



Käyttäjäkokemus erottautumistekijänä: Esittelyssä Dellin uudet laitemallit

Dell Tech Business Lounge
21.05.2019 klo 11.20 – 11.50

Onni Vuorio – Field Marketing Manager

DELLTechnologies

Your workforce has already changed

“ The way I think about culture is that modern humans have radically changed the way that they work and the way that they live. Companies need to **change the way they manage and lead** to match the way that modern humans actually work and live. ”

 Brian Halligan
CEO, Hubspot

Adapting to this change starts with
putting your **employees first.**





We deliver **smarter, faster end-user experiences.**

To help users *get productive and stay productive* more quickly and easily, so they can do their job more successfully.



Smarter, faster **mobility**...

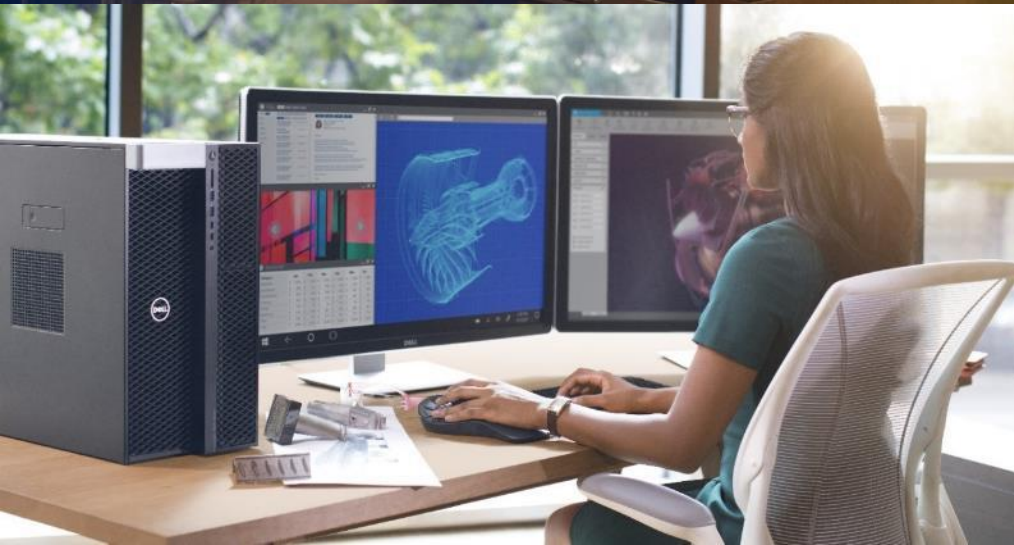


Smarter, faster **desk work**...





Smarter, faster
professional creation...





Smarter, faster for the
extreme...



Latitude | Commercial XPS & Vostro

Totally redesigned | Smarter, faster end user experiences | Intelligent unified management

LATITUDE
25
YEARS



3000 Series



5000 Series



7000 Series



XPS



Vostro

New 2019 Latitude materials



7x00 | Brushed Aluminum + Soft touch metallic paint finish

7x00 | Carbon Fiber + Soft touch metallic paint finish

5x00 | Carbon Fiber Reinforced Plastics + metallic paint finish

3x00 | Molded Plastic

New 2019 Latitude form factors

3000 Series

13.3"



Latitude 3301*

14.0"



Latitude 3400

15.6"



Latitude 3500

5000 Series

13.3"



Latitude 5300

14.0"



Latitude 5400

15.6"



Latitude 5500

7000 Series

13.3"



Latitude 7300

14.0"



Latitude 7400

13.3"



Latitude 5300 2-in-1

14.0"



Latitude 5401

15.6"



Latitude 5501

12.3"



Latitude 7200 2-in-1

14.0"



Latitude 7400 2-in-1

Latitude 7400 2-in-1

Everything in the box, no compromise.

Performance. Power.

- 30% more max battery
- 15% more standard battery
- 18% display power reduction



Mobility. Productivity.

- 14% thinner rear
- 18% thinner front
- 62% narrower top border
- 41% narrower bottom border



Security. Reliability.

First

- proximity sensor
- power button fingerprint reader



Design. Manageability.

First

- drop hinge
- right/left stylus mount



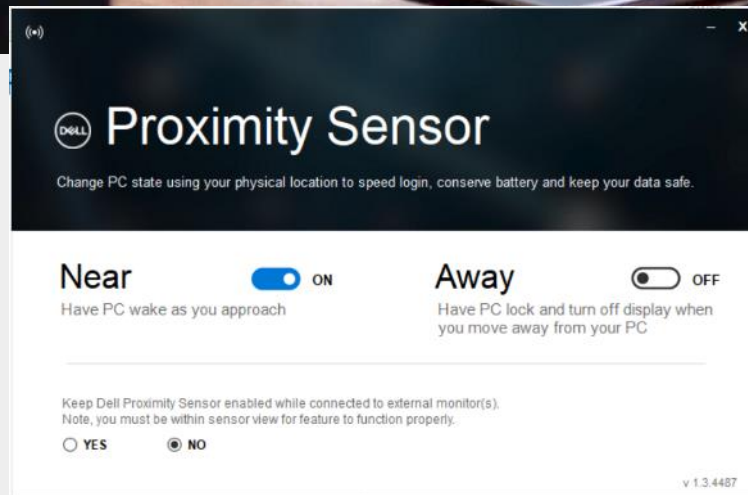
The new Latitude 7400 2-in-1 brings a 14" laptop into a 13" size

The world's first PC proximity sensor enabled by Intel® Context Sensing Technology*

The sensor detects a user's presence and automatically wakes the system starting the login via the IR camera + Windows Hello **without lifting a finger. Getting to work is faster than ever.**

- Senses from **~1 m away. Wakes up from modern standby upon approach.** Detects any user or significant movement.
- Designed to allow system to **wake up as quick as possible for faster time to productivity.**
- Innovative architecture allows for quick, false user detection and **ensure fast (near instant) wake experience.**

Dell ExpressSign-in



Default settings displayed: Near default is ON / Away default is OFF

Never forget your password, lightning fast sign-in

- **More layers of security** for whatever your business needs. Saves you from having to remember a password, and **saves calls to IT for forgetting your password.**
- **ExpressSign-in to autowake** and login using Windows Hello + IR camera.
- Or use the **fingerprint reader now integrated on the power button** for another quick and safe sign-in method.
- Add even more security with **FIPS 201 contacted Smart Card Reader or contactless Smart Card Reader in conjunction with SafeID** so users can authenticate on the world's most secure commercial PCs.*

Fingerprint reader on power button optional with all new Latitudes



Faster, safe sign-on methods

Privacy matters

- No need to buy an external film. **Dell's new digital SafeScreen offers similar protection.**
- The innovative backlight solution **saves on battery drain**, where others don't.
- It also preserves color integrity and maintains contrast ratio **so you can see your work while others can't.**
- Sometimes you want to be heard on conference calls but not seen. **Add a camera shutter option to further protect privacy.**

SafeScreen & Camera Shutter



*SafeScreen available June 2019 on 7000 Notebooks.
Camera shutter available on 5000, 7000 Notebooks.*

Dell-first intelligent wireless for better connectivity

- Distance calibration automatically chooses the **best wireless access point behind-the-scenes** in 5GHz Wi-Fi networks.
- Broaden your range of access in crowded work spaces while **maintaining speeds and reducing connectivity drops**.
- **40% throughput enhancement** compared to passive antenna means better video conferencing and faster file transfer.

On 7490, 7300, 7400 Aluminum notebooks, excluding carbon fiber

ExpressConnect





Increased run time = productivity

- Higher density batteries provide **longer run time, up to 26 hrs on 7400 2-in-1, 21+ hrs on 5000.**
- Latitude holds **4 of the top 5 [Mobile Mark battery ranks.](#)**
- Express Charge™ allows you to **charge 80% in 1 hour. Standard across new 2019 products.**
- Combine accessories. Add a Dell Notebook Power Bank or [Dell Hybrid Adapter](#) to **extend run time plus charge your phone while on-the-go.**
- **Dynamic Power Mode** adjusts power in real-time using thermal monitors to measure ambient computer temperature. It allows lower wattage systems* to help **tackle your most challenging tasks without compromising battery life.**

Plug in less with our innovative screen

- Screen power consumption is a large reason for battery drain.
- **Our first-to-market Super Low Power panel** is engineered to save battery life by **up to 18%, giving you 2- 3 more hours.**
- It's **50% more efficient** than standard FHD panels **without compromising resolution, color, or brightness.**

*On 7400 2-in-1, 7300 & 7400 FHD non touch notebooks,
5300 FHD Non touch, 7490*

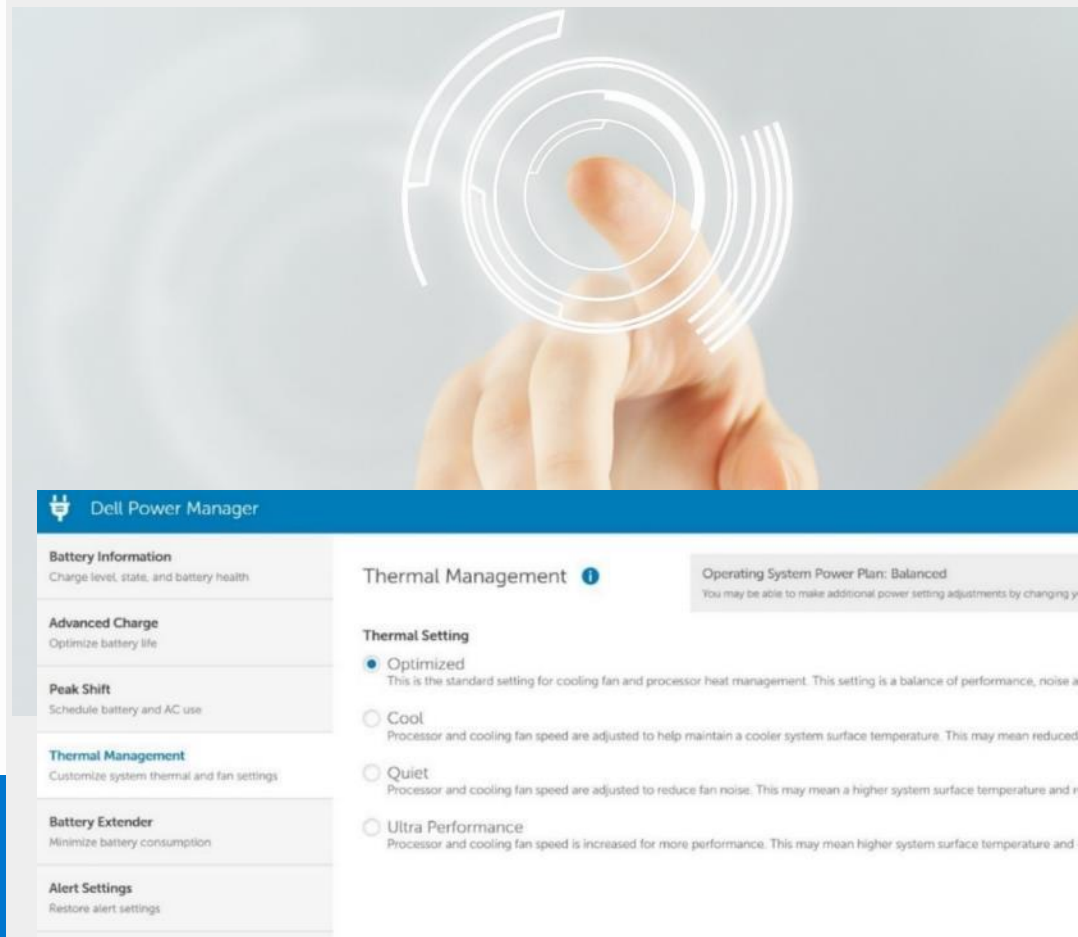
Super Low Power (SLP)



Strike the right balance between performance and run time

- **Dell's unique solution** helps manage both processing and thermal output.
- **Easily choose** between 4 presets: Optimized, Cool, Quiet, Ultra Performance. If working in a shared space, you might choose quiet, versus if you're multitasking or using graphics intense programs at home, select Ultra Performance.
- Adaptable settings will recognize your patterns and adjust.
- IT can manage or hide settings.

Dell Power Manager



Total ecosystem solutions



39%
of the global workforce
uses multiple devices
while traveling for work.

SOURCE: Dell Global Future Workforce Study,
2016



Faster User Experiences

- Express features
- Innovative sign-on
- Collaboration made easy
- Faster connectivity



Smarter Design

- Premium materials
- Smaller and lighter
- Narrow border screens
- Sustainable, reliable



Intelligent Management

- Simplified deployment
- World's most secure*
- Remote management tools
- ProSupport (Plus) + ProAssist

New Dell Docking 2019

WD19 / WD19TB / WD19DC



Intelligent, future-ready design on the industry's most powerful family of docks

- * Up to 210W of power delivery
- * Future-ready design
- * The most manageable dock in the industry
- * Better service and support



Intelligent management

Intelligent management capabilities make it easier to deploy and manage the docks in your environment.

- Streamline the deployment and management of all of the docks in the family with a single firmware
- Business class management features like:
 - PXE Boot
 - Wake-On-LAN
 - MAC address pass-through
- Docks are now available with 3 Year Advanced Exchange Warranty with option to upgrade up to 4 and 5 years

Easy to deploy and manage



Fastest charging

Experience uninterrupted productivity with Dell's fastest charging family of docks ever!

- Unmatched power delivery of up to 210W to Dell devices with ExpressCharge technology that enables users to:
 - 80% charge in 1 hour*
 - Go from 0% up to 35% in as little as 20 minutes with ExpressCharge Boost with select Latitude notebooks**



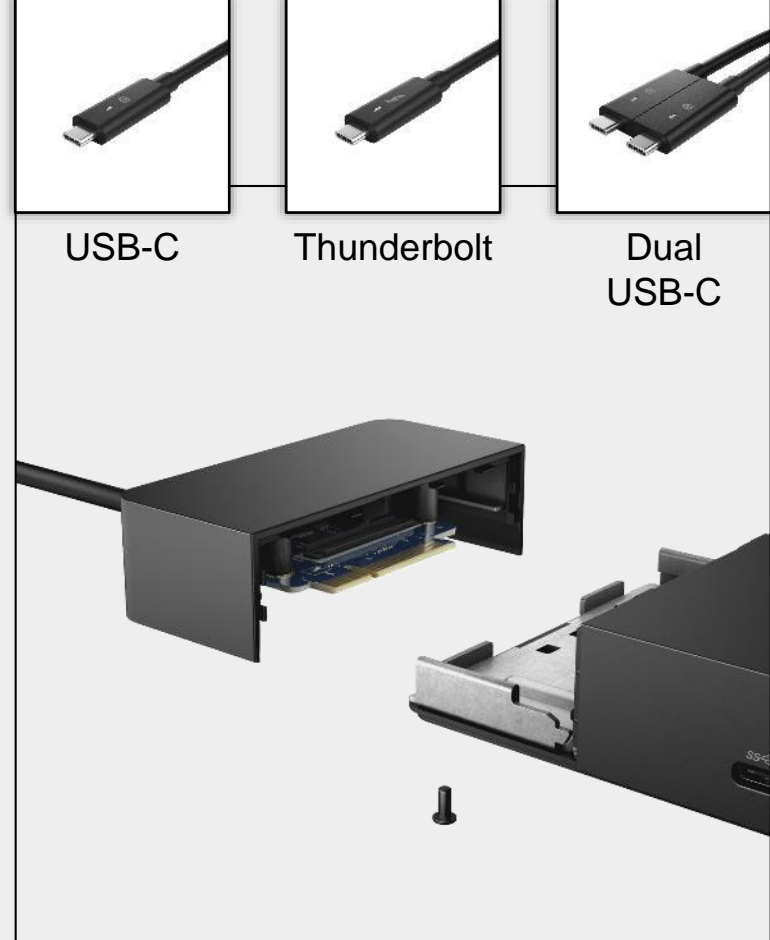
Easy to charge

Future-ready design

Dell's newest commercial docks feature a modular design that allows for easy field replacement of connectivity and power.

- Upgrade your connectivity
 - USB-C to Thunderbolt 3
 - USB-C to Dual USB-C
 - Thunderbolt to Dual USB-C
- Better total cost of ownership vs. entire dock replacement
- Reduce waste

Easy to upgrade



Port overview



1. USB-C (3.1 Gen 2)
2. USB-A (3.1 Gen 1)
3. Global Headset Jack
4. T-Bar Lock Slot & Wedge Shaped Lock Slot (On side)

5. Speaker Out
6. DisplayPort 1.4
7. DisplayPort 1.4
8. HDMI 2.0
9. USB-C Multi-Function DisplayPort (MFDP)

10. USB-A (3.1 Gen 1) x 2
11. Gigabit Ethernet (RJ-45)
12. Power-In (7.4mm Barrel)
13. USB-C Thunderbolt3 (Only available on WD19TB configurations)

OPTIPLEX

Three series. One Family.



7000 Series

Premium and specialty desktops with ultimate expandability, featuring Intel® vPro™ and 4K Ultra HD options

5000 Series

Full performance business desktops with flexible configurations and advanced security and manageability

3000 Series

Essential business desktops with best-in-class security and manageability

Vivid, detailed views

Premium All-in-One displays enhance your workflow



OptiPlex 5260 All-in-One
OptiPlex 5270 All-in-One*

OptiPlex 7760 All-in-One
OptiPlex 7770 All-in-One*



OptiPlex 7460 All-in-One
OptiPlex 7470 All-in-One*

4K Ultra HD

See each detail of **every pixel** with no need to zoom and edit images with **pinpoint accuracy**

4K Ultra HD with HDR and **High-Gamut sRGB** support delivers **ultimate color consistency** right out of the box

Available for 7760 and 7770 All-in-One

Full HD IPS touch display

Experience **color brilliance** from almost every angle

Achieve optimal clarity in **bright-light settings** with the panel up to 350-nit and **glare-free matte touch**

Available for 5260, 5270, 7460, 7470, 7760 and 7770 All-in-Ones

Ultra-smart and compact

OptiPlex Micro delivers full performance and versatility

Redefine workforce productivity with the fastest growing commercial desktop form factor, as OptiPlex Micro leads the charge

81% of workers use a desktop as their primary computing device*

66% of ITDMs agree that adopting PCs like the OptiPlex Micro improve overall employee experience*

7+ Custom mounts let you deploy your Micro just about anywhere – with the most mount offerings for Micro Form Factor¹



OptiPlex Micro

“DESKTOP” DOESN'T DEFINE IT



Mitä seuraavaksi?

Näkymätön pc?



REALIZE YOUR DIGITAL FUTURE

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