

# Dell & Windows 11

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Presenter

# Agenda

- Windows 11 Pro
- Security
- IT management
- Productivity & AI
- Dell & Windows 11

# Balancing priorities

How do you maximize efficiency and prepare for the future while protecting your business against cyberthreats—and what are the hidden costs of outdated devices?

43%

of ITDMs/BDMs rank security as their 1st top priority.<sup>1</sup>  
Security is the top IT priority.

60%

of surveyed organizations have employees that work from home at least some of the time.<sup>2</sup>  
Flexible workstyles are here to stay.

86%

of ITDMS/BDMs agree modern hardware would help protect against future threats.<sup>2</sup>  
Older devices may put you at risk.

>70%

of business leaders say device quality needs to improve to support hybrid work more successfully.<sup>3</sup>  
Modern devices power today's workplace.

1. Windows 11 Survey Report. Techaisle, December 2022. 2. Security Signals Boost SDM Research Learnings. Microsoft, September 2021. [LINK](#)

3. Understanding the Role of Modernized PCs in Hybrid Work Environment Optimization. A Forrester Consulting Thought Leadership Paper Commissioned by Microsoft, July 2021. [LINK](#)

# Rising importance of AI in the workplace

The pace of modern work demands a new approach

## Key pain points

People spend more than half their day (57%) communicating in meetings, email and chat, and just 43% creating. Since 2020, the amount of time people spend in meetings has tripled.

### Distraction

**68%** of people say they don't have enough uninterrupted focus time in the day

### Brain-drain

**64%** of employees face challenges managing work tasks due to lack of energy and time. These people are 3.5X more likely to struggle with innovation and strategic thinking.

## Top priorities

Employees welcome ways to simplify their workday and make a bigger impact.

### Simplify

**80%** of employees would like AI to summarize their meetings and action items and plan their day.

### Discover

**86%** of employees welcome AI to help them find the right answers and information.

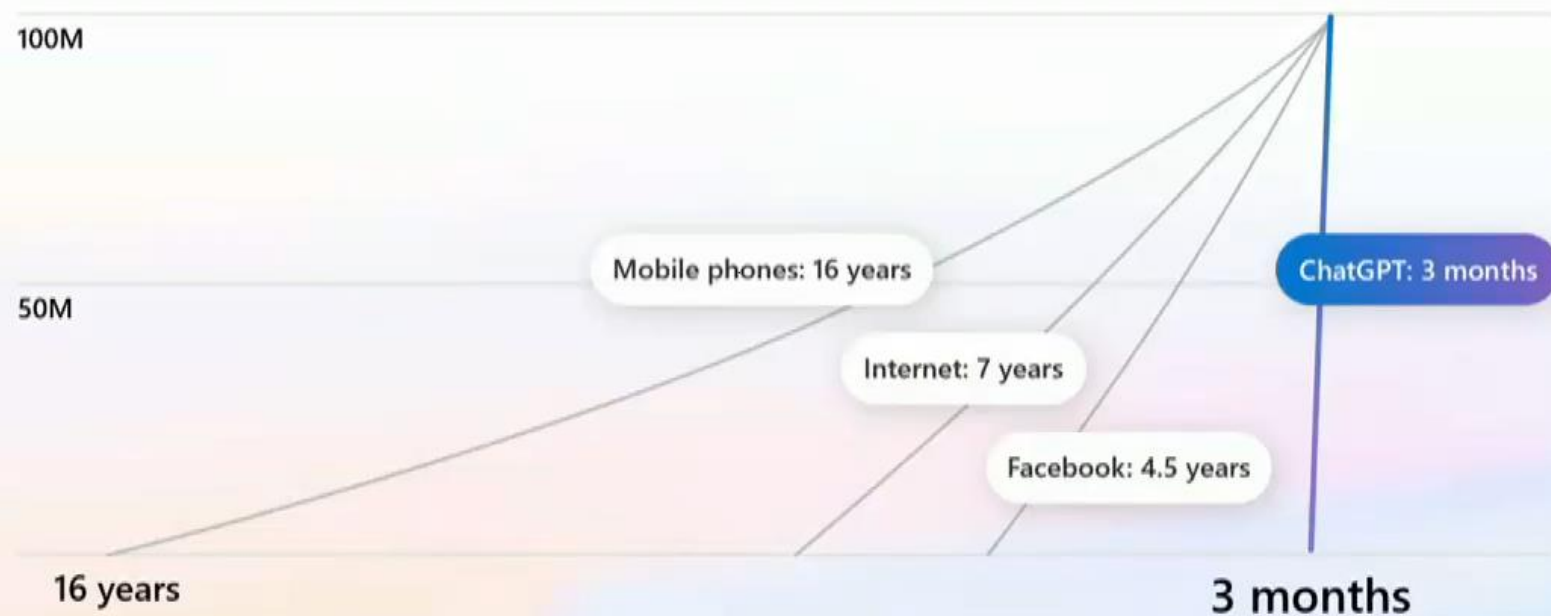
### Create

**73%** would be comfortable using AI for creative work.

# GenAI is here

## Generative AI technology is **here**

Time to reach 100M users



Source: Microsoft Research

# Windows 11 Pro

Most secure Windows ever. AI-enhanced and easy to use. Accelerated ROI.



## Most secure Windows ever

Enable employees to work securely in any location



## Efficient, cost-effective IT

Save time and money with a reported 25% faster deployment.<sup>1</sup>



## Easy, compatible, and productive

Windows 11 Pro is designed for simplicity, with 99.7% app compatibility.<sup>2</sup> Now with Copilot\* in Windows with Bing Chat Enterprise<sup>3</sup>



## Fast performance. Ultra-reliable.

Windows 11 Pro devices can accelerate workflows and collaboration 50% on average.<sup>4</sup>

# 250%

ROI over three years and payback within 6 months due to factors like tighter security, faster deployment, and fewer help desk tickets.<sup>1</sup>

1. Commissioned study delivered by Forrester Consulting "The Total Economic Impact™ of Windows 11 Pro Devices", December 2022. Note, quantified benefits reflect results over three years combined into a single composite organization that generates \$1 billion in annual revenue, has 2,000 employees, refreshes hardware on a four-year cycle, and migrates the entirety of its workforce to Windows 11 devices. 2. Data from the App Assure program., 3. Timing of feature delivery varies by device. Feature availability may vary by market. Requires Microsoft 365 Business Standard or higher or Microsoft Entra ID (Azure Active Directory) and a standalone license for Bing Chat Enterprise. 4. Compared to Windows 10 devices. Improve your day-to-day experience with Windows 11 Pro laptops, Principled Technologies, February 2023.

# Windows 11 Pro | Reported results by the numbers

20%



reduced risk of a  
successful security attack

20%



increased productivity  
for security and IT teams

80%



reduced number of  
incoming help desk tickets

25%



reduced time for  
deployment of devices

15%



increase in end-user  
productivity

4%



reduction in legacy  
technology support costs

\* Source: Commissioned study delivered by Forrester Consulting "The Total Economic Impact™ of Windows 11 Pro Devices", December 2022. Note, quantified benefits reflect results over three years combined into a single composite organization that generates \$1 billion in annual revenue, has 2,000 employees, refreshes hardware on a four-year cycle, and migrates the entirety of its workforce to Windows 11 devices.

# Security for business anywhere

Protect your valuable business information anywhere with layers of protection enabled out-of-the-box for a reported 3.1x reduction in firmware attacks, and 2.8x fewer instances of identity theft<sup>1</sup>.



Proactive **out-of-the-box security** including TPM 2.0



Stay ahead of evolving threats with **enhanced phishing protection** with Microsoft Defender SmartScreen



**Mission-critical app protection** with Win32 apps in isolation (in preview)<sup>2</sup>



End-to-end protection based on Windows 11 **improved productivity for security and IT teams** by a reported 20%.<sup>3</sup>

# 58%

Reported drop in security incidents with Windows 11 Pro devices<sup>1</sup>

# 20%

Reported increase in productivity for security and IT teams.<sup>1</sup>

1. Windows 11 Survey Report. Techaisle, February 2022. Windows 11 results are in comparison with Windows 10 devices. 2. Developer enablement required. 3. Commissioned study delivered by Forrester Consulting "The Total Economic Impact™ of Windows 11 Pro Devices", December 2022. Note, quantified benefits reflect results over three years combined into a single composite organization that generates \$1 billion in annual revenue, has 2,000 employees, refreshes hardware on a four-year cycle, and migrates the entirety of its workforce to Windows 11 devices.





# Most secure Windows ever

## Reduce attacks

Powerful hardware-based security built-in and enabled by default for a reported 3.1x reduction in firmware attacks.<sup>1</sup>

TPM 2.0

VBS and HVCI

Microsoft Pluton

Secured-core PC

## Stay ahead of evolving threats

Dive into work anywhere while layers of security protect against threats—including a reported 2.8X fewer instances of identity theft.<sup>1</sup>

Enhanced phishing protection with Microsoft Defender SmartScreen

Lock on leave/presence sensing with Windows Hello<sup>3</sup>

Windows Hello for Business passwordless

Token protection for sign-in sessions +

Windows Update for Business

## Mission-critical app protection

Keep your employees secure and productive from browser and Office apps to line-of-business software.

Win32 apps run in isolation +

Windows Defender Application Control with modern device management

## End-to-end protection, simplified

A streamlined, chip-to-cloud security solution based on Windows 11 improved productivity for IT and security teams by a reported 25%.<sup>2</sup>

Config refresh +

Microsoft Intune endpoint privilege management (EPM) +

Windows Firewall

Windows Local Administrator Password Solution (LAPS) with Microsoft Entra (Azure AD). +

MAM for Windows +

Microsoft Vulnerable driver block list +

+ New or enhanced since Windows 11 22H2 Update

1. Windows 11 Survey Report. Techaisle, February 2022. Windows 11 results are in comparison with Windows 10 devices.  
2. Compared to Windows 10 devices. Improve your day-to-day experience with Windows 11 Pro laptops, Principled Technologies, February 2023.

# Easy to manage, future ready

Windows 11 Pro devices can accelerate workflows and collaboration 50%<sup>1</sup>, with experiences that elevate the potential of everyone on your team.



Increase satisfaction, **reduce helpdesk calls**



Save time and money with **faster deployments and automated updates**



Business applications work as expected with **99.7% app compatibility<sup>2</sup>** backed by App Assure, and you can use existing printers and hardware



Accelerate device provisioning anywhere with **zero-touch deployment using Autopilot<sup>3</sup>**

99.7%

app compatibility<sup>2</sup>

~25%

faster deployment  
reported with US\$58  
saved per device<sup>4</sup>

1. Compared to Windows 10 devices. "Improve your day-to-day experience with Windows 11 Pro laptops," Principled Technologies, February 2023. [LINK](#) 2. App Assure program data. 3. Azure Active Directory and Microsoft Intune required. Sold separately. 4. Commissioned study delivered by Forrester Consulting, "The Total Economic Impact™ of Windows 11 Pro Devices", December 2022. Note, quantified benefits reflect results over three years combined into a single composite organization that generates \$1 billion in annual revenue, has 2,000 employees, refreshes hardware on a four-year cycle, and migrates the entirety of its workforce to Windows 11 devices.



# Efficient, cost-effective IT

## Employee satisfaction

Enable employees to do great work from anywhere, then watch satisfaction rise and helpdesk calls drop 80%,<sup>1</sup> according to surveyed businesses.

## Zero touch deployment. Zero headaches.

Save time and money with a reported 25% faster deployment resulting in US\$58 time-savings per device.<sup>1</sup> Automate updates for seamless delivery anywhere with 40% smaller download size.<sup>2</sup>

## IT that scales from local to global

Windows 11 Pro works with on-premises and cloud-based management solutions. For an easy path to cloud management, combine Windows 11 Pro with Microsoft 365 Business Premium.

## Apps work. Carry on.

Windows 11 Pro is designed for simplicity, with 99.7% app compatibility<sup>3</sup> that makes it easy to deliver a productivity upgrade. Windows 11 supports the broadest app, peripheral and device ecosystem.

Accessories including displays, printers, keyboards, and specialized devices work out-of-the-box

Improved power management for OS stability and energy efficiency

Quick access to devices settings, including Bluetooth, VPN, and Wi-Fi connection status visible on taskbar, and fast reliable connectivity

Windows Update for Business with Express Update

Built-in enrollment and management clients for MDM, Azure Active Directory, and more

Windows Insider Program for Business

Windows Autopilot<sup>4</sup>

Config refresh

Windows Hello for Business Passwordless

Token protection for sign-in sessions

Microsoft Intune Endpoint Privilege Management

Windows Local Administrator Password Solution (LAPS) with Microsoft Entra (Azure AD)

MAM for Windows

Built-in enterprise enrollment and management clients

Windows Autopilot

Windows Update for Business

App Assure program

Test Base for Microsoft 365<sup>4</sup>

Unmatched compatibility with business applications and hardware


Fast, responsive app performance combined with default protection enabled


New or enhanced since Windows 11 2022 Update


1.Windows 11 Survey Report. Techaisle, February 2022. Windows 11 results are in comparison with Windows 10 devices. 2. [How Microsoft reduced Windows 11 update size by 40%](#). 3.Compared to Windows 10 devices. Improve your day-to-day experience with Windows 11 Pro laptops, Principled Technologies, February 2023. 4. Requires Azure Active Directory (Entra ID); Sold separately.


# Redefine productivity

Get ahead of the competition and respond faster to business demands by empowering employees with AI-powered multitasking and videoconferencing plus the performance to speed demanding workloads to completion 42% faster on average.<sup>1</sup>

 **Smart search across web, apps, and files** from the taskbar delivers fast, relevant results and dynamically updated search highlights.

 **Achieve more with less effort** using Copilot\* in Windows with Bing Chat Enterprise. Your AI assistant at work does the heavy-lifting so you can do the extraordinary.

 Smarter videoconferencing **including intelligent noise canceling, and background blur**, with optional AI enhancements including **natural eye contact** with Windows Studio Effects<sup>2</sup>

 For customers with Microsoft Entra ID (formerly Azure Active Directory), **AI-powered recommendations** in File Explorer and Start suggests the most relevant files based on your usage.

 Organize open apps in pre-configured **snap layouts with click or touch**

# 15%

reported increase in end-user productivity<sup>3</sup>

# 20%

reported increase in security and IT team productivity<sup>3</sup>

1. Compared to Windows 10 devices. "Improve your day-to-day experience with Windows 11 Pro laptops," Principled Technologies, February 2023. [LINK](#) 2. AI neural processing unit (NPU) camera effects. Hardware dependent. Experience may vary based on application. An NPU is a specialized processor designed to optimize AI capabilities. NPU will be available on select devices; check device specifications or ask your OEM for information. 3. Commissioned study delivered by Forrester Consulting, "The Total Economic Impact™ of Windows 11 Pro Devices", December 2022. Note, quantified benefits reflect results over three years combined into a single composite organization that generates \$1 billion in annual revenue, has 2,000 employees, refreshes hardware on a four-year cycle, and migrates the entirety of its workforce to Windows 11 devices.

# Intelligence at work in Windows 11 Pro

Save time, engage, and innovate.  
Rethink the workplace with AI in Windows 11 Pro.

70%

of employees say they would use AI to lighten workload<sup>1</sup>



## **NEW! Copilot\* in Windows with Bing Chat Enterprise**

Achieve more with less effort using Copilot in Windows with Bing Chat Enterprise. Copilot in Windows in Windows 11 Pro does the heavy-lifting so you can do the extraordinary.



## **NEW! AI powered recommendations**

For customers with Microsoft Entra ID (formerly Azure Active Directory), AI-powered recommendations in File Explorer and Start suggest the most relevant files based on your usage.



## **Proactive, intelligent protection**

Proactive, intelligent safeguards against evolving threats include enhanced phishing protection with Microsoft Defender Smartscreen.



## **Effortless meetings**

Have more engaging, efficient meetings with Windows Studio Effects. You can eliminate distracting sights and sounds. Stay in focus with automatic framing and maintain eye contact even if you're reading from notes.



## **Accessibility for all, impact for more**

Navigate and type with your voice with Windows 11. Voice access with natural voice interaction also works with favorite Microsoft apps across Windows 11, including Word and File Explorer.

1. [Will AI fix work](#), Work Trends Index Annual Report, May 2023

# What is Microsoft Copilot

Your AI assistant at work

Microsoft Copilot is a new user interface that combines natural language with Microsoft AI models. Copilot will be available across the Microsoft portfolio for a seamless, consistent experience and new era in personal computing.

Copilot is a consistent experience across all your devices available in applications as a side pane and as an icon on your Windows taskbar. Copilot reveals itself as needed with simply a right click, a conversation, or a hello. Copilot is unique in that it understands the web, your business data and your local context informed by your preferences and permissions.

Using their own words, people can ask Copilot to perform tasks, find information, and create without needing to open multiple applications.

In paid commercial offerings, Copilot in Windows works across your corporate data while keeping information and data sources private and protected.



# Microsoft Copilot Video



# Copilot in Windows with Bing Chat Enterprise

Supercharge efficiency shielded by commercial data protection and privacy

Achieve more with less time and effort using Copilot in Windows with Bing Chat Enterprise. Your **AI assistant at work** does the heavy-lifting so you can do the extraordinary. With Copilot in Windows 11 Pro, you can get better answers, sharpen skills, find fresh solutions, and create in new ways.

**AI at your service.** Get more done with fewer clicks. Copilot in Windows with Bing Chat Enterprise delivers AI at work and brings intelligent tools together in your desktop. Copilot in Windows is designed to work seamlessly with other Copilots including Microsoft 365 Copilot.

**Hyperfocus on priorities.** Stay organized and in the flow with one place to get relevant answers to complex questions, tailor settings for your workstyle, set up focus sessions, and refine and clarify your content.

**Innovate faster and easier.** You'll be done before you know it. Fuel creativity and problem-solving by sharpening your skills, effortlessly kickstarting writing projects, delivering relevant insights, summarizing information, and turning your words into art.

**Stay protected and confident.** Increase insights and efficiency while keeping business and personal data protected. Your content and search data will not be saved, used to train AI models, or viewed.





# Bing Chat Enterprise

## Business data is protected



User and business data is protected and will not leak outside the organization.

## Chat data is not saved



Chat data is not saved, and no one at Microsoft can view customer data.

## Data is not used to train the model



Chat data is not used to train the Large Language Models used by AI.

# Copilot in Windows features

Just ask. Your AI assistant in Windows can help you discover fresh insights, explore new skills, create with ease, and save valuable time.

## Research, learn, and analyze

### Become an info wizard.

Ask Copilot complex questions and get relevant answers summarized from multiple sources with linked citations. Get a synopsis of almost any topic, create an analysis, sharpen or learn new skills, and save time chasing information.

## Jumpstart writing

### Goodbye writer's block.

Copilot can quickly summarize or edit complicated content and deliver fresh ideas to inspire your writing. Customize results by conversation style, length, tone, and format including paragraph, email, blog post, and ideas.

## Tailor settings for you

### Make your workday easier and more enjoyable.

Ask Copilot to start focus sessions, personalize settings, and manage accessibility features. You can also ask to connect accessories like displays and headphones.

## Design with words

### Bring your artistic vision to life.

Describe the image you want, and your digital assistant will turn your text to art.

## Amplify accessibility

### AI is for everyone.

You can work with your AI assistant using your voice. In addition to finding relevant answers and elevating your creativity and problem-solving skills, you can also ask Copilot to enable and personalize your PC's accessibility features.

## Cast your screen

### See it on the big screen.

Make presentations and watching video easy. Ask Copilot to cast to a TV, mirror your screen, or project your screen to another PC.

# Copilot in Windows with Bing Chat Enterprise

## For every size business

Employees want AI-powered chat but companies have data security and privacy concerns



92% of technical professionals and business decision makers say they have used or tried an AI tool or service



Employees using AI-powered chat through public web services are putting corporate data at risk



61% of employees embrace generative AI, but lack trusted data and security skills

### Important considerations for your data protection and privacy

Windows 11 Pro comes with Copilot in Windows with Bing Chat, which works with a Microsoft Account. Upgrade to Bing Chat Enterprise for commercial data protection and privacy.

With Bing Chat Enterprise, your searches and content stay inside your organization and will not be used to train the AI model. Recommended options:

- Available at no cost with Microsoft 365 Business Standard or higher, sold separately.
- If you're using Microsoft Entra ID (Azure Active Directory), standalone Bing Chat Enterprise licensing is available in future, sold separately.

# Easy, compatible, productive and AI-enhanced

## Blaze through the to-do

Blaze through your to-do list with AI-powered multitasking, features to get organized in a snap, and performance to speed demanding workloads to completion 42% faster (on average).<sup>1</sup>

## Seamless workflows anywhere

You can stay immersed in your work when you can switch seamlessly between locations, connect your phone to your laptop, and get the files and information you need at your fingertips.

## Your workstyle, unlimited

Personalize your set-up including monitors, accessories, applications and settings. You can even use pen and touch. Because great work is personal.

## Smart videoconferencing


Put your best face forward from any location using smarter videoconferencing features like background blur, taskbar controls, and optional AI enhancements in available devices.

## Accessibility for all, impact for more

Go onward with everyone. Windows 11 Pro devices are designed to be accessible, with an inclusive experience to help more people make a bigger impact.




AI powered recommendations  



Copilot in Windows  

Microsoft search 

Snap layouts<sup>2</sup>

Desktops  


Windows Ink <sup>2</sup>   

Microsoft Paint   

Microsoft Snip   

Seamless redocking<sup>3</sup>

Microsoft Phone Link<sup>4</sup> 

Windows 365 Boot<sup>5</sup> 

Fast access to VPN and Bluetooth

Create and collaborate with Microsoft 365

Multiple 4K monitors


Switch between touch, pen, keyboard, or voice<sup>2</sup>



Run any app including Android

Widgets

Windows 365 Boot 


Mute, unmute, and share from taskbar



Smarter videoconferencing including intelligent noise canceling, and background blur 

Optional AI with Windows Studio Effects in available devices<sup>6</sup>  

Systemwide live captions<sup>2</sup> 

Narrator with natural voices<sup>7</sup> 

Voice access to favorite Microsoft apps like Word and File Explorer<sup>2, 7</sup> 

Voice typing  

Focus tools

 AI

 New or enhanced since Windows 11 2022 Update

1. Compared to Windows 10 devices. "Improve your day-to-day experience with Windows 11 Pro laptops," Principled Technologies, February 2023. 2. Hardware dependent. 3. Apps that are no longer open will not automatically be put back into place. Apps that come out of full screen mode when you undock will not be put back into full screen mode upon redocking, but placed back as best as possible. 4. § To experience the full functionality, mobile phones must be running Android™ 7.0 or later. Microsoft Phone Link and PC both need a Wi-Fi connection, or you can give permission for the app to use your mobile data. Phone Link for iOS requires iPhone® with iOS 14 or higher, Windows 11 device, Bluetooth connection and the latest version of the Phone Link app. Not available for iPad® (iPadOS®) or MacOS®. Device compatibility may vary. Regional restrictions may apply. Trademarks are the property of their respective owners. 5. Windows 365 sold separately. 6. AI neural processing unit (NPU) camera effects. Hardware dependent. Experience may vary based on application. An NPU is a specialized processor designed to optimize AI capabilities. NPU will be available on select devices; check device specifications or ask your OEM for information. § Videoconferencing apps and services sold separately. 7. US English only for Narrator.

# Roundup of new and enhanced features

## Copilot in Windows with Bing Chat Enterprise (AI)

Copilot in Windows adds AI to your Windows 11 experience. Achieve more with less effort using Copilot in Windows with Bing Chat Enterprise. Your AI assistant at work does the heavy-lifting so you can do the extraordinary. *Available in select locale. Timing of feature delivery varies by device. Feature availability may vary by market. Requires Microsoft 365 Business Standard or higher or Microsoft Entra ID (Azure Active Directory) and a standalone license for Bing Chat Enterprise.*

## AI powered recommendations (AI)

Windows shows your most relevant content in File Explorer and the Start menu based on your activities. See recommended content to help prepare for meetings, collaborate on projects, and more. *Microsoft Entra ID (formally Azure Active Directory) required.*

## Config refresh (preview)

With config refresh, device settings automatically return to your desired configuration every 90 or 30 minutes. This feature helps prevent settings drift due to misconfiguration, registry edits, or malicious software. *Microsoft Intune required; sold separately*

## MAM for Windows

MAM application configuration and protection capabilities include Microsoft Edge on Windows, enabling people to access organizational content through the Edge browser on devices that are not managed by IT.

## Windows Firewall

Microsoft Intune expands support for endpoint security policy and rules with Windows Firewall. New features include the ability to apply firewall rules when a device joined to Microsoft Entra ID (formally Azure Active Directory) connects with your on-premises domain. *Microsoft Intune required; sold separately*

## Microsoft Search

Search helps you quickly find the right content, files, people, and answers on the Start menu and taskbar. No need to remember an exact file name. Start typing and get faster, more relevant, and consistent results across your files, apps, and Internet, including related news highlights.

## Narrator (AI)

Narrator is enhanced with more natural voices, making it more enjoyable to use. Narrator is now available in multiple languages and can be used with braille displays and multiple screen readers. *(Narrator is available worldwide and supported in these languages: [Appendix A: Supported languages and voices \(microsoft.com\)](#))*

# Roundup of new and enhanced features cont.

## Paint (AI)

Paint in Windows 11 provides easy AI-enhanced tools to create digital art. With Paint cocreator, you can describe the image you want, and Paint generates the image for you. Expand images without losing resolution, use layers, and remove the background with a click. *Timing of feature delivery varies by device. Feature availability may vary by market. Requires Microsoft account sign in.*

## Presence (Hardware dependent)

- Adaptive dimming: To save energy and refocus attention, screen dims if presence sensor detects you are no longer paying attention.
- Presence settings in OOB: Users can choose to enable presence and attention detection for more privacy control. The Settings apps will also clearly indicate when security features like Windows Hello and dynamic lock work with presence sensors.
- OEM support for Presence: OEMs can now offer inbox presence features (including adaptive dimming, wake on approach and lock on leave) on external monitors, and securely extend inbox presence sensing to create new hardware experiences that users can access in settings.

## Snipping tool (AI)

Editing made easy. With the Snipping Tool you can capture an image and edit the embedded text. In other words, change it up with ease.

## Voice access (AI)

For even more flexibility, voice access now enables you to sign in with your voice. You can also use a new AI-powered spelling experience to dictate complex and non-standard words, effortlessly correct text, and write emails, documents, and fill forms with fewer mistakes using correction and spelling commands. *Hardware dependent. English language only.*

## Windows 365 Boot

Windows 365 Boot, enables you to go directly to your Cloud PC when you sign into your Windows 11 device. *Windows 365 sold separately.*

## Windows Hello for Business Passwordless

To protect against credential loss or theft, Windows Hello and Windows Hello for Business enable you to securely sign into your device with your face, fingerprint, or PIN instead of a password. Windows Hello for Business now enables IT admins to enforce passwordless authentication by removing the password sign-in option on devices.

## Windows Ink (AI)

Draw, design and navigate the smart way with AI-enhanced ink to text. If you're a fan of a digital pen, now you can use it almost anywhere in Windows 11, including Office apps, Search, and web searches in Chrome and Microsoft Edge. *In preview. Hardware dependent.*

# Better together solutions with Dell & Windows 11



## Trusted Security

Protect with the industry's most secure commercial PCs<sup>1</sup> and the most secure Windows ever.



## Seamless collaboration, improved productivity

Drive AI-level productivity and faster business outcomes with the world's most intelligent business PCs<sup>2</sup> and Windows 11.



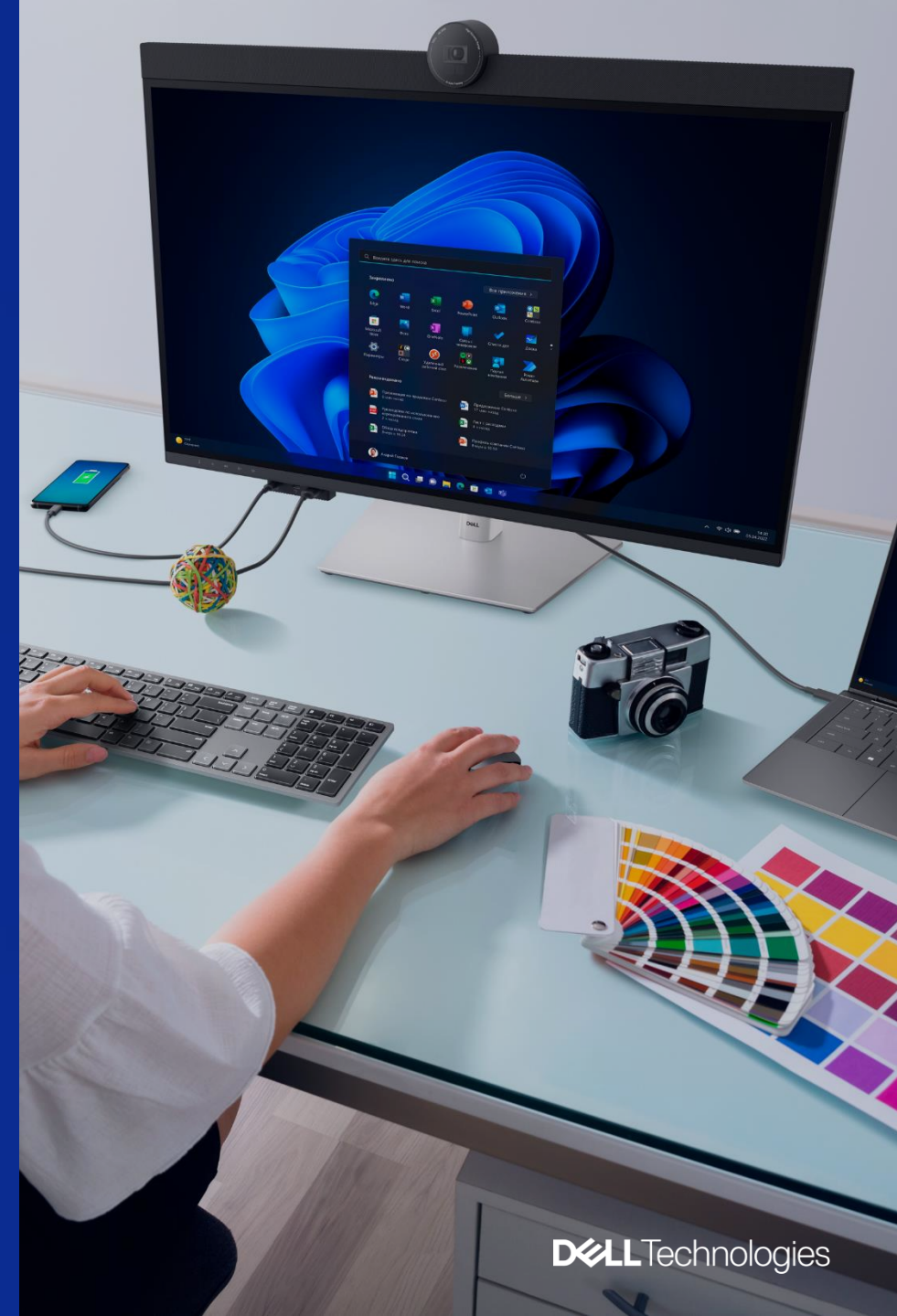
## Fast, zero-touch device management

Enable IT teams to provision and control end-user devices faster and easier.



## Proven industry leaders working together – Dell & Microsoft

Drive the modern workforce outcomes you need with the services and support of two partners working together for over 35 years.





# Windows 11 Pro

Plan your transition now

- Upgrade eligible PCs to Windows 11
- Replace old devices with new for the latest security, performance, and management benefits
- Engage Dell Services to support your transition

Windows 10 end of support is Oct 2025

 More Security, less cost

58%

Reported drop in security incidents<sup>1</sup>  
Enable employees to work securely

 Easy to manage, future ready

99.7%

Application compatibility<sup>2</sup>  
Windows 11 Pro is designed for simplicity.

 Enables exceptional work

up to 46%

Better overall office productivity performance<sup>3</sup>  
Now with Copilot in Windows\*



# Why Upgrade?

# Why Now?

## Windows 11 Pro

Plan your transition now

- Upgrade eligible PCs to Windows 11
- Replace old devices with new for the latest security, performance, and management benefits
- Engage Dell Services to support your transition

Windows 10 end of support is Oct 2025

### Operating systems

Upgrade eligible PCs to Windows 11 and stay current on Windows 10 in a mixed environment.

### Devices

Plan for new Dell Windows 11 devices for the latest security, performance, and management benefits.

### Management

Adopt cloud-based modern device management using Dell Connected Provisioning and by combining Windows 11 Pro with Microsoft 365 Business Premium

### Endpoint security

Implement a security-by-default strategy and use a common security baseline across devices and the cloud.

### Growth path

Upgrade to Windows 11 Enterprise, part of Microsoft 365 Enterprise for advanced security and management including Windows Autopatch.

# Dell & Microsoft are invested in joint innovation

## How our partnership with Microsoft benefits you:

Leverage exclusive solutions co-engineered by Dell & Microsoft for high-impact modernization

Unlocks the right benefits, resources and programs to accelerate your success

Offers a comprehensive suite of products and services that drive business outcomes with Microsoft technologies – from end users to the cloud

Gives you peace of mind, knowing we are committed to advancing sustainability, cultivating inclusion and upholding ethics and privacy in everything we do



7/7 Competencies



Dell is a global Microsoft FastTrack Partner!

Member of  
Microsoft Intelligent Security Association



Over

**35 Years**

in partnership with Microsoft

More than

**47,000**

Microsoft certifications held by Dell technicians



# Thank you



**DELL**Technologies



# Back up

# Older devices may lack key capabilities to be successful in a hybrid work world

Older devices may:

Have limited battery life

Take several minutes to boot

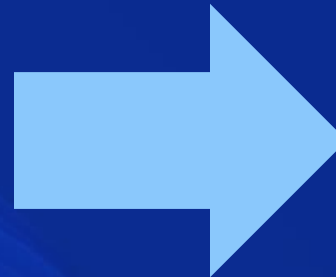
Not meet modern security requirements

Lack high quality mics and camera for meetings

Have Wi-Fi that is too slow for remote & mobile work

Lack flexible, accessible options for device interaction

Have poor display resolutions



Reduced productivity

Collaboration challenges

Higher security risks

Lower employee satisfaction

Higher total cost of ownership (TCO)

# Windows 11 Pro Hardware requirements

- ✓ Processor: 1 gigahertz (GHz) or faster with 2 or more cores on a **compatible 64-bit processor** or System on a Chip (**SoC**).
- ✓ RAM: 4 gigabyte (GB)
- ✓ Storage 64 GB or larger storage device
- ✓ System firmware UEFI, Secure Boot capable. Check [here](#) for information on how your PC might be able to meet this requirement.
- ✓ TPM Version 2.0.
- ✓ Graphics card Compatible with DirectX 12 or later with WDDM 2.0 driver.
- ✓ Display High definition (720p) display that is greater than 9" diagonally, 8 bits per color channel

Some features may require an internet connection and a Microsoft account

To use AI & Copilot powered from the cloud the hardware requirements are the same as those for Windows 11

# Copilot in Windows for business

	Copilot in Windows	Copilot in Windows with Bing Chat Enterprise
<b>Availability</b>	Windows 11 Pro and Windows Home	Windows 11 Pro + Microsoft 365 Business Standard and higher
<b>Generative AI for content creation</b>	✓	✓
<b>Natural language interaction</b>	✓	✓
<b>Search and summarize web content for relevant answers</b>	✓	✓
<b>Optimize Windows settings and experience</b>	✓	✓
<b>Commercial data protection</b>		✓
		Recommended for business organizations

**Bing Chat Enterprise:**

AI-powered chat for work with **commercial data protection**.

User and business data is **protected** and will not leak outside the organization.

Chat data is **not** saved. Microsoft has no eyes-on access, which means **no one** can view your data.

Data is **not** used to train the models.

Bing Chat Enterprise gives access to better answers, greater efficiency, & more creativity.

## Management tips

- Organizations can block/unblock Copilot in Windows (MSA version) using the Copilot in Windows policy and existing tools.
- For information on managing Copilot in Windows with Bing Chat Enterprise see [Microsoft Learn](#)

# Why Partner with Dell

Global end-to-end  
supply chain excellence

Valued leader with  
widest range of  
endpoint configurations

Flexible Finance options  
with APEX PCaaS

Factory Provisioning

Worldwide Support

Extensive security and  
data protection  
solutions

Full Value-add Partner  
Network

Sustainability build into  
all product lifecycles

Dell Trusted Device with  
Optimizer



# Why Dell

## Delight End Users

Best design and intelligent experiences deliver world-class collaboration & productivity to work from everywhere



## Designed for everywhere work



Dell offer's the **world's smallest and lightest** premium commercial laptops<sup>1</sup> for ultimate portability while on the go

**Industry's first haptic collaboration touchpad<sup>2</sup>** to make collaboration a breeze wherever you work

**World's first mini-LED backlit technology** to extend battery life by up to 3 hours<sup>3</sup> on Latitude 9440 2-in-1 and 7000

## Intelligent experience & end-to-end ecosystem



Dell has the **world's most intelligent commercial PCs<sup>4</sup>** with Dell Optimizer. **Only Dell uses built-in AI** to optimize applications and battery life for a personalized experience<sup>4</sup>

Dell is trusted as the **world's #1 monitor company<sup>5</sup>** for 9 years in a row

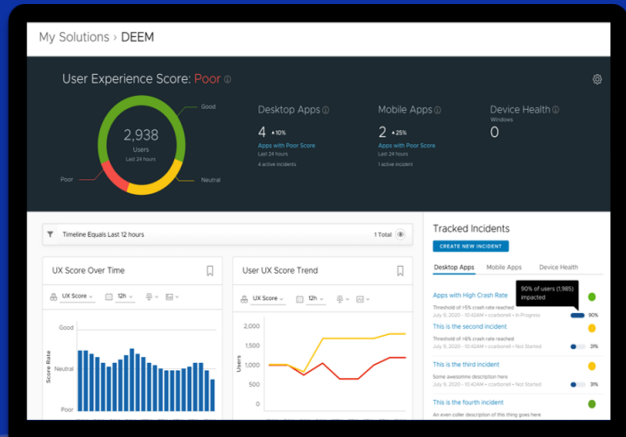
Dell's end-to-end accessories enable efficient collaboration **reducing the time spent in meetings by 3 hours per week<sup>6</sup>**

Dell has the **world's broadest AI solutions portfolio from desktop to data center cloud**, all in one place, with deep partner relationships<sup>7</sup>

# Why Dell

## Simplify IT

Our most secure & simple to manage offerings, coupled with direct services and support, make IT management a breeze for our customers



Most secure commercial PCs & simple end-to-end management



Dell has the industry's most secure commercial PCs<sup>1</sup> and is **the only OEM to offer off-host BIOS and firmware verification** (Dell SafeBIOS)<sup>2</sup>

Rigorous, state-of-the-art supply chain controls and **Dell-unique Secured Component Verification**<sup>3</sup>, helps ensure PCs are secure from the first boot

With **broad 3<sup>rd</sup> party integrations**, Dell drives effective fleet-wide security and management

**Industry's first Binary Large Object (BLOB) package-based solution**, for securely configuring & managing endpoints, using Microsoft Intune<sup>4</sup>

Comprehensive direct services & support



Dell's ProSupport Suite is the **only support service to provide & include** automated custom update catalog management and deployment<sup>5</sup>

Dell APEX offers the **world's first and most comprehensive as-a-service portfolio** that spans from multi-cloud to client devices<sup>6</sup>

With Dell Trusted Workspace, implement the multiple layers of hardware and software protections needed to secure anywhere-work

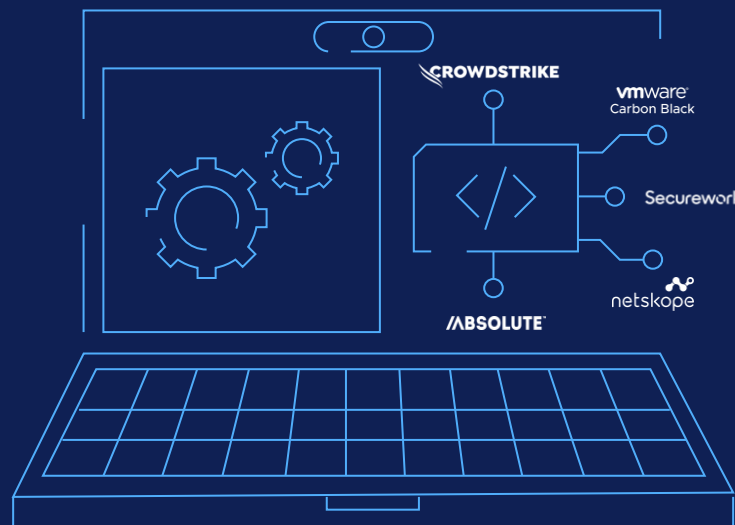


## Industry's most secure commercial PCs\*

*Supply Chain Security*

*Hardware-Based Security*

*Comprehensive Security Support*



## Software to improve the security of any fleet

*Expertly Selected Partner*

*Ecosystem*

# Why Dell

Advance Sustainability

Your true end-to-end solutions partner in sustainability



## Innovative Sustainable Materials



**World's most innovative** use of **sustainable materials** in Latitude 5000 Series, with recycled plastics, reclaimed carbon fiber, renewable materials and recycled ocean-bound plastics<sup>1</sup>

**World's First** Windows PCs and workstations to use **low-emission** and **75% recycled aluminum** in Latitude 9440 and Precision 5680<sup>2</sup>

100%

recycled and renewable materials in our new commercial notebook packaging<sup>3</sup>

## Reducing Carbon Footprint



Dell laptops/notebooks received the **highest industry's highest repairability scores**<sup>4</sup>

Take back and recycle with **Asset Recovery Services in 36-countries**