LET THE TRANSFORMATION BEGIN

DELL EMC /Forum

Is your workforce future ready?

DELL EMC / Forum

Dell approach

Addressing **top IT concerns**
Services, Security & Support that enable IT

Innovation underpinning everything

Devices people love to use

Solutions for the way **employees work**

Security starts with best-in-class hardware

TPM 2.0
FIPS & TCG certified

Dell ControlVault™
Secure processor, isolates authentication operations from the OS and hard drive

Self-Encrypting Drives
Managed by Dell's Enterprise Edition Encryption

Robust BIOS security
Plus optional off-host verification

Multifactor authentication hardware
FIPS 201 certified Smart Card Reader & Fingerprint Reader options

Intel® Core™ vPro™ processors with Intel ® Authenticate
Robust identity and multifactor security that reduces exposure to software-level attacks

Dell Endpoint Security Portfolio
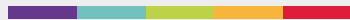
Dell is the only OEM with a total security solution on the box

Prevent Threats

Protect Data

Dell Endpoint Security Suite Enterprise
Prevent malware attacks with 99% efficacy.

RSA NetWitness Endpoint
Detect and respond to attacks at the endpoint.

Absolute
Device visibility and remediation – self healing

Internal Use - Confidential

Dell Data Guardian
Protect data in motion.

Dell Encryption
Protect data at rest

Mozy
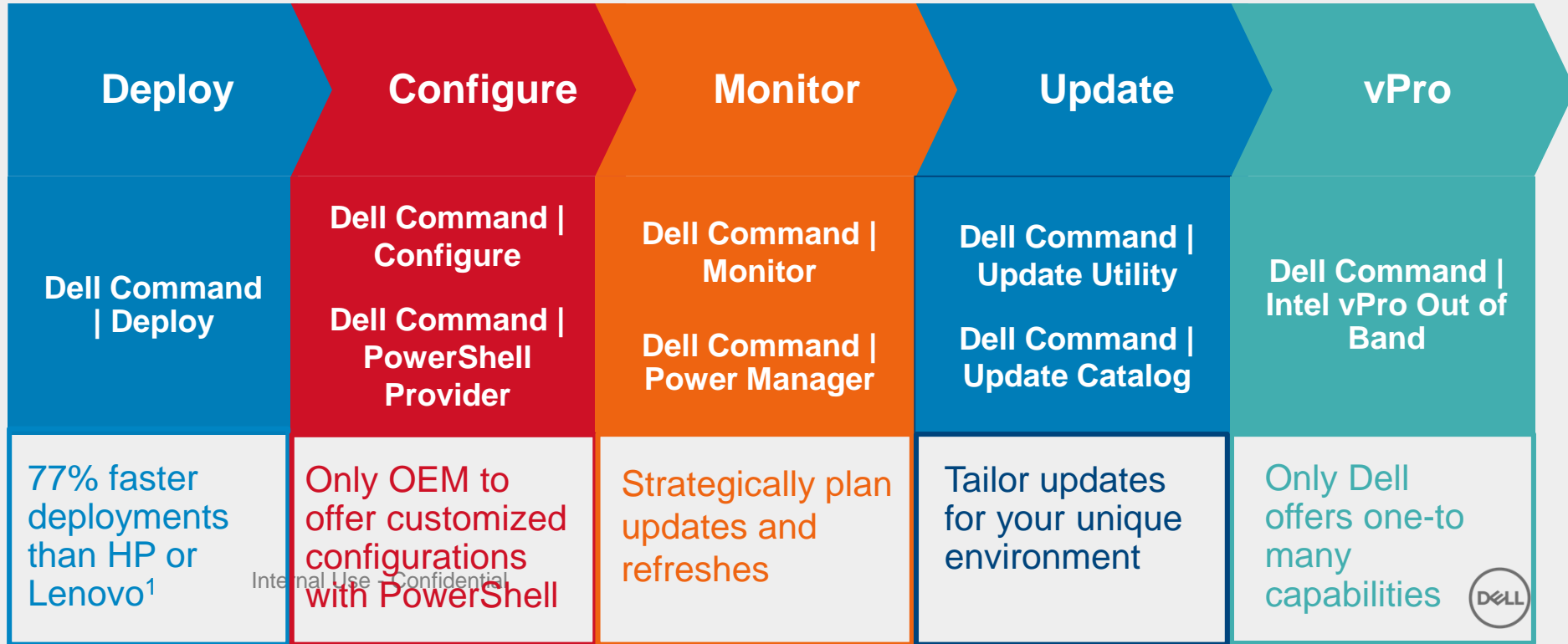Recover data.

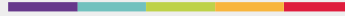**RSA SecurID**
Protect network access.

Save time and money with the world's most manageable devices

- **Dell Client Command Suite automates and streamlines** system deployment, configuration, monitoring and updates.

- More **feature rich** than HP or Lenovo.

- **Manage all your Dell systems simultaneously** across the globe. Regardless of your IT method (SCCM, Kace, LANdesk…)

- So you can **maximize your hardware investments**, **increase efficiency** and **reduce time** spent on manual, error-prone tasks.

Dell Client Command Approach

Deploy	Configure	Monitor	Update	vPro
Dell Command | Deploy	**Dell Command | Configure** **Dell Command | PowerShell Provider**	**Dell Command | Monitor** **Dell Command | Power Manager**	**Dell Command | Update Utility** **Dell Command | Update Catalog**	**Dell Command | Intel vPro Out of Band**
77% faster deployments than HP or Lenovo[1]	Only OEM to offer customized configurations with PowerShell	Strategically plan updates and refreshes	Tailor updates for your unique environment	Only Dell offers one-to many capabilities

How we work is transforming

The **workforce** is evolving

The **work** happens anytime, anywhere

New **solutions** are making it all possible

The workforce is evolving

The workforce is refreshing with **digital natives who prefer new ways of working** – and technologies that support those preferences

New behaviors in social, web, and user-experience	Constant innovation	Continuous mobility	100% Globalization

Work is happening everywhere (and all the time)

59%
less office space than 10 years ago

52%
of people are equally productive at home

2 hrs
Employees spend an average of 2 hours working in public places

50%
of employees check work email or take work calls after business hours

78%
Employees working in highly regulated industries report the highest usage of free file-sharing services

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The way people work is changing

Desk Centric

Remote Worker

Corridor Warrior

On the Go Pro

Creative

Engineer

Field Worker

Deck centric

OptiPlex

Dell OptiPlex Portfolio

OptiPlex 3000 Series

Essential business desktop and all-in-ones with best-in-class security and manageability

OptiPlex 5000 Series

Fully-featured commercial desktop with advanced performance, security and manageability

OptiPlex 7000 Series

Ultimate performance for enterprise-class management and security in innovative, compact designs

| Essential | Mainstream | Premium & Specialty |

most **secure** | most **manageable** | most **reliable**

backed by Dell ProSupport™ Plus

On-the-go Pro

Latitude XPS

Latitude – Solutions for the Future Ready Workforce

Most Secure

Most Manageable

Most Reliable

Latitude 7285 2-in-1
The world's most versatile detachable laptop

Clamshell

...hable

Convertible

Dell E-Port Docking - unique story for 10 years

2007

2017

E0, E1, E2, E3, E4, E5, E6

New revolution starting today Type-C

Dell Thuderbolt Dock

Dell Wireless Dock

Dell USB-C Dock

XPS LAPTOPS

Designed to be the best
Now ready for business

266 awards to date

913 excellent reviews to date

28 CES awards + CES innovation award

45 best of year awards

XPS

Designed to be the best.

XPS 13

Designed to be the best performing laptop of its size. World's smallest 13-inch

XPS 15

Powerhouse performance and stunning display – our most powerful XPS laptop.

XPS 13 2-in-1

Beautifully versatile 2-in-1 design featuring the InfinityEdge display.

Services   +   Products   +   Software   +   Accessories

Dell Precision leads workstation innovation

1997	2001	2005	2008	2012	2013	2014	2016
Dell enters the personal workstation market	First to launch a mobile workstation	First tier 1 vendor to launch dual-core workstation	First to introduce 2U rack workstation	Announced award-winning tower & mobile chassis design & world's most powerful 15" and 17" mobile workstations	Launched smallest tower, most powerful rack, first automated workstation performance tool, and world's thinnest and lightest mobile workstation	Introduced first entry mobile workstation category, and and industry-first workstation virtualization solutions	Defined industry first VR ready workstation solutions and demo'd the first mobile VR workstation concept

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Dell Precision portfolio

3000 Series Mobile and Towers

Workstation performance made affordable

5000 Series Mobile

The world's thinnest, lightest workstation

5000 Series All-in-One

Immersive, powerful performance in a stunning design

5000 Series Tower

Big power in a compact, innovative design

7000 Series Mobile

Most powerful 15" & 17" mobile workstations

7000 Series Tower

Most powerful and scalable workstations

7000 Series Rack

Ultimate performance and security for 1:1 and 1:many

Entry	Premium Design	World's most powerful workstations

powerful **performance** | innovative **design** | ISV **certified**

backed by Dell ProSupport™ Plus

Dell Canvas

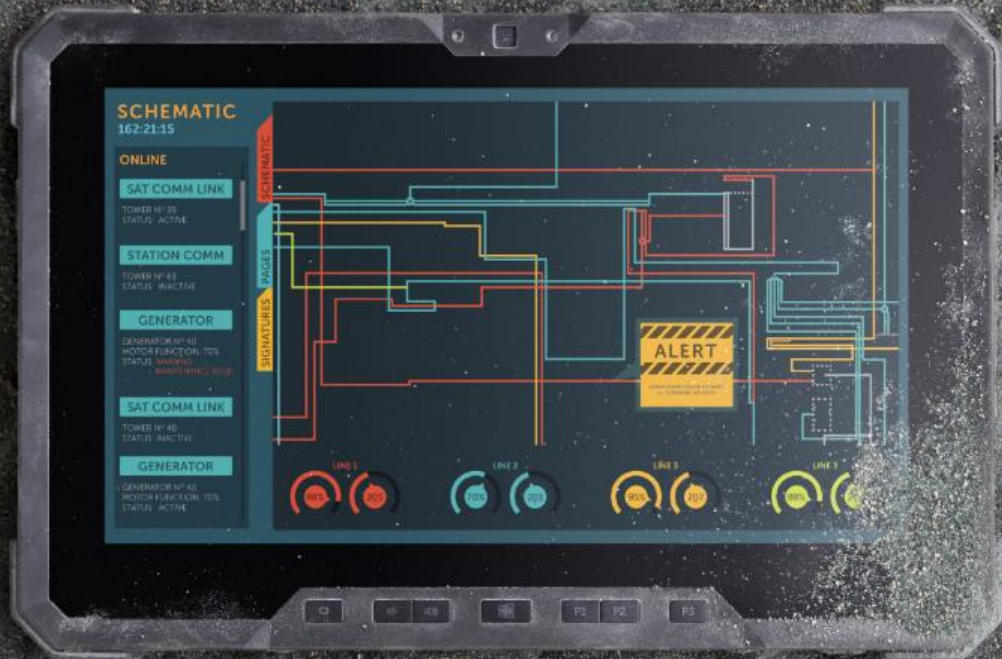CES INNOVATION AWARDS 2017 HONOREE

**Dell Precision
VR ready platform**

Rugged

Drop

Thermals

Vibration

Rain

Humidity

Sand and dust

Ingress protection

Explosive atmosphere

Hazardous locations

Electromagnetic interference

Shock

Altitude

Salt fog

Solar radiation

Intelligently tough.

"When it's your name on
the every box, you care
deeply about the lasting
legacy of your company."

– Michael Dell