



DELL Technologies

Education K-12

Empowering next-generation learning.

With the latest technology,
today's students can create,
innovate and collaborate in
exciting new ways that help
educators revolutionise learning.

Dell
Financial
Services

Innovation without compromise. Discover the gift of smarter payment solutions.
Simplify the entire IT acquisition process with Dell Financial Services.**
For more information talk to your Dell Account Manager.



Technology is what we do, and students are why we do it.

Fact: Dell has served the K-12 education market as a tech leader for more than 20 years. Our purpose-built products are designed to maximise durability in the classroom and beyond. Add to that our reliable service and support for primary and secondary schools and you have a complete technology solution for education.

What distinguishes Dell in the education field is our ability to:

- Provide devices that pass 15 MIL-STD 810G tests
- Offer products that pass durability tests that are far more rigorous than conventional standards
- Enable anywhere, anytime access.
- Create active learning spaces
- Provide K-12 Education Account Managers who offer expert guidance to help transform teaching and learning
- Transform teaching to empower learners
- Safeguard students and data
- Modernise K-12 infrastructure
- Offer choice of Google Chrome or Windows operating system
- Provide an end-to-end ecosystem of services, support and accessories

THE SMART SOLUTION: DELL

**#1
Ranked**

Supported by class leading
Tech Support

**400K+
Classrooms**

worldwide leverage Dell solutions
for education¹

**2 Operating
Systems**

plus new form factors
for flexibility

Purpose-built to withstand the school day.

Ideal for K-12 students requiring uninterrupted, all-day learning, the Chromebook 3000 Series is designed for best-in-class durability and maximum reliability. With up to 16 hours of battery life¹, lessons don't have to be put on hold, and students can power through even the longest school days.

The Chromebook 3000 Series advantage

- Flexible form factors — laptops and 2-in-1 convertibles
- Low TCO
- Robust accessories designed for education
- Google Auto-Update support until 2025
- Chrome operating system
- Ideal for customised learning environments
- Spill-resistant keyboard with captive keys
- USB-C connectivity for faster charging and data transfer
- Ease of serviceability — captive screws and top-mounted keyboards



A. New Chromebook 3100 2-in-1

This 11.6" 2-in-1 device is designed for collaboration. With up to 13 hours of battery life¹, it stands up to the demands of the modern learner. Available with an Intel® Celeron® Processor N4000.

B. New Chromebook 3100

Ideal for essential learning needs, this 11.6" laptop has up to 14 hours of battery life¹ and raises the bar on durability, surviving up to 10,000 4-inch micro-drops. Available with an Intel® Celeron® Processor N4000.

D. Dell Pro Slim Backpack 15

Keep students laptop, tablet and everyday essentials securely protected within the eco-friendly Dell Pro Slim Backpack 15 (PO1520PS), a slim-fit backpack designed for school and beyond.

E. Logitech H800 Wireless Headset

Logitech Wireless Headset H800 easily connects to and switch between devices like your PC, tablet and smartphone with a full set of on-ear controls. Laser-tuned drivers and a built-in equaliser give students rich digital stereo that immerses students in their music and calls and a noise-canceling microphone reduces background noise.

C. New Chromebook 5400 2-in-1.

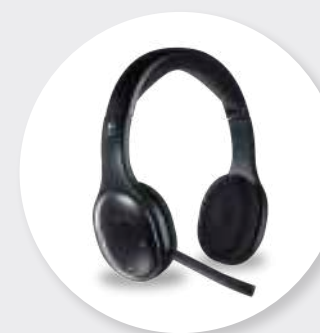
Great things come together on Latitude 5400 Chromebook Enterprise. We merged trusted battery-life, performance and ProSupport with a secure cloud-native experience.

F. Dell Wireless Mouse - WM126 - Black

Students can stay on the move with a compact wireless mouse with optical tracking. Features long battery life and choice of colors for active learners.



D



E

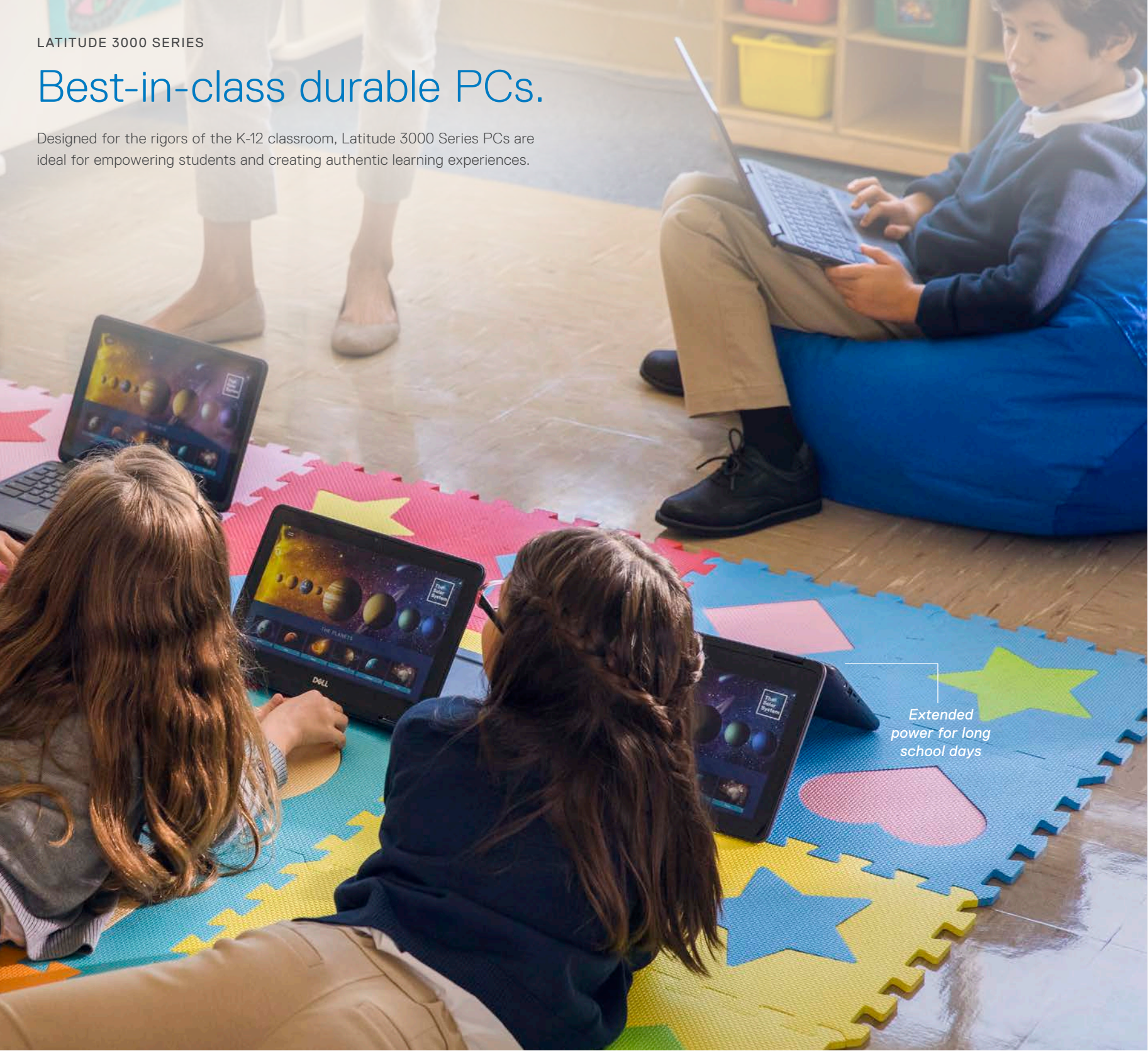


F

¹. Actual battery life may be significantly less than the test results and varies depending on product configuration and use, software, usage, operating conditions, power management settings and other factors. Maximum battery life will decrease with time.

Best-in-class durable PCs.

Designed for the rigors of the K-12 classroom, Latitude 3000 Series PCs are ideal for empowering students and creating authentic learning experiences.



Extended
power for long
school days



B

The Latitude 3000 Series advantage.

- Flexible form factors — laptops and 2-in-1 convertibles
- Choice of Intel® Celeron® Processor, Intel® Pentium® Processor, and Intel® Core™ i5 Processor
- Up to 16 hours battery life¹
- Spill-resistant keyboard with captive keys
- Ease of serviceability — captive screws and top-mounted keyboards



D

E

A. New Latitude 3310

Explore Latitude 3310 13 inch educational laptop featuring best-in-class durability and long battery life¹ that enables students to learn without limits.

B. New Latitude 3190 2-in-1

11" 2-in-1 with all-day battery life¹, Pentium quad-core processor option, and Dell Premium Active Pen support. Available with Intel® Pentium® processor.

C. Dell Premium Active Pen -

PN579X. The Dell Premium Active Pen features flexible, multi-protocol compatibility with select Dell 2-in-1s with a Windows Ink compatible display.

D. New Latitude 3190

Power through the day with this 11" notebook that offers Quad Core processors and up to 15 hours of battery life¹. Available with an Intel® Pentium® processor.

E. Dell Pro Stereo Headset – UC150

Experience great audio clarity with the Dell Pro Stereo Headset UC150 and get started right away with plug and play capability.

1. Actual battery life may be significantly less than the test results and varies depending on product configuration and use, software, usage, operating conditions, power management settings and other factors. Maximum battery life will decrease with time.

Solutions designed to empower teachers and students.

Today’s teachers and students require technology that allows them to be on the go and worry free. Dell offers fast, flexible and reliable solutions that provide all-day productivity and robust performance.

Latitude 5310 2-in-1
A small and light 13" 2-in-1 touch display laptop with four flexible modes, Intel® Core™ i5 processor, Windows 10 Pro, 8GB memory and 128GB SSD.



Latitude 7210 2-in-1 Detachable
The 12 inch 2-in-1 laptop is fully loaded with security and features even without the keyboard. This smarter design is detaching itself from the pack.



Dell Precision Workstations

Dell’s broad technology portfolio provides students access to the technology they need to create authentic learning experiences and develop real-world skills for success in life, college and career. Dell Precision delivers maximum performance with advanced processors and graphics, and features massive memory and expansive storage options.



A. Precision 5540 Mobile Workstation
Performance for your vision. Dell's 15" mobile workstation features next-gen Intel® processors and professional graphics for an immersive work experience and enhanced performance.

B. Dell Precision 3440 SFF
Get ultimate power without sacrificing your budget on the affordable Dell Precision 3000 Series Workstations. Elevate your ideas with professional performance, new compact industrial designs and Dell's Reliable Memory Technology.

OptiPlex Desktops

For more than 25 years, Dell OptiPlex has continuously adapted to the new ways students learn, delivering solutions that make collaboration smart and easy. When the desktop works as it needs to for teachers and students, exploration is unlimited.



D. New OptiPlex 7470 All-in-One²
The 23.8" InfinityEdge all-in-one designed for a smart workspace. Featuring Intel® vPro™ and Intel Unite® options so students can work at full speed.

Wyse

Dell’s Wyse Thin Clients deliver a high-quality computing experience that allows users to take full advantage of the ever-growing number of apps and content.



E. New Wyse 5470 Mobile Thin Client
Designed to securely deliver instant on-access to the virtualised learning environment. Robust features include integrated graphics for a rich multimedia experience. Sleek and portable, it's easy to carry between classrooms or to remote locations while staying connected to the cloud environment.

F. Wyse 3040 Thin Client
Designed around Intel® quad-core processors, the Wyse 3040 Thin Client enhances the virtual workspace with ultimate security and intelligent unified management. With support for dual display, robust and high-speed connectivity, staff and administrators can access applications.

2. Keyboard and Mouse not included.

Technology that enhances learning.

Provide intuitive ways to share ideas and collaborate in large and small groups. Create a true interactive environment with technology that teachers and students can move easily. This flexible, mobile environment can engage mind and body and help improve student outcomes.



Stand is sold separately.

Dell 75 4K Interactive Touch Monitor - C7520QT

Experience natural touch functionality, a feature that allows you to annotate with your fingers, write with a stylus or even erase with the palm of your hand with virtually no lag. And, since the touch functionality is compatible with most industry-standard software (as well as included FlatFrog software), it integrates seamlessly into any learning environment.



Exclusive **Dell Screen Drop** feature, designed to improve reachability for users working from different heights.

Join the campus transformation.

Today's most forward-thinking institutions are using AR/VR and mobility solutions to prepare students for the ongoing training and innovation they'll find on the job. They're replacing lecture halls with active learning spaces that create a hypothetical environment geared up for text, image, audio and video exchanges.



Dell Precision 5820 Tower

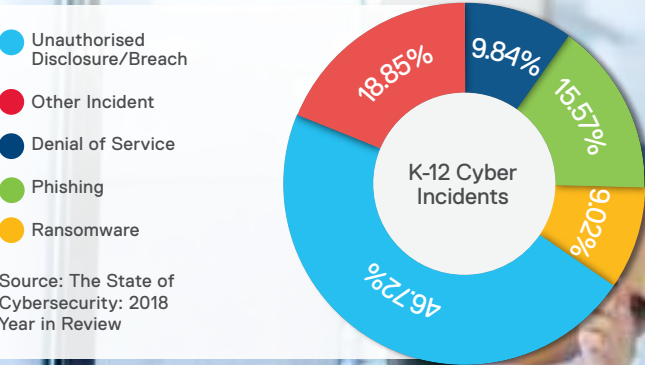
Expand your ideas with the Precision 5820 Tower. Featuring high performance in a new innovative, versatile compact design that is great for VR and AI. Available with up to an 8th Gen Intel® Core™ i7 processor.

Dell Precision 7740

Put performance where you need it most. VR and AI-ready, this 17" mobile workstation features the latest processors, next-gen graphics and more. Available with Intel® Xeon® processor and Intel® Core™ i9 processor.

Mastering security.

As public schools rely more on technology for education, administration and operations, they are more exposed to data breaches. The solution: Using Absolute and Dell's Endpoint Security to protect sensitive information, facilitate collaboration and enable schools to secure their technology investments.



Source: The State of Cybersecurity: 2018 Year in Review

Inspire students to connect, collaborate and create a better future.

Integrating technology into the learning process is key for educators – but changing culture and teaching practices can be challenging. Dell Technologies can help you manage large-scale technology investments despite funding limits. Transform the learning environment through our comprehensive portfolio of collaborative, mobile and data-driven solutions.

A. Dell EMC PowerSwitch N2224PX-ON
The PowerSwitch N2224PX-ON is a powerful 2.5G MultiGig switch with power over ethernet providing efficient Layer 2+ access for personal computers, entry-level servers and other network devices.

B. PowerEdge R740 Server
A general-purpose workhorse designed to maximise application performance with the optimal mix of accelerator cards, storage and computing power in a 2U, 2-socket platform optimised for VDI.

C. PowerEdge T640
The PowerEdge T640 is a versatile, powerhouse server, combining powerful performance and massive internal storage capacity in a rack or tower platform.

DATA CAPITAL

Data is becoming the most valuable asset to educational systems. To make the most of data assets, educators must make smart choices about where the data resides, how it is managed and protected. The solution is digital transformation. Learn more at DellEMC.com.au/DataCapital.

REAL-WORLD DATA FOR IT DECISIONS

Live Optics is free, online software you can use to collect, visualise and share data about your IT environment and workloads. Get started at LiveOptics.com.



D. Dell EMC IDPA DP4400 - Data Protection

A customer-installable/upgradeable 2U appliance that can grow-in-place (from 8-96TB) with no additional hardware. Plus, up to 2x shorter backups and average dedup ratio of 55:1.¹

E. VxRail – Hyperconverged Infrastructure

Modernise your software-defined data center with the only jointly engineered, preconfigured and pre-tested VMware hyperconverged infrastructure appliance for a seamless experience and simplified IT service delivery.²

F. Unity XT Storage

Unity XT Series: the new NVMe-ready no compromise midrange storage that delivers 2X more performance, up to 5:1 data reduction and supports multiple paths to a hybrid cloud.



Windows Server 2019: The operating system that bridges on-premises and cloud.
With the latest hardware and software, Windows Server 2019 enables direct business benefits—like better data analysis and enhanced security—as well as the flexibility to migrate to the cloud. Learn more at Dell.com.au/WS2019

¹ Based on Dell EMC internal analysis of customer data as of May 2018.
² Based on Dell EMC internal analysis, Dec 2018.

Students aren't in class 365 days a year, but we are.

Providing 1:1 student access is a huge undertaking, but it doesn't have to be a headache. From initial deployment of devices to ongoing maintenance to transitioning from one school year to the next, Student Technology Services provides the year-round, behind-the-scenes IT support you need to help students soar.



HIT THE GROUND RUNNING.

Prepare student devices with everything you need to deliver a personalised learning experience, right out of the box.

- Systems arrive fully configured and ready to go – inspected, enrolled, updated, and connected to the network
- Shipping, delivery, and on-site distribution logistics tailored to the school environment for a smooth transition into students' hands
- Google's White Glove specification sets the standard for best-in-class deployment and Dell's service exceeds it. Our complete approach ensures there are no unexpected gaps for IT to fill
- Dedicated delivery manager who sees you through every step, year after year

KEEP STUDENTS LEARNING.

Students can be rough on their devices and teachers can't afford interruptions. Gain peace of mind that maintenance issues won't impact valuable learning time.

- Wide range of support solutions from Basic Hardware Service to ProSupport Plus for 24/7 access to experts
- Decide which solution works best for your school - either mail in systems or set aside for pick up. And there's no heavy lifting on your part
- SupportAssist is a proactive and predictive technology that provides automated Technical Support for your Dell system. When deployed, SupportAssist monitors each system and proactively detects both hardware and software issues. You can use SupportAssist to automate incident reporting in TechDirect and speed up resolution with Dell Tech Support.
- Accidental Damage¹ means you can maximise your protection, avoid unexpected expenses throughout the year and minimise student downtime

¹Accidental Damage Service is only available during the term for Dell's limited hardware warranty or upgraded service contract and excludes theft, loss, and damage due to fire, flood or other acts of nature, or intentional damage.

PREP FOR NEXT YEAR.

Student devices need a tune-up before they're ready to redeploy. Dell will clean, update, and repair (if needed) all equipment, so you're ready for the next school year. And if assets are at the end of their lifecycle, we'll help retire them responsibly.

Flexible payment solutions and services for your education needs



Why Dell Financial Services are the ideal education partner to work with when financing IT projects

Dell Financial Services finance **end-to-end solutions** (from hardware, to services, to software) utilising all your IT solutions including other suppliers.

Dell Financial Services strives to adapt existing solutions to Education business and to provide best customer experience when acquiring technology, acting as your long-term partner, with a suite of **flexible payment solutions**.

Because one size doesn't fit all

We enable access to technology needed for today by educators and students wrapped with flexible payment solutions and service plans that are designed specifically to meet the needs of the education markets.

- **Local technology expertise available to education:** Specialist Dell Financial Services Education resources, located near you, on hand to assist and optimise your technology decision making.
- **Local 'customer care' resources available to education:** Specialist Dell Financial Services Education 'customer care'; resources, located near you, on hand to support you with any requirements you may have during or at the end of the technology life cycle of your products and services.
- **Wear and tear:** Dell Financial Services understands the educational environment is typically more demanding from a wear and tear standpoint than some other business environments. We have very flexible requirements regarding when and how products are returned at the end of a lease.
- **Online resources 24/7:** A dedicated, secure, personal online portal (myDFS.com) 24/7 with 'chat' facilities that keeps a record of all account details, service status and options, end of lease / refresh and environmental disposal considerations.

We understand that there are many diverse facets to education, and every establishment has different individual needs. Our PC-as-a-Service is the ideal solution:

- Up-to-date technology in your classroom
- Improved laptop life cycle management
- New technology that improves security
- Pick up & secure full data wipe at end of the term
- Environmental disposal of unusable assets
- Easier installation and deployment

“ Dell Financial Services consistently provide us flexible financial solutions to meet the needs of our school. Their expertise and creative approach delivers significant value when financing technology for the benefit of our students and staff.

From the Director of ICT at St Paul's Grammar School in Sydney

We are the partner to work with to finance IT projects in the Education sector

Contact us now to start your own technology in education conversation.

For more information talk to your Dell Technologies Account Manager.



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