



Unified Workspace

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 Dell Technologies

User Experience is becoming a Differentiator ...

61%

Freezes, bugs and glitches negatively affect my **motivation** and **engagement**

84%

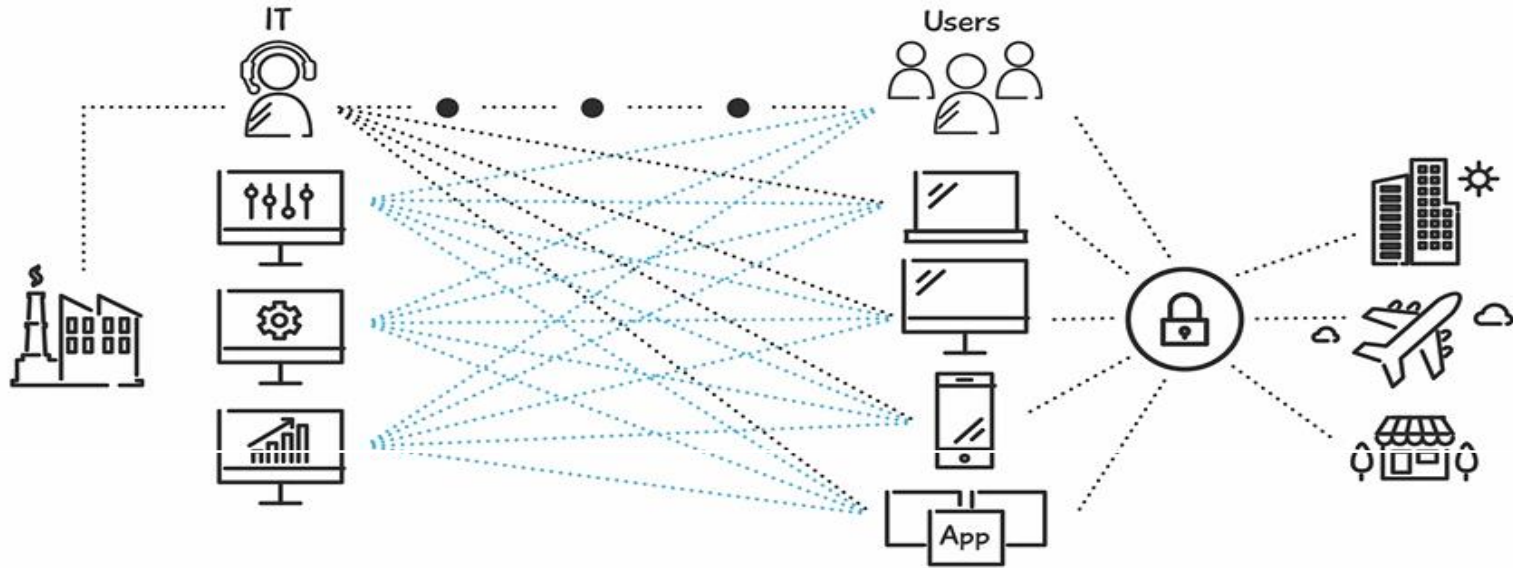
Improving employee **productivity** is a critical or high priority

77%

Improving employee **experience** is a critical or high priority



Balancing workforce transformation complexity



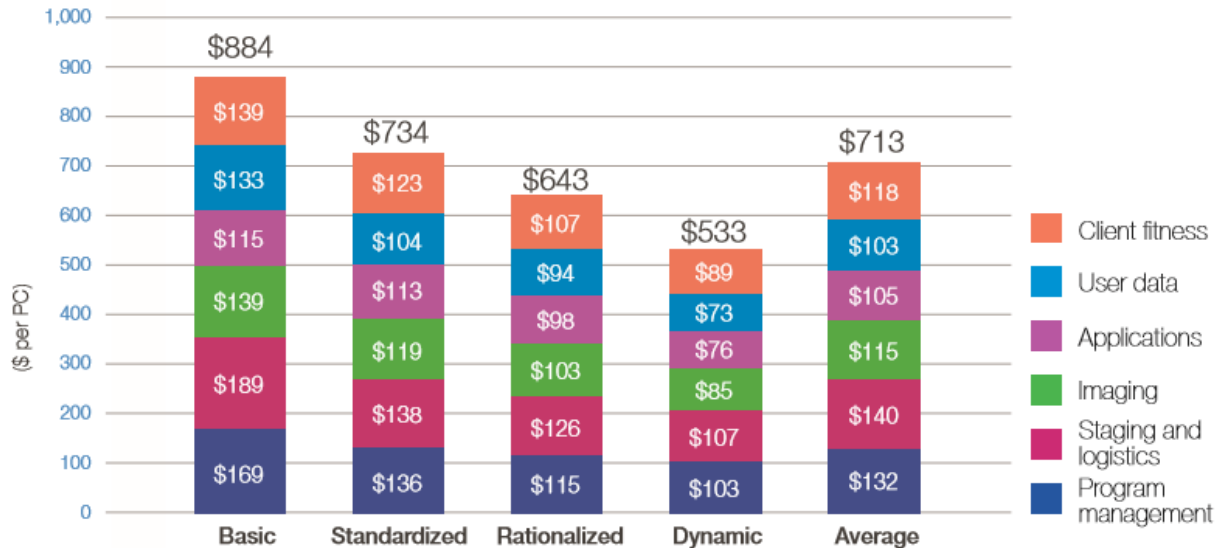
Nearly 7 full workdays to deploy 1000 devices

53% of IT leaders are struggling to keep up with the increasing diversity of devices

ITDMs spend **up to 25%** of their time **monitoring and troubleshooting**

Efficiencies of modern management and deployment

IT staff cost to deploy per PC by organizational-level optimization achieved (\$ per PC)



Source: IDC, 2017

Note: All costs per device per year. Deployment costs accrued assuming a 3 year refresh cycle.

40%

Lower cost per PC deployed with optimized deployment activities*

Dell Technologies Unified Workspace



DEPLOY

**Award-winning
Devices**

Secureworks[®]

SECURE

**Trusted
Security**

vmware[®]
Workspace™ ONE™

MANAGE

**Modern
Management**



SUPPORT

**Services &
Support**

Industry's most comprehensive solution to **deploy, secure, manage, support** virtually all devices from the cloud

VMware Workspace ONE

Empowers the Digital Workspace Your Business Needs

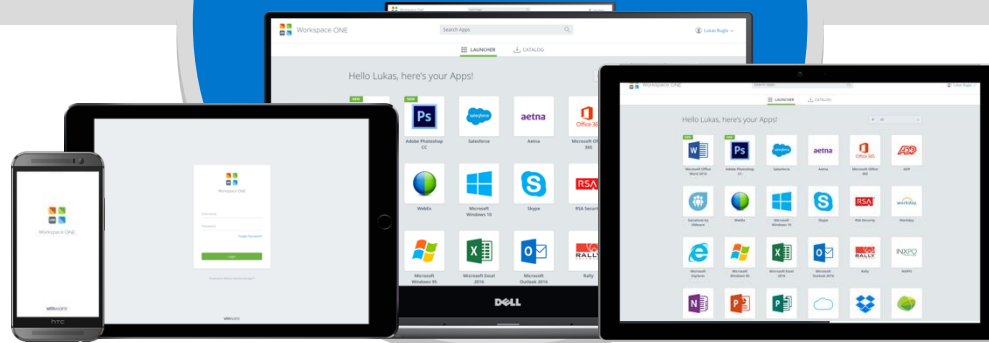
Gate 2 @ 14.30

CONSUMER
SIMPLE

vmware
Workspace ONE™

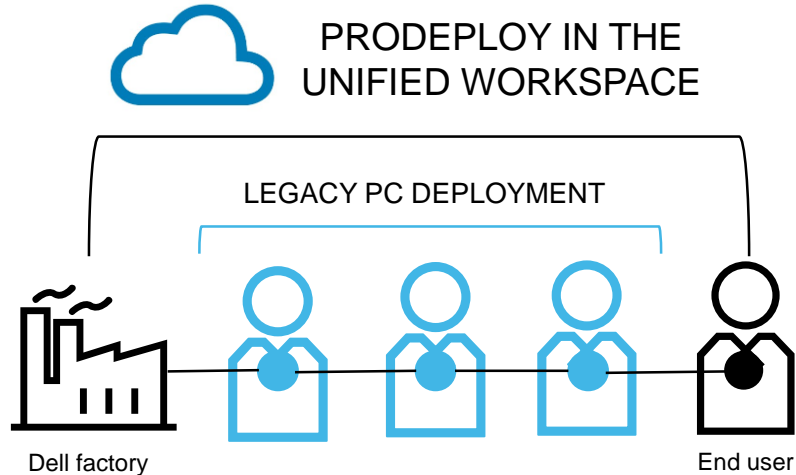
ENTERPRISE
SECURE

You can't transform
business without a great
user experience



You don't need to
compromise security
to get there

Modern Deployment



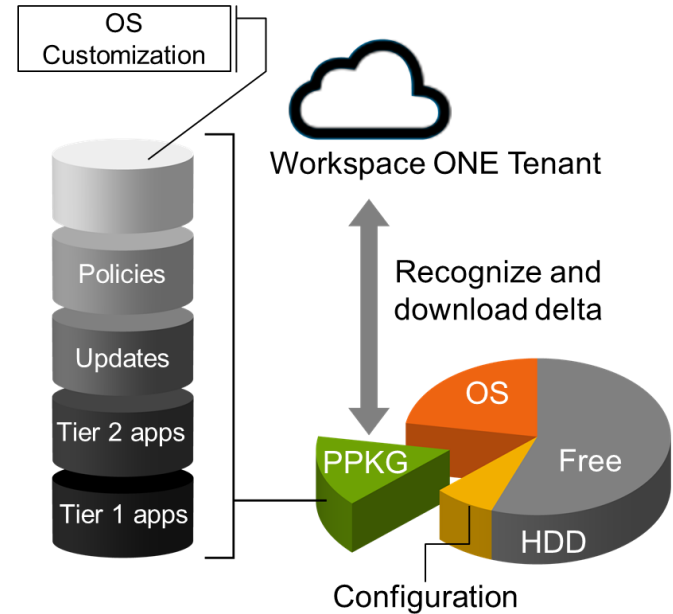
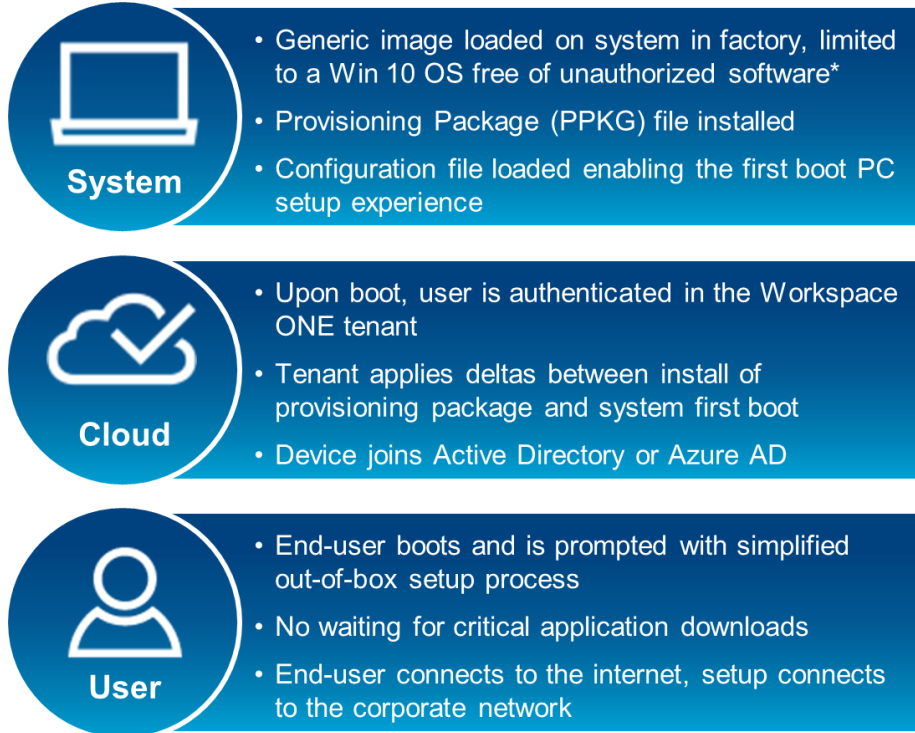
Provisioning systems with Dell

ProDeploy in the Unified Workspace allows organizations to ship devices preconfigured with company apps and settings directly from the Dell factory to end users, whether it be to the home or office.

- Only Dell offers factory provisioning of VMware Workspace ONE
- End users receive imaged systems for day one productivity
- No more need for manual configuration of PCs nor custom WIN10 image creation, validation and management



The Power of Provisioning



*Depending upon the type of license provided in the unattend.xml file and policy configuration, unauthorized non-business applications may be automatically pushed from the cloud on first boot. These applications may appear as Start Menu tiles and could include such packages as Candy Crush, Solitaire, Bubble Witch, etc.

Mobile



iOS

Best-in-class iOS support with DEP, VPP and Apple School Manager



Android

The deepest Android Enterprise and Samsung Knox support

Desktop



Windows 10

Not just Win10 MDM, but complete PCLM across policy, patch, security and software distribution



macOS

Modernize management for macOS High Sierra support with MDM + Apple DEP



Chrome OS

Unique Chrome OS device management, in partnership with Google

Things

Non-Traditional Endpoints

Simplified management across rugged, wearables, sleds, kiosks and IoT

Unified management for a heterogeneous environment



Scalable, cloud-first, multi-tenant architecture



Localized in 17+ languages with 24/7 global support

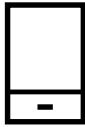


Integrated Workspace ONE identity-defined app catalog



EMM/UEM leader with largest market share

VMware Workspace ONE key elements



UNIFIED
ENDPOINT
MANAGEMENT



COMMON
IDENTITY
FRAMEWORK



APPLICATION
AND DESKTOP
VIRTUALIZATION

Dell Technologies Unified Workspace



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Secure: Hardware, access and data security

Trusted Devices

Security begins with the endpoint and creates a foundation for protecting your environment, knowing the device is trusted.



- SafeID
- SafeBIOS
- SafeScreen (2H)

Trusted Data

Protect your business and keep your competitive advantage yours with cutting edge threat protection.



- SafeGuard & Response
- SafeData

Trusted Access

Securely access your work from any device anywhere.



- VMware Workspace ONE

Built-in security

Most secure commercial devices

Comprehensive ecosystem protection

Integrated solutions with **security leaders**

Smart collaboration

Trusted Data with SafeGuard and Response powered by Secureworks

Respond

Detect

Prevent

Next Gen AntiVirus (NGAV)

- Stops unknowns
- AI/ machine learning
- Efficient processing

Endpoint Detection & Response (EDR)

- Stops non-malware
- Requires significant security personnel (EDR)

Managed EDR

- Managed EDR gives customers actionable insight

Incident Response

- Highly skilled security personnel to hunt, detect and remediate threats
- Augments existing security staff – flex model

Trusted Access with VMware Workspace ONE



Validate:

Validates the state of the end user, device, apps and network to determine appropriate corporate access level



Monitor:

Continuously access risk, trust and other conditional details to provide real-time compliance state



Prevent:

Require multi-factor authentication, remove data with enterprise wipe or block access when high-risk usage is detected

Data protection after authentication

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Faster resolutions with ProSupport Plus with SupportAssist

Up to
92%
less time
to resolution

**Significantly
reduce time**
to resolve a
hard drive
failure*

**11x faster than the
competition**

Up to
68%
Fewer steps
in the support
process

Transform your business with **DELL** Technologies

Dell Technologies Unified Workspace modular offering

Unified Workspace

DEPLOY

ProDeploy in the Unified Workspace
Low-touch provisioning done in the factory

vmware
Workspace™ ONE™

SECURE

Endpoint Security in the Unified Workspace
Trusted Devices, Trusted Access, Trusted Data

Secureworks **vmware**
Workspace™ ONE™

MANAGE

Unified Endpoint Management
manage all endpoints from one console

vmware
Workspace™ ONE™

SUPPORT

ProSupport Plus
only predictive and proactive support

All sold as a Service (aaS)

DELLTechnologies