

# Dell Endpoint Systems Management

## *The Dell Advantage*

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ESM Nordic



# Systems management remains difficult and complex

## Systems Management

Mixed environments, including **BYOD**

Inventory Patching

**New security threats**

Remote-site management

**Windows 7/8 Migration**

**License compliance**

Strategic  
projects

Deployment

**Mobile device management**

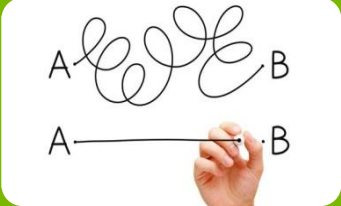
With limited staff and budget it's difficult to focus on strategic projects

# Value Proposition



## Comprehensive

- Integrated, Full Lifecycle Management suite
- “Internet of Things” ready
- Agent or Agentless options



## Ease of Use

- Intuitive user interface and administration
- Consistent operational process
- Automatic updates



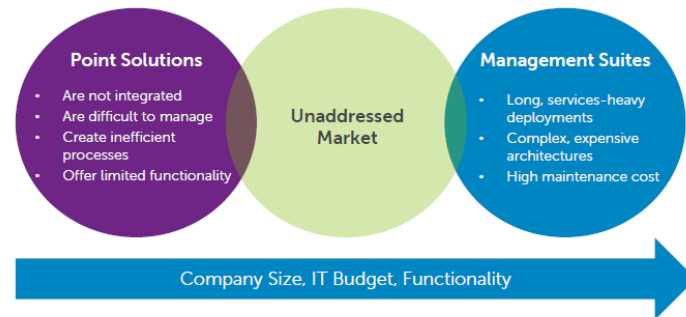
## Time to Value

- Rapid deployment and best practices
- Minimal training
- Community engagement

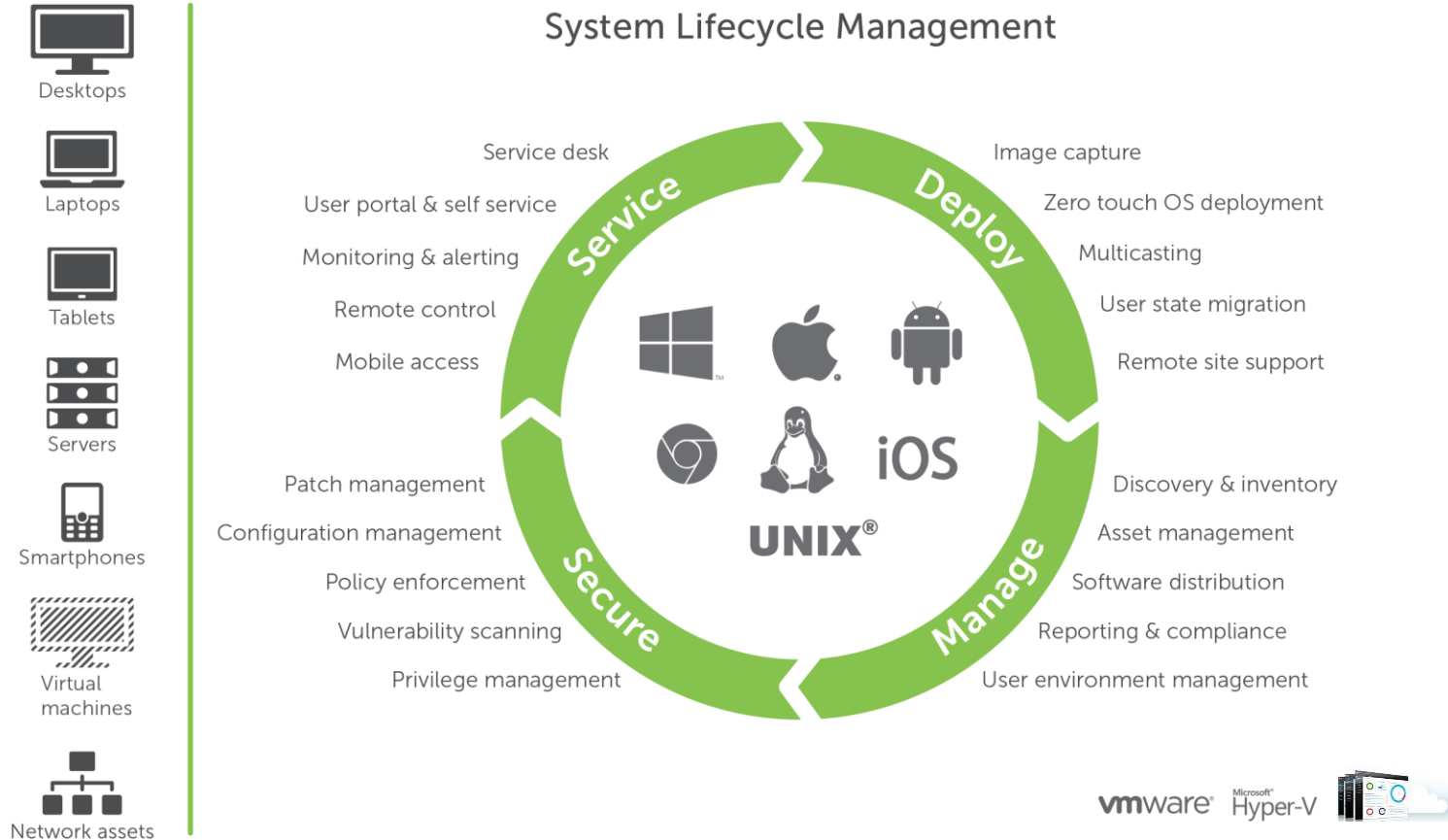
# Why KACE?



- Saves companies **time**
  - Deploy in one **Day**
  - Train in **Hours**
  - Upgrade in **Minutes**
- Saves companies **money**
  - Lowest total cost compared to software alternatives
  - No hardware or software pre-requisites
  - "No professional service fees"



# Endpoint Systems Management



# Dell KACE K Series Appliances

## Computer Lifecycle Management

### KACE K2000 Deployment Appliance



### KACE K1000 Management Appliance



Recovery

Centralized Deployment Library

User State Migration

Network OS Install

OS Imaging

Configuration Management

Security & Patching

Discovery & Inventory

Asset Management

Software Distribution

Remote Control

Service Desk

Power Management



\*K1000 Only



vmware® Microsoft®  
Hyper-V

Available as Physical or Virtual Appliances



# Ouppdaterade program – en säkerhetsrisk på 7 av 10 företag!

03 september 2015

*IT-säkerhetsföretaget F-Secure beräknar att mer än **70 procent av alla företag riskerar intrång på grund av att de inte uppdaterar sin programvara**. Detta trots att det idag finns många lösningar för att enkelt hålla alla enheter – datorer och telefoner uppdaterade.*

**De allra flesta it-attackerna går att undvika enkelt. En ny studie\* visar att upp emot 85 procent av alla riktade attacker går att stoppa med enkla medel, som att se till att alla program är uppdaterade.**

Men samtidigt är det många företag som **lämnar ansvaret att uppdatera program till sina anställda**, vilket innebär en säkerhetsrisk. För handen på hjärtat, vem har inte **klickat bort en uppmaning att uppdatera**, för att inte distraheras från en arbetsuppgift. En internationell studie som F-Secure genomförde nyligen visade att bara **27 procent av företagen använder en it-lösning för att administrera uppdateringar, så kallad patch management**.

– Kriminella vet att företag är dåliga på att uppdatera och därför jobbar de hårt på att utveckla program som utnyttjar de säkerhetsluckor som en uppdatering täpper till. Samtidigt blir det allt mer komplicerat att hålla koll på alla medarbetares enheter och då är patch managementlösning, en bra och kostnadseffektiv försäkring mot intrång, säger Xerxes Malekani, Skandinavienchef på F-Secure.

Hur en säkerhetsuppdatering utnyttjas av kriminella blir tydligt när en säkerhetsbrist får uppmärksamhet. **I juli ökade antalet attacker riktade mot webbläsaren Flash-plugin med 82 procent på bara några dagar, efter att ett säkerhetshål uppdagats i samband med en datastöld utförd av gruppen "the Hacking Team".**

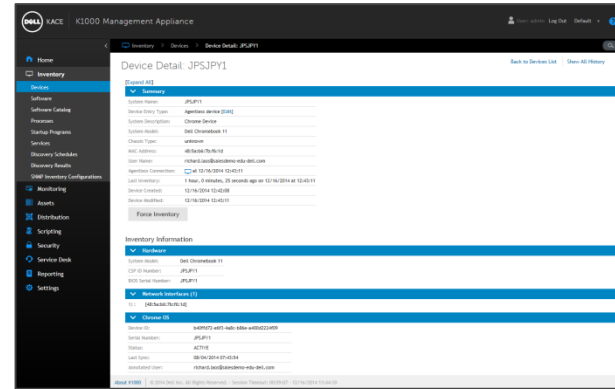
\* Källa: <https://www.us-cert.gov/ncas/alerts/TA15-119A?hootPostID=b6821137ae5173095390bd502ae04892>



# Chromebook Asset Management



Inventory



★ The KACE K1000 is the first comprehensive systems management solution to inventory Chromebooks

- Extracts all data made available by Google for Chromebooks
- Incorporates into K1000's inventory
- Integrates with K1000's asset management, reporting and service desk
- Provides mobile functionality through integration with the K1000 GO mobile app

# Dell ESM – KACE, EMM and Desktop Authority

## K2000 Deployment Appliance

- Integrated systems provisioning and deployment, fulfilling tasks including inventory assessment, OS and application provisioning, migration and recovery

## K1000 Management Appliance

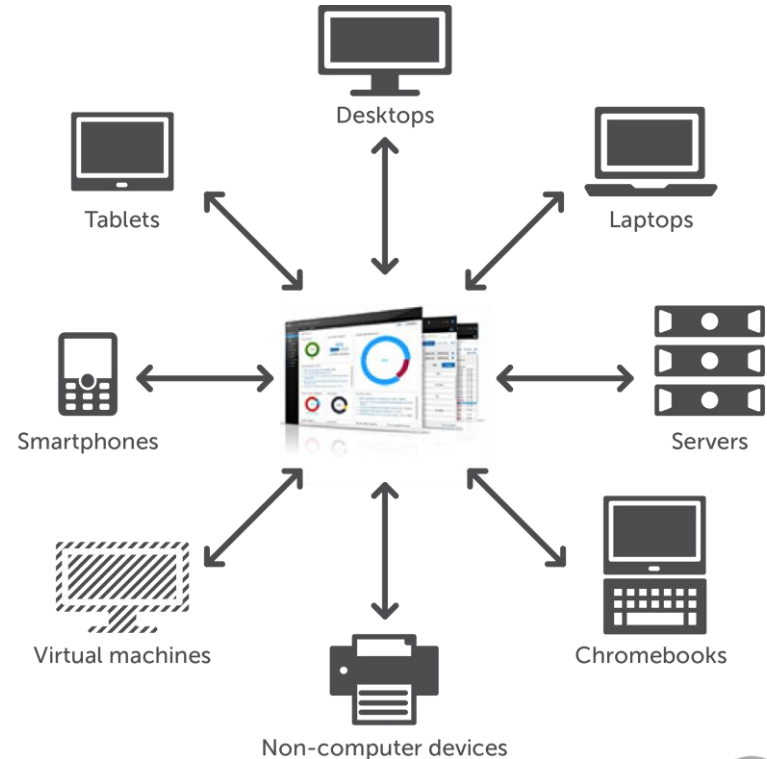
- Comprehensive systems management capabilities for laptops, desktops, servers and tablets. Improve security, meet compliance requirements and decrease user downtime

## Enterprise Mobility Management (EMM)

- Flexible, comprehensive, K1000 integrated solution for securely managing mobile devices – both BYOD and corporate owned

## Desktop Authority Management Suite (DAMS)

- Provides a centralized, secure and consistent management of the Windows user environment that automates users' access to resources and applications



# Dell Enterprise Mobility Management (EMM)

**Your** devices, **your** users, **your** mobile strategy

- Complete, secure endpoint management
- Secure enterprise workspace on all devices
- Secure access to enterprise data
- Integrated console management
- User self-service
- Identity management
- Business apps and services you need
- Flexibility for future-proofing

## Comprehensive mobile enablement

### Endpoint management

**Dell Mobile  
Management**

**Dell KACE K1000**

**Corporate issued**

### Workspace management

**Dell Mobile  
Workspace**

**Dell vWorkspace**

**User owned (BYOD)**



# Desktop Authority Management Suite

Desktop Authority

Privilege Manager

## Targeted Configurations

- Browser settings
- Printers/drives
- Registry settings
- Ports/external devices
- Office and Outlook
- Energy settings
- Local admin privileges/accounts
- Application access

Validation Logic (VL) targeting



# KACE and Dell advantages

|                                    |                                                                                                                                                                                                                                  |
|------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Direct Driver Feeds</b>         | <ul style="list-style-type: none"><li>• Automatically imports Dell software drivers directly</li><li>• Control which drivers you want to import &amp; implement</li><li>• Saves time with deployment and OS migrations</li></ul> |
| <b>Dell Application Catalog</b>    | <ul style="list-style-type: none"><li>• KACE software titling engine integrates with DAC for detailed software titles</li><li>• Reduce software licensing costs</li></ul>                                                        |
| <b>Dell Warranty</b>               | <ul style="list-style-type: none"><li>• Full integration with Dell warranty information</li><li>• Ensure warranty compliance or warranty service needs</li></ul>                                                                 |
| <b>Dell Configuration Services</b> | <ul style="list-style-type: none"><li>• Integration with Dell's Factory</li><li>• Order systems preconfigured and imaged to your particular needs</li></ul>                                                                      |
| <b>Intel vPro</b>                  | <ul style="list-style-type: none"><li>• Offline management and systems recovery</li></ul>                                                                                                                                        |
| <b>OpenManage</b>                  | <ul style="list-style-type: none"><li>• Regular BIOS &amp; device driver updates for Dell clients/servers</li><li>• Apply, monitor and remediate Dell update packages easily &amp; flexibly across all systems</li></ul>         |

# KACE – What the systems management market needs

## Gartner recommended criteria\*



|                                                                                       |  |                                                                                             |
|---------------------------------------------------------------------------------------|--|---------------------------------------------------------------------------------------------|
| <b>Ease of deployment and usability</b>                                               |  | 56% of KACE customers deployed in less than a week                                          |
| <b>Support MAC OSX or mobile platforms</b>                                            |  | KACE appliances and EMM support MAC OSX, iOS and Android                                    |
| <b>Support non-windows server platforms such as Unix, Linux, or AIX</b>               |  | KACE supports Linux and many versions of UNIX, including Solaris, AIX, HP-UX, and many more |
| <b>Alignment of service desk and client management</b>                                |  | Built in service desk integrated with ITNinja, a systems administrator user forum           |
| <b>Scalability to support a large number of endpoints with relatively few servers</b> |  | A single KACE appliances can support up to 20,000 devices                                   |
| <b>Capabilities to meet specific regulatory requirements</b>                          |  | Help meet systems management and security requirements of Sarbanes Oxley, PCI, HIPAA, etc.  |



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# Dell Endpoint Systems Management Solutions



**Thank You!**

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# Dell Endpoint Systems Management Solutions



**... and now Demo!**

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