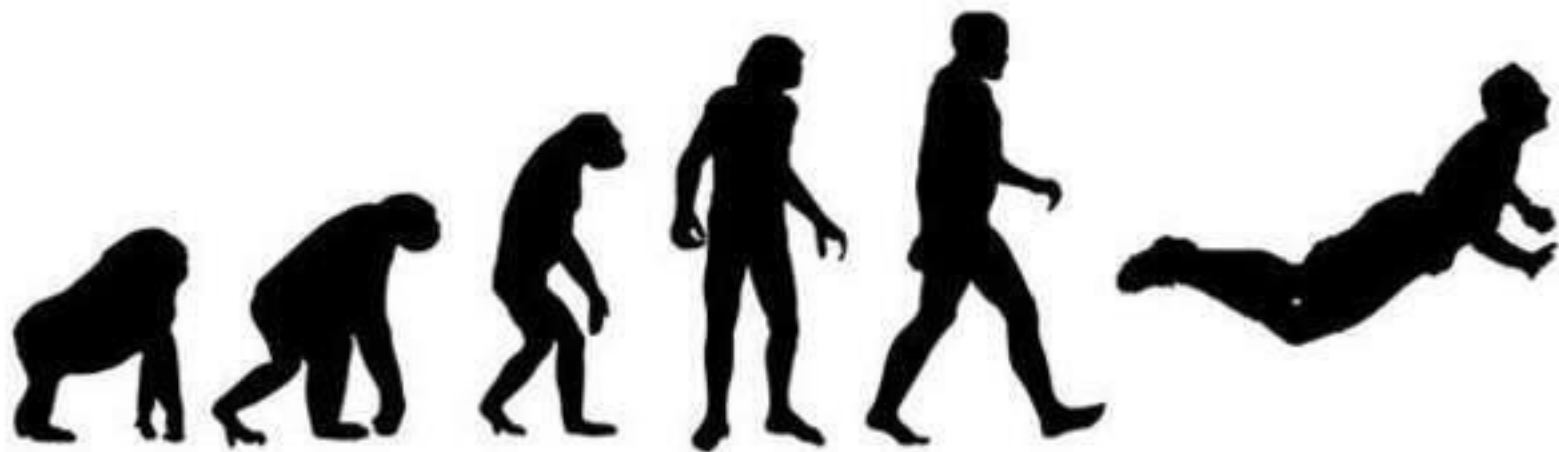# Tablets and mobility solutions for your evolving workforce

Luc Van Houdenhove
EUC Marketing Manager

Evolution of Workforce

EVOLUTION

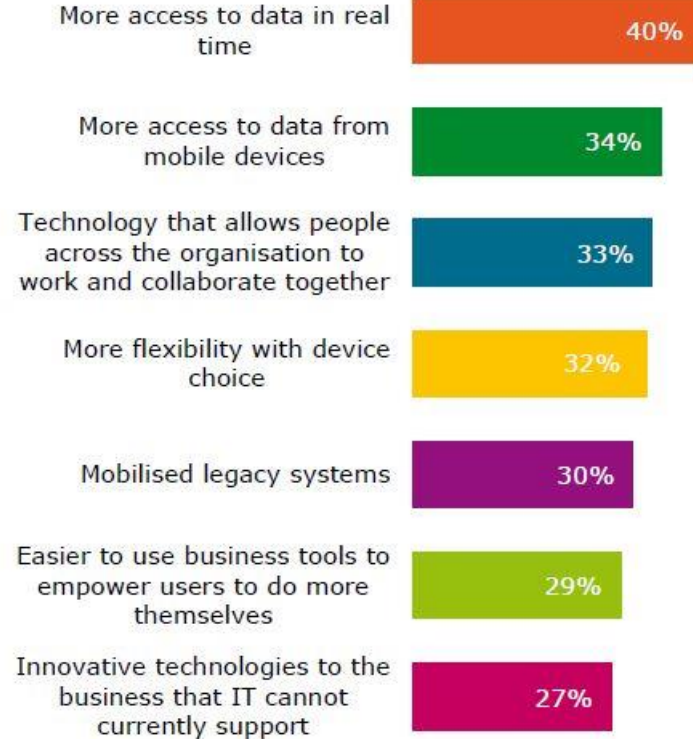# End users will **work around IT** to get what they need

92%

of IT heads say that business managers want things that IT cannot deliver – **many involve BYOD**

Source: VansonBourne 2013

IT is not delivering what the business needs

More access to data in real time	40%
More access to data from mobile devices	34%
Technology that allows people across the organisation to work and collaborate together	33%
More flexibility with device choice	32%
Mobilised legacy systems	30%
Easier to use business tools to empower users to do more themselves	29%
Innovative technologies to the business that IT cannot currently support	27%

Dell Mobility Solutions

Source: VansonBourne 2013

Why is mobility/BYOD so important?

460

Extra hours worked per employee because of BYOD

Device ownership in 2014

Corporate owned

Personally owned
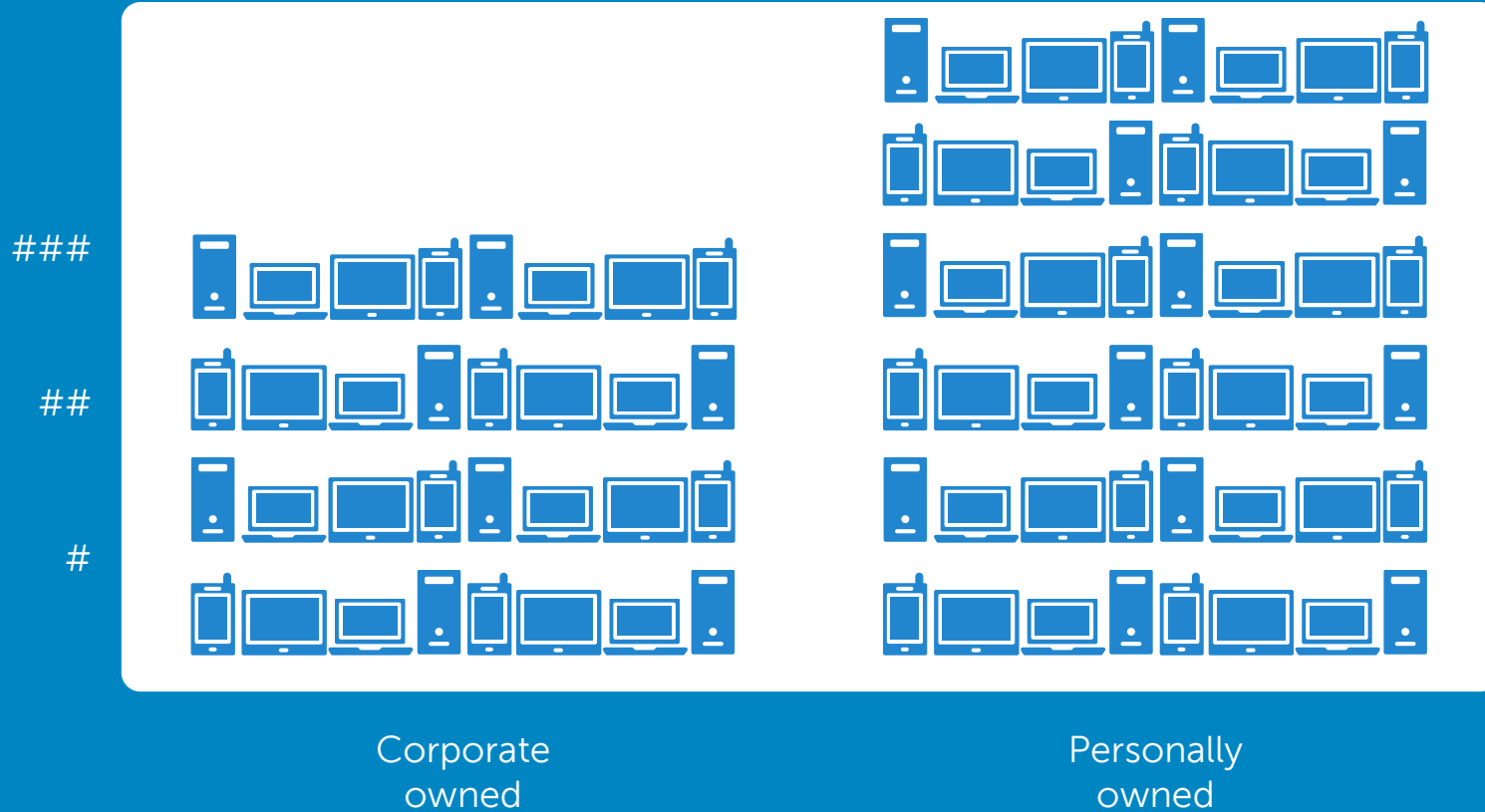
Security issues since last year:

350 billion
Files uploaded to DropBox

>3 billion
Malicious programs detected

Embracing mobility is about **doing more** for your **business**

CEO/organization

- Improve productivity

- Improve employee satisfaction

- Improve talent acquisition & retention

CIO and IT staff

- Improve mobile data security

- Redirect IT to innovation

- Simplify deployment and management

- Improve IT process & policy adherence

Employees

- Attractive / flexible work environment

- Improve productivity

- Broader device choice

- Improved ability to innovate & collaborate

9

Dell Mobility Solutions

Requirements for tablet use
Business use is about much more than the device

Application access
- Touch-enabled productivity apps
- Simplified app development
- Legacy app access

Accessories for the job
- In-Office PC Experience
- Field Use Tools
- Vertical Specific Accessories

True business usability
- Durable construction
- Business-class battery life
- Expandable memory
- Full-size inputs

Limited impact on IT
- Enterprise-grade security
- Ease of management
- Simple app deployment

Enabling tablets in more business use cases
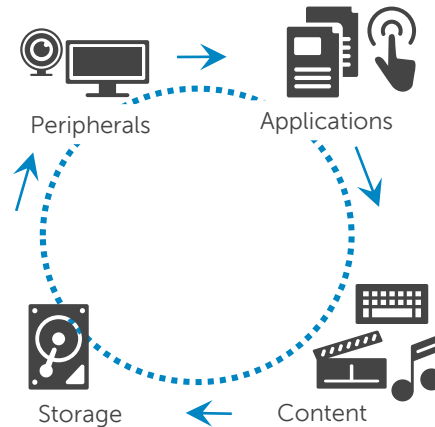
DELL

Dell believes the solution starts with the **end user**

1
Define users and create profiles

Task Workers

Office Workers

Power Workers

Mobile Workers

2
Identify peripherals, apps and data access

Peripherals

Applications

Storage

Content

3
Determine model based on user profile & data access

Virtualization

Cloud PC

Web

Thin clients

Dell commercial client

Dell Venue Pro tablets

Dell's tablet E2E solution
A value proposition to improve workforce productivity

Simplified application access

- Microsoft productivity applications
- Access to legacy Windows 7 apps
- Simplified application Deployment
- Ecosystem of key ISVs and Integrators

Built for Business

- Business Rugged durability
- Range of configurations
- Optional enhanced Security Features
- Simplified integration and management

Business accessory ecosystem

- Docking stations and keyboards for PC experience
- Broad array of mobile productivity tools
- Field worker ruggedized peripherals
- Vertical specific accessories

Robust services portfolio

- Windows 8 Boot Camp
- Application development services
- Configuration and deployment
- ProSupport

DELL

Application Readiness challenge

Tablets means migration to Windows 8.1

- The most common application compatibility challenges that you'll find out in the market are primarily around

Microsoft productivity applications	Windows 7/8 & Server Migrations	Virtualization Adoption	Office 2010/2013	Application Lifecycle Management

Microsoft productivity applications
- Microsoft productivity applications
- Access to legacy Windows 7 apps
- Simplified application Deployment
- Ecosystem of key ISVs and Integrators

Windows 7/8 & Server Migrations
- Application compatibility
- XP end of life April 2014
- 12-18 month migration time

Virtualization Adoption
- Determining which technology (App-V, XenApp, ThinApp, SWV)
- Packaging Apps for Virtual deployments

Office 2010/2013
- Application dependency

Browser Migration
- IE8 embedded in Windows 7
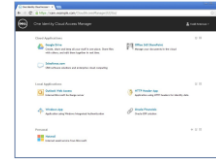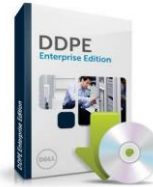- 1 in 3 apps are web based

Application Lifecycle Management
- Patch Tuesday releases every month
- Converting non-std installers to MSI
- Managing multiple platforms

Dell's end-to-end mobility heritage

Single partner with breadth and leadership
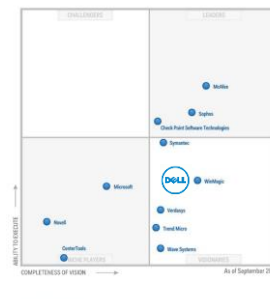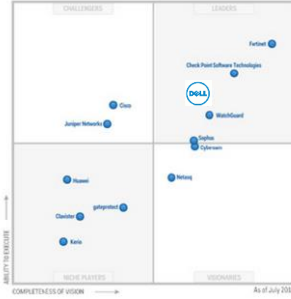

Dell KACE/EMM systems management

Dell Secure Mobile Access

Dell Networking W-Series

Dell Data Protection | Encryption Enterprise

Dell One Identity Cloud Access Manager

Application Services

Dell's entry into enterprise mobile management extends from leadership across ESM, UTM, networking, MDP, IAM and ITO industry segments

Only Dell's **end-to-end portfolio** addresses mobility challenges across the enterprise

Devices

Dell Venue

Dell XPS

Management

Dell Enterprise Mobility Management
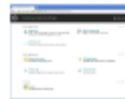
Security & Infrastructure

SonicWALL SMA

Networking W-Series

Dell Data Protection

One Identity Cloud Access Manager

Applications

Custom Application Services

Cloud Client-Computing

Dell Services

Dell SonicWALL **Secure Mobile Access**

Simple, policy-enforced mobile access to mission-critical data and applications without compromising security

One-click mobile access to authorized corporate applications and resources

Context-aware authentication and device interrogation to restrict access to authorized users and trusted devices

Secure SSL VPN connection and granular network access controls

Centralized access control policy management for efficient administration

Mobile Connect app

Secure Remote Access appliance

Dell SonicWALL **Next-Gen Firewall**

Provides your mobile workforce with secure, remote access to your corporate data and intranet and protects from threats

Superior gateway protection, inspection for SSL encrypted sessions, and application intelligence and control

- Automatically block attacks
- Automatically identify applications by their DNA
- Single sign-on to identify users
- Illuminate all application traffic on the network
- Control by application and user

Dell **One Identity**

**Provides business-driven access control and governance
for users and privileged accounts**

**Control data and user access –
not just the device.**

Webthority ❯ provides secure access to web resources,
protects systems from direct exposure

Enforce policy ❯ **Enhance security** ❯ **Provide unique user sessions** ❯ **Gain awareness**

Dell Networking **W-Series**

Ensures you have the necessary bandwidth capacity and policy management to handle guests and employee access from any device

Wireless Switching

ClearPass

Networking access that meets extensive mobility and security requirements

Employee and guest access to the network from any device

- Easy, flexible deployment for enabling mobile Wi-Fi access
- Manage amount of available bandwidth for additional mobile devices
- Control over access policies – prioritization based on user, device, location, application, and time
- Enhanced security features – guest access, encryption, authentication, intrusion detection

- Easy to add and manage both guest and employee-owned devices
- Self-registration eliminates need for IT to touch every device
- User, device, and application fingerprinting apply access and quality-of-service policies
- Seamless network integration

Built for Business

Built for Business

- Business Rugged durability
- Range of configurations
- Optional enhanced Security Features
- Simplified integration and management

Introducing **Dell Enterprise Mobility Management** (EMM)

Manage and secure *all* your devices—corporate-issued or BYOD

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 as a Service

Container management

Dell Mobile Workspace

Dell Desktop Workspace

EMM security

With **industry-leading security** from Dell,
your enterprise data and apps are secure on the endpoint or in the container

🔒 Secure remote access 🔒 Encryption 🔒 Data loss protection 🔒 Remote wipe

🔒 Identity access management 🔒 Policy management 🔒 Compliance reporting

Endpoints

Desktop Laptops Mobile devices

Containers

Laptops Tablets Mobile devices

Confidential

Dell Mobility Solutions
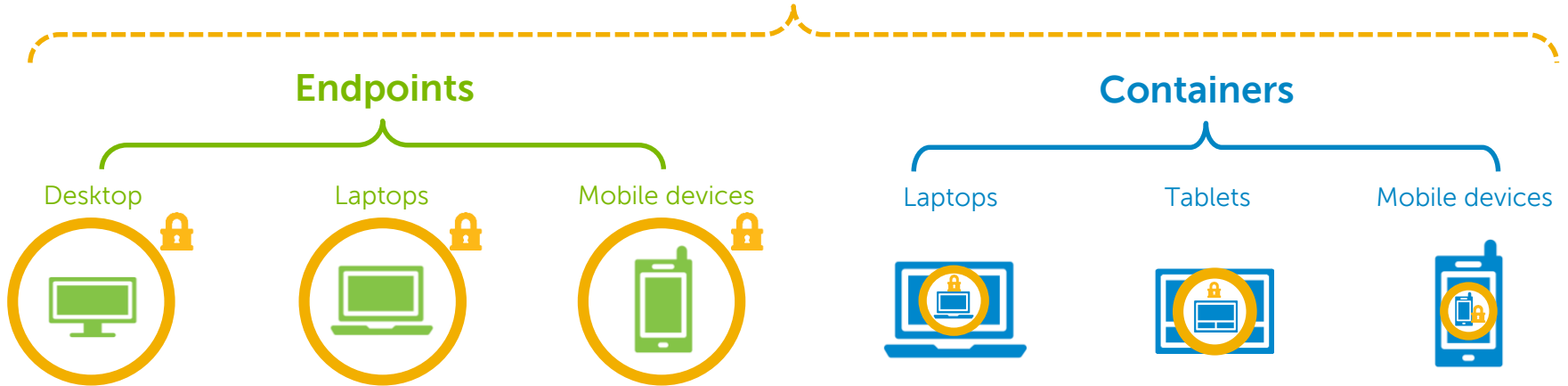
Dell **Mobile Management**

Securely manage and provision enterprise smartphones and tablets with a SaaS-based solution

Mobile device, application and content management	**Real-time reporting, alerts and analytics**	**User self-service portal**	**Central management**

Enterprise benefits

- Security and compliance
- Policy management
- Rapid deployment
- Automatic upgrades
- OpEx instead of CapEx
- Targeted tools for the job

Dell Software

Dell KACE **K1000 as a Service**

Get comprehensive SaaS support for laptops and desktops across multiple operating systems

Systems management for Windows, OSX and Linux

✓ Asset management in a single view
  - Secure workspaces, mobile devices, laptops, desktops, servers
✓ Compliance reporting
✓ Application distribution
✓ Patch and policy management
✓ Service desk

Enterprise benefits

- Simplified management
- Reduced costs
- Rapid deployment
- Automatic upgrades
- OpEx instead of CapEx

Dell Software

Dell **Mobile Workspace**

Increase productivity by enabling your users to work remotely and securely on enterprise or personal mobile devices

Secure email, calendar, contacts, browser and file manager	**+**	Optional productivity applications	**+**	Secure remote access and data separation	**+**	Central management

Enterprise benefits

- Security and data loss protection
- Management and control
- Increased user productivity
- Rapid deployment
- Automatic upgrades
- OpEx instead of CapEx
- Encourages adoption

User benefits

- Productivity and collaboration
- Device choice (smartphones and tablets)
- Personal privacy

Dell Software

Dell **Desktop Workspace**

Provide a secure, managed environment for your enterprise Windows image on corporate-managed or BYO PCs and Macs

4 layers of security

| **1** DLP | **2** Encryption | **3** Secure remote access | **4** Firewall |

Enterprise benefits:

- 4 layers of security
- Management and control
- Increased user productivity
- Low-friction integration
- Rapid onboarding
- No hardware to purchase
- Access to legacy applications

User benefits:

- Best application performance
- Consistent experience
- Work while offline
- Laptop of your choice

Use cases:

- Remote employees
- Contractors and consultants
- Mobile employees
- Mergers and acquisitions
- Offshore software development
- Executives who prefer Macs

Box for Dell

File sync and share capabilities

**Share content in the partner's cloud or your cloud,
sync it between devices and collaborate across your business**

Secure

Connect

Collaborate

Safeguard content on BYO mobile devices
Use Box for Dell with Dell Mobile Workspace or
Dell Desktop Workspace.

Dell Software

Automate Application Readiness with ChangeBASE

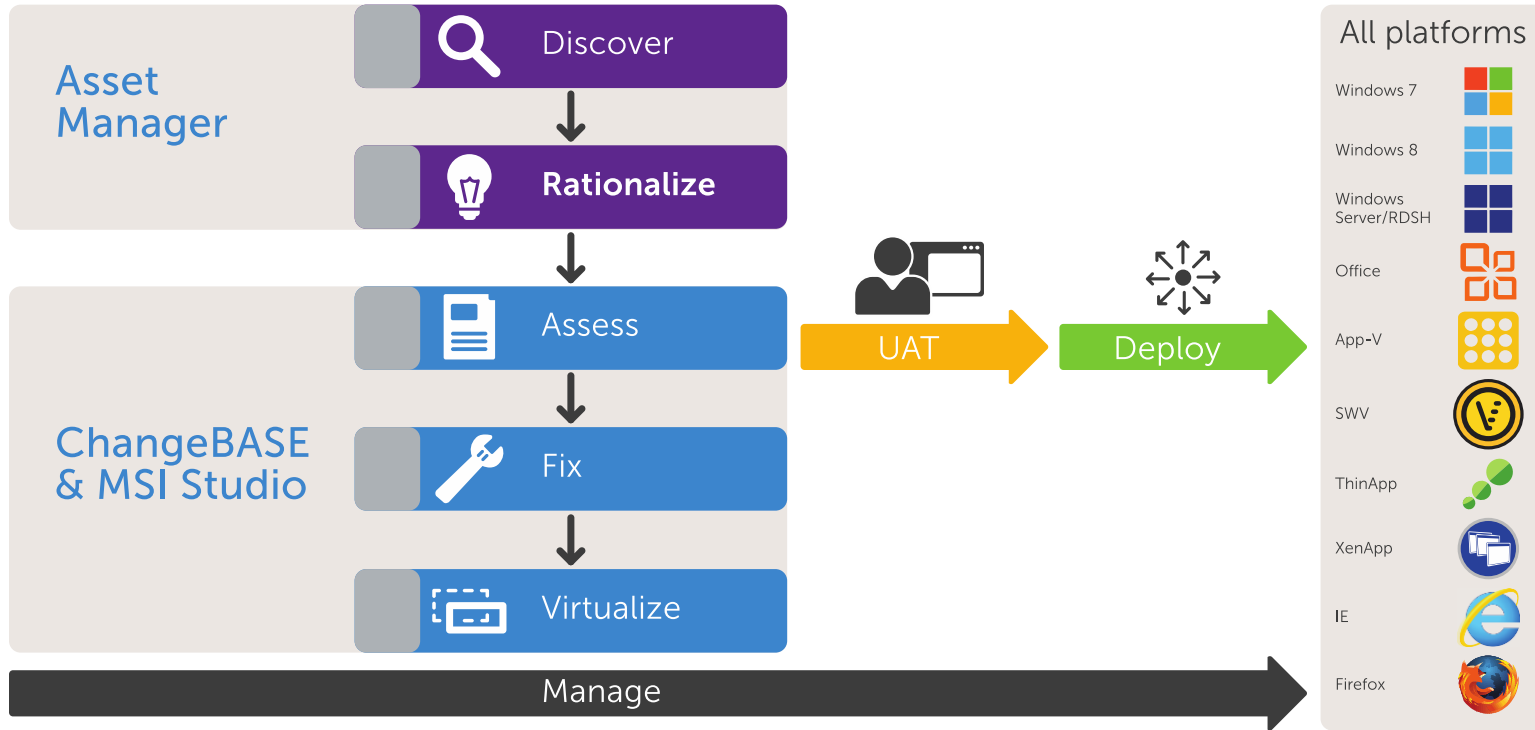## Simplified application access

- Microsoft productivity applications
- Access to legacy Windows 7 apps
- Simplified application Deployment
- Ecosystem of key ISVs and Integrators

ChangeBASE allows you to: -

- Assess and remediate applications for compatibility with:
  - Windows 7
  - Windows 8 and Windows 8.1
  - 32-bit and 64-bit architecture
  - Windows Server 2008 R2 and 2012
  - Office 2010 and 2013
  - App-V, ThinApp, XenApp Profiler and SWV
  - Terminal Server environment "RDSH"
  - IE 8,9,10 and Firefox

- Re-package applications to MSI or Virtual format

- Assess monthly security updates and patches

- Write your own checks and fixes for company specific standards

Automated Application Readiness

Simplified application access

Standard phases that should be followed as part of an application migration

Asset Manager
- Discover
- **Rationalize**

ChangeBASE & MSI Studio
- Assess
- Fix
- Virtualize

Manage

UAT

Deploy

All platforms

Windows 7

Windows 8

Windows Server/RDSH

Office

App-V

SWV

ThinApp

XenApp

IE

Firefox

Global Marketing

DELL

– Range of configurations

Built for Business

- Business Rugged durability
- Range of configurations
- Optional enhanced Security Features
- Simplified integration and management

Tablet	2 in 1 Detachable	2 in 1 Convertible	Notebook with Touch	High End Notebook
Display Size: $\leq$10.1"	Display Size: 10" – 13.3"	Display Size: 11" – 12.5"	Display Size: 12.5" – 15.6"	Display Size: 15.6"-17.3"
Thinnest, Lightest, Longest Battery	Thin, Cool, Quiet (including fanless)	Very Thin	Very Thin	Feature Rich & Highest Performance

Tablet Experience → **PC Experience**

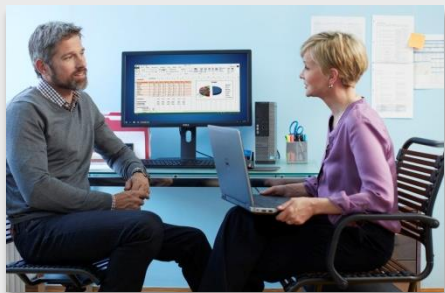**Content Consumption** → **Content creation**

Specific tasks/set of apps → **All tasks and apps**

DELL

Dell Commercial Clients: **Diverse & Built for business**

For task workers to mobile workers

To mobile workers that want to stay protected

For the toughest environments

And the toughest demands

Dell Latitude and OptiPlex

World's most secure and most manageable desktops, laptops, and tablets

Dell Venue Tablets and XPS ultrabooks

Meaningful flexibility and choice, allowing you to easily connect, access and share in the way that is most natural.

Rugged devices

Built to withstand the harshest conditions

Dell Precision

Most powerful mobile workstations and most serviceable tower workstations

Precision M3800 - The lightest, thinnest 15" workstation ever

- Ultra thin (18mm)
- Lightweight (1.8 KG)
- NVIDIA Quadro K1100M graphics

- Intel Haswell QC i7 37W processors
- FHD and QHD+
- edge to edge displays with touch standard
- ISV Certifications on select applications
- Win7, Win 8.1

42

XPS 13 – Infinity Display & Leadership Form-Factor (Q1-2015)

Built for Business

Apple MacAir 13
325 x 227mm

Dell XPS 13
303 x 200mm

Apple MacAir 11
300 x 192mm

Venue 11 Pro

The tablet that business
laptops envy

Venue 8 Pro

The world's thinnest 8"
Windows tablet

Built for Business

Dell Venue Pro tablets: the technology at a glance

Range of configurations
- Tablet
- Laptop (with accessories)
- Desktop (with peripherals)
- Rugged tablet
  (With Special case)

Always connected with optional 3G Broadband and 2x2 Wi-Fi, WiDi and Miracast support

Full Windows 8.1 (32 & 64 bit options, all 64 bit soon)

Powerful Intel®
Atom or Core i3/i5
processors

Robust **I/O for collaboration**:
- Full-sized USB
- SD Cards
- Wireless Video
- PocketCloud
- Video Conference
- Mini-HDMI

Securely integrates into Windows® environment

Optional Intel® **vPro™** management technology

Optional **Smartcard & Fingerprint reader**

FHD IPS Display

Dell Venue Pro tablets: Roadmap Oct. 2014 (7140)

Range of configurations
- Tablet **(10% thinner/Lighter)**
- Laptop (with accessories)
- Desktop (with peripherals)
- Rugged tablet (With Special case)

Always connected with optional **4G** Broadband and 2x2 Wi-Fi, WiDi and Miracast support

Full Windows 8.1 64 bit.

Powerful Intel® **Broadwell, Fanless**

Securely integrates into Windows® environment

Optional Intel® **vPro™** management technology

Optional **Smartcard & Fingerprint reader remains 7139.**

FHD IPS Display

Robust **I/O for collaboration**:
- Full-sized USB
- SD Cards
- Wireless Video
- PocketCloud
- Video Conference
- **Micro-HDMI**

Detachable Ultrabook (Latitude 7350, Oct 2014)

2-in-1 Detachable design – "notebook-first" productivity and commercial tablet experience

Productivity with

- Up to 8GB memory
- 512GB SSD
- 8+ hrs battery life
- 1.7KG total weight

Powerful Intel®
Broadwell iX
processors
With Intel® vPro™ management technology

Secure with **TPM** and lock slot and optional smart card & fingerprint reader

Always connected with 4G LTE and 2x2 Wi-Fi,, NFC, WiDi and Miracast support

Business class **ISO certified** keyboard with **2nd battery**

FHD touch display with **Gorilla Glass ®** and **active pen** support

Wireless **AND** Wired docking

A tablet is as good as it's ecosystem
Just an overview of the main items, lot more available.

Business accessory ecosystem

- Docking stations and keyboards for PC experience
- Broad array of mobile productivity tools
- Field worker ruggedized peripherals
- Vertical specific accessories

Venue 11 Pro HERO ecosystem

Dell Tablet Keyboard – Slim
Innovative, lightweight design
With a traditional keyboard feel

Dell Tablet Keyboard – Mobile
Traditional notebook experience
with a full sized keyboard

Dell Tablet Dock
Desk-side full productivity

Dell Tablet Case
Protects tablet from
wear and tear

Dell Active Stylus
Leading edge precision

Venue 8 Pro HERO ecosystem

Dell Tablet Wireless Keyboard & Folio Case
Super-Thin, light weight design provides
protection & improved productivity

Dell Tablet Folio
Protects tablet case and screen, and doubles as a
stand for easy viewing or typing

Dell Active Stylus
Leading edge precision

At the office

Print

View

Create

Interact

Dock

Achieve full functionality in the office with **Dell's essential accessories** recommended to get the most out of your **Latitude 10 Tablet**.

Interact

Create

Dock

View

Print

Docking: Wireless & Universal

WiGig Wireless Gigabit Alliance

USB Dock — **Dell USB 3.0 SuperSpeed Dual Video Docking Station** Achieve full desktop functionality

Wigig — **D5000 Wireless Docking Station** Wireless connectivity to display, network, audio and peripherals

USB Stand — **MKS14 Stand** brings together notebook charging, universal USB compatibility and multi-monitor work station

Dock — **E-family dock** Common docking with one simple connection for 38 models and for 5 years AND COUNTING!
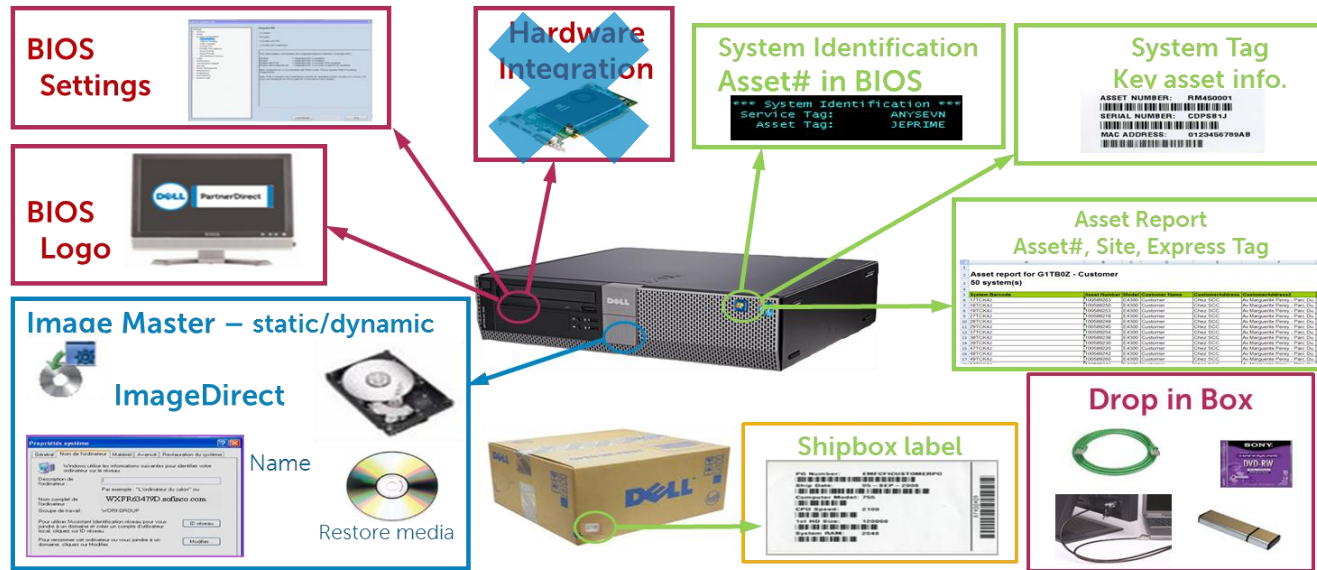
A tablet is as useful as its applications

Robust services portfolio

- Windows 8 Boot Camp
- Application development services
- Configuration and deployment
- ProSupport

Deployment services, almost all possible

BIOS Settings

BIOS Logo

Hardware Integration

System Identification
Asset# in BIOS

```
*** System Identification ***
  Service Tag:       ANYSEVN
  Asset Tag:         JEPRIME
```

System Tag
Key asset info.

ASSET NUMBER: RM450001
SERIAL NUMBER: CDPSB1J
MAC ADDRESS: 0123456789AB

Image Master – static/dynamic

ImageDirect

Name

Restore media

Asset Report
Asset#, Site, Express Tag

Asset report for G1TB0Z - Customer
50 system(s)

Shipbox label

Drop in Box

A tablet is as useful as its applications
Windows 8 is the basis!!

Robust services portfolio

- Windows 8 Boot Camp
- Application development services
- Configuration and deployment
- ProSupport

Windows 8.1 training in action

2014/05/27 - 12:19:47

A tablet is as useful as its applications
User Specific application

Robust services portfolio

- Windows 8 Boot Camp
- Application development services
- Configuration and deployment
- ProSupport

Native Mobile Application Development

Increases productivity and customer engagement by providing custom applications developed with industry best practices

Define
- Mobile data needs
- Mobility business goals
- Optimal end user UX for maximum productivity

Design
- Usability interface
- Wireframes
- Visual design

Development
- Individual development across each platform: iOS, Android, BB, WP7, Win 8
- Enterprise and consumer
- Certification-compliant design

Testing
- Test cases and scripts
- End-to-end testing across multiple platforms

Deployment & support
- App store certification and upload
- Reactive and proactive support

BlackBerry
Windows 8

A tablet is as useful as its applications
User Specific application

Robust services portfolio

- Windows 8 Boot Camp
- Application development services
- Configuration and deployment
- ProSupport

Meander Hospital EPD app

A tablet is as useful as its applications
User Specific application

Robust services portfolio

- Windows 8 Boot Camp
- Application development services
- Configuration and deployment
- ProSupport
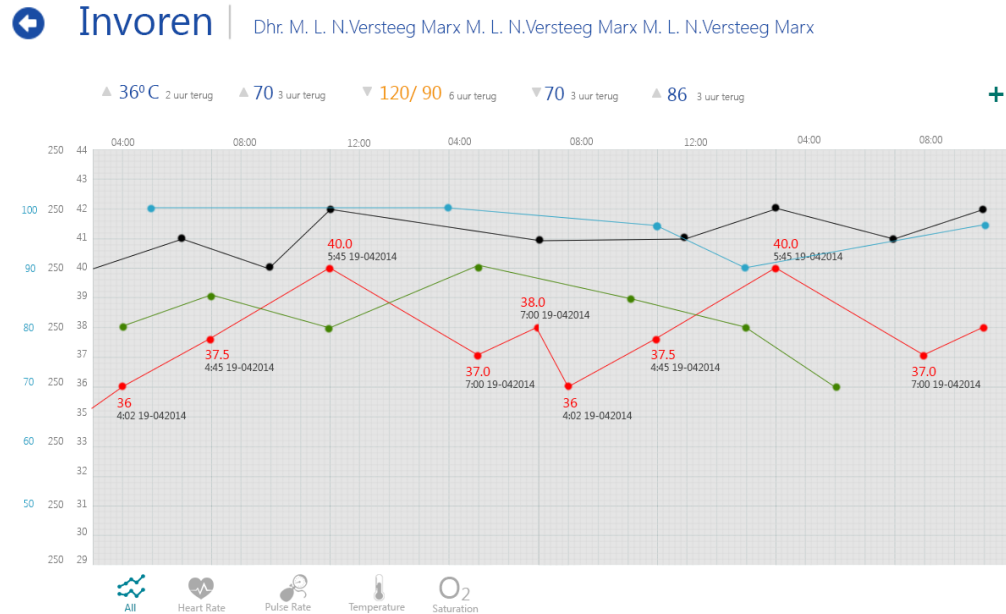
Meander Hospital EPD app

A tablet is as useful as its applications
User Specific application

Robust services portfolio

- Windows 8 Boot Camp
- Application development services
- Configuration and deployment
- ProSupport

Meander Hospital EPD app

Why Dell for your enterprise mobility management needs

1 **Dell knows IT**—we've been empowering customers to build successful environments since 1984.

2 We provide a solution **flexible enough to meet your current and future needs**.

3 We provide a **comprehensive solution** that supports the way **you** want to embrace mobility/BYOD.

Dell – Restricted – Confidential – Privileged

Dell Software

Dell's tablet E2E solution
A value proposition to improve workforce productivity

Simplified application access

- Microsoft productivity applications
- Access to legacy Windows 7 apps
- Simplified application Deployment
- Ecosystem of key ISVs and Integrators

Built for Business

- Business Rugged durability
- Range of configurations
- Optional enhanced Security Features
- Simplified integration and management

Business accessory ecosystem

- Docking stations and keyboards for PC experience
- Broad array of mobile productivity tools
- Field worker ruggedized peripherals
- Vertical specific accessories

Robust services portfolio

- Windows 8 Boot Camp
- Application development services
- Configuration and deployment
- ProSupport

DELL

The power to do more