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# REAL TRANSFORMATION

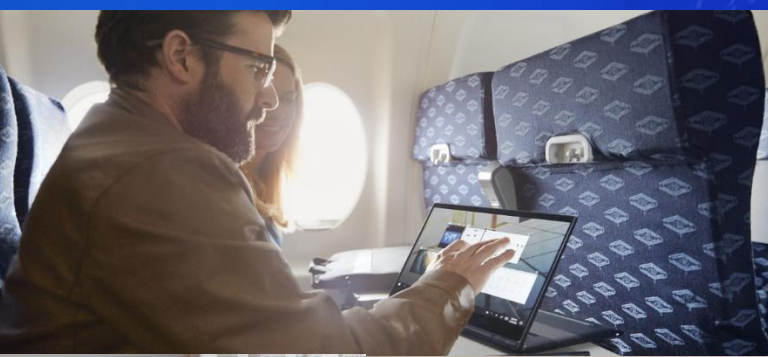
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# The New Frontier: Giving IT time back with a Unified Workspace

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General Manager, Client Solutions Group

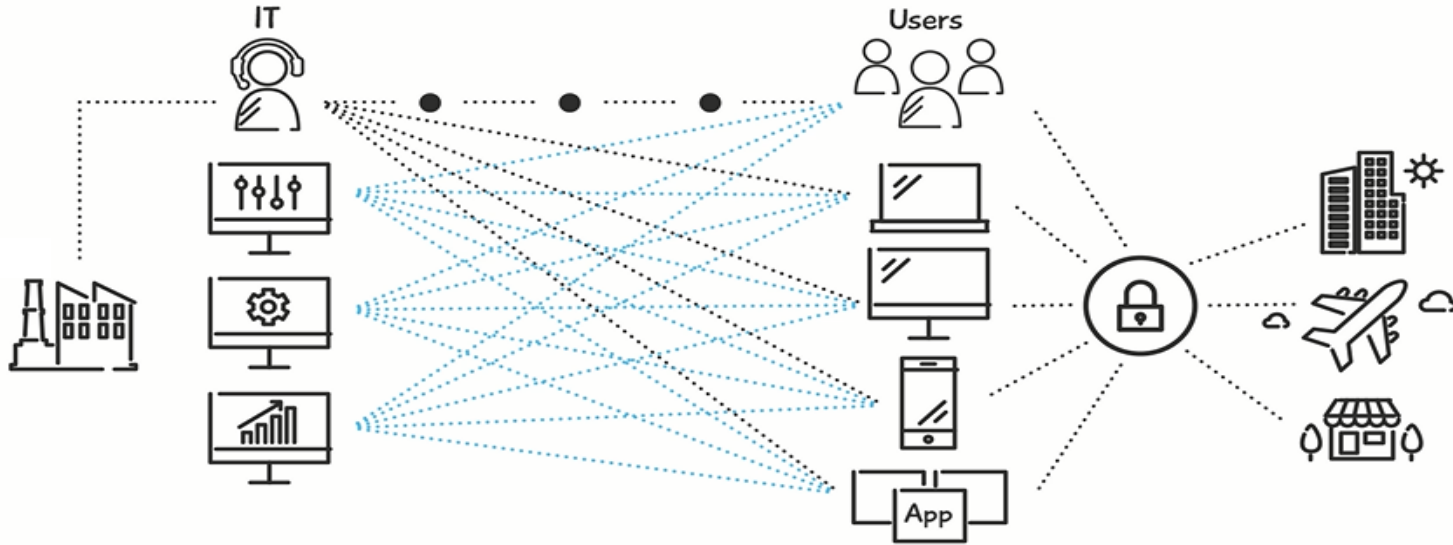


# Workforce Transformation

**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

# Partnerships to accelerate your digital transformation



DELIVERING JOINT  
CUSTOMER VALUE



VMware Workspace ONE UEM

VMware Horizon Cloud  
on Microsoft Azure

Microsoft 365  
(Win 10, O365, AAD & EM+S)

Windows Virtual Desktops

# Dell Technologies Unified Workspace



**DEPLOY**

**Award-winning  
Devices**

**Secureworks®**

**SECURE**

**Trusted  
Security**

**vmware®**  
Workspace™ ONE™

**MANAGE**

**Modern  
Management**



**SUPPORT**

**Services &  
Support**

Industry's most comprehensive solution to **deploy, secure, manage, support** virtually all devices from the cloud

# 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 optimisations\*
- 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**

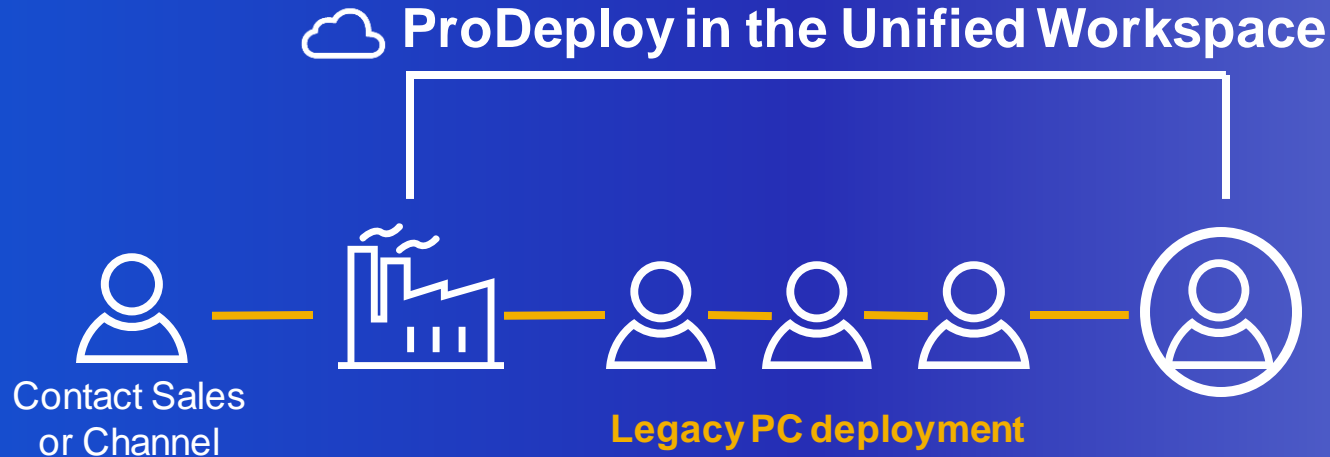




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**Andrew Fox**  
Director, Specialist Sales  
VMware

# Deploy: Save time with modern deployment



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

# 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 (2H)

### 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

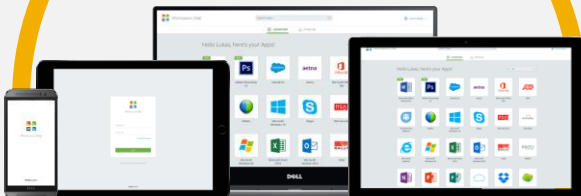
**Most secure** commercial devices

**Comprehensive** ecosystem protection  
Integrated solutions with **security leaders**

Smart collaboration

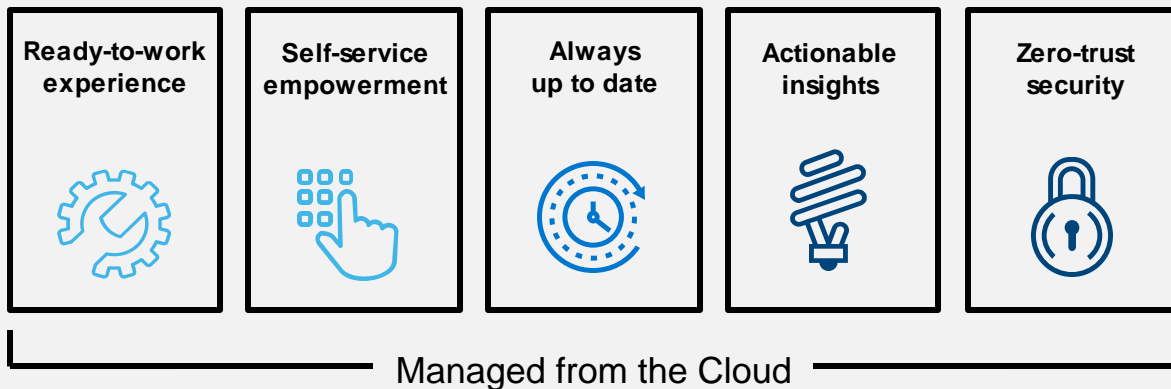
# Manage: Deliver a unified experience for IT and end users

vmware  
Workspace™ ONE™



For all your devices

## Simplification through intelligent automation



**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.