. Locking again when you leave.

**Always work with the fastest connection with Dell ExpressConnect**
Dell ExpressConnect automatically connects to the strongest WiFi, switching as bandwidth changes.

**Stay productive on the go with day+ run-time and Dell ExpressCharge**
Up to 24-hour battery run-time, and when needed, Dell ExpressCharge can charge up to 80% in only an hour.
The most complete portfolio for every work style
Powering new interaction models

**Dell Precision Ready for VR Workstations**
Optimized for VR and AR creation

**Dell Technologies Partner Program**
Verify and certify VR/AR software partners to provide a full solution, not just hardware

**Virtual Reality Centers of Excellence**
Eight global centers work with customers on proofs of concept, testing and validation
Seamless Partnership
Collaboration is at the heart of workforce transformation
Smart Spaces: the heart of workforce collaboration

Reduce complexity, cost and risk when you work with Dell Technologies

Innovative Products
- Immersive collaboration Products
- Software and hardware agnostic
- Easy to deploy and even easier to use.

Tailored to your needs
- Our own products in partnership with hundreds of manufacturers to provide complete solutions
- All from one provider

Supported by Dell Services
- End-to-end deployment services for all products
- Simplify implementation and save money

Market leading Support
- Backed by an Advanced Exchange warranty.
- Dell works with partners to service non-Dell products.
Integrated & intelligent modern management

We help you manage devices, operating systems and applications simply, all in one place, across multiple operating systems and all supported by the cloud.
Streamline and automate PC lifecycle management

- **PLAN & DESIGN**
  - Consulting services workforce persona strategy

- **DEPLOY & INTEGRATE**
  - Save $792/PC with ProDeploy Plus

- **OPTIMIZE OR RETIRE**
  - Asset removal, secure data removal and resale or recycling options

- **MANAGE & SUPPORT**
  - Manage your PCs and mobile devices from one console with Dell Client Command Suite and VMware Workspace One

25% IT savings
Ensuring your PC technology is always up to date

The latest PCs & accessories + ProDeploy + ProSupport + Asset Recovery + Financing

Single, predictable price per seat per month
Manage all of your apps and devices in one place

**Workspace ONE™**

- Virtualizes all your applications
- Delivers a simple, end-user experience
- Integrates with collaboration tools
- Automates IT provisioning and management tasks
Dell Technologies Unified Workspace

The industry’s first truly integrated solution to deploy, secure, manage and support all end points.
ProDeploy Client Suite in the Unified Workspace

ProDeploy in the Unified Workspace

Legacy PC deployment
Boomi: Simplifying employee onboarding

Welcome to your annual benefits enrollment. Click each item to complete.

✔ Medical
✔ Dental
✔ Vision

Thank you for choosing your benefits. Click submit to finish.

Submit
Trusted, transparent and innovative security

The way people are now working requires security becomes an integrated part of workforce strategy; with the right technology and solutions, security can enable end user productivity
Security is often seen as an obstacle to progress.

- 95% of security breaches start at the endpoint.
- 72% of employees are willing to share confidential data externally.
- 3.5m Security professionals needed by 2022 to fill labor shortage.
- 41% of employees work around security for productivity reasons.
It’s time to rethink security
Dell Technologies - your trusted security partner
Manage the mounting cyber risk while embracing Workforce Transformation

TRUSTED DEVICES

SafeID
SafeBIOS
SafeScreen

TRUSTED ACCESS

VMware Workspace One

TRUSTED DATA

SafeGuard & Response
SafeData

Built-in security
Most secure commercial devices

Comprehensive ecosystem protection
Integrated solutions with security leaders
Committed to positive Social Impact

A responsible and inclusive business unleashes innovation. Our Social Impact agenda focuses on advancing sustainability, cultivating inclusion and transforming lives with technology.
By 2024, there will be 1.1 million computing jobs

ONLY 45% WILL BE FILLED AT CURRENT GRADUATION RATES

Expanding pipeline to underrepresented groups is a business imperative.
Cultivating Inclusion

Working to increase participation of underrepresented groups in the ‘gig’ economy.

$65M DONATED TO STEM INITIATIVES GLOBALLY

Brings technical talent – predominantly women – back into the workforce after a career break.

RE-ENTRY

DELL CAREER RESTART
“As we prepare for a future with 9.6 billion people in it, it’s imperative that we take a good, hard look at the impact we individually and collectively have on the earth we share.”

Michael Dell,
Chairman and CEO
Dell Technologies
Dell uses innovation to drive a sustainable approach

**RECYCLE**
World’s largest technology recycler with services in 75+ countries and territories

**USE**
Saving energy - 90% of products qualify for ENERGY STAR

**SHIP**
99% of manufacturing waste diverted from landfills

**BUILD**
Ocean-bound plastics packaging: 94% of packaging is waste-free

**DESIGN**
1st closed-loop plastics and closed-loop gold computing products
Innovative materials improve packaging sustainability

Dell has a goal of waste-free packaging by 2020

MOLDED PAPER PULP
Recycled cardboard can be turned into molded forms with a smaller environmental footprint than foams.

OCEAN-BOUND PLASTICS
We use plastics from coastal areas for laptop trays, keeping those plastics in the economy and out of the ocean.

BAMBOO
The bamboo used to make select trays can grow back at up to 1 inch per hour. It is also easily recyclable.

MUSHROOM
We feed mushrooms agricultural waste and grow them in forms to cushion select heavier products.

© Copyright 2019 Dell Inc.
Smarter, faster & inspired user experiences
Creating better collaboration, technology that delights and inspires your workforce through seamless partnership

Integrated & intelligent modern management
Simplifying the way you manage, deploy and secure technology for your workforce in the digital age

Trusted, transparent and innovative security
Providing you with simple, transparent solutions that keep you secure in the digital age – Your trusted security partner

Social Impact
Our commitment to driving human progress keeps us at the forefront of what’s possible. Leading the way in creating a better, smarter and more hopeful future…for all of us