



# Delegate to Dell.

From small budgets to limited resources, IT departments face an array of challenges. Dell's PC management services help your IT department better use their time and resources, so they can focus on bigger, more strategic projects.

## Lack of Resources



# 77%

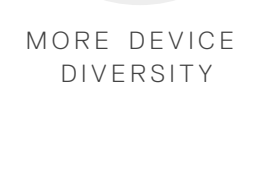
want a vendor who helps free up internal IT resources<sup>1</sup>



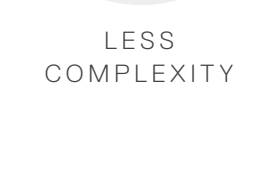
# 58%

want their PC vendor to handle all imaging and deployment processes<sup>1</sup>

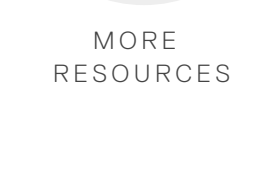
### BENEFITS OF DELEGATING TO DELL



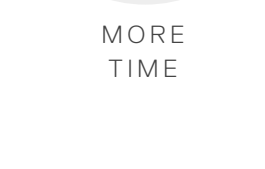
MORE DEVICE DIVERSITY



LESS COMPLEXITY



MORE RESOURCES

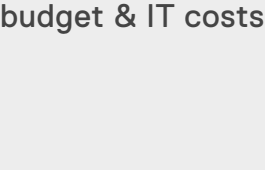


MORE TIME

Dell is really an extension of our IT...They do all of the remote support that we cannot do or choose not to do.

- Dell customer

## Pressure to Reduce IT Costs



Challenge of balancing budget & IT costs

# 78%

want a vendor who helps cut down deployment time<sup>2</sup>

### DELL CAN HELP SAVE YOU MONEY

Save up to **25%** on PC lifecycle management<sup>3</sup>

**3 or 4** year flexible financing options with PC as a Service for Enterprise

Save up to **\$246K** per year on PC lifecycle service costs<sup>4</sup>

**11%** ROI<sup>5</sup>

Payback in less than **6 months**<sup>6</sup>

The savings they provide are tremendous ... We are probably saving at least two or three full time positions on a support desk.

- Dell customer

## Inconsistent Services Across the Organization



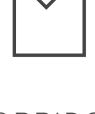
# 74%

want service consistency across all countries<sup>7</sup>

# 10%

believe it's more expensive to support a remote worker than an office worker<sup>8</sup>

### DELL HAS TAILORED TECH FOR ALL



CORRIDOR WARRIOR



CREATIVE



DESK CENTRIC



ENGINEER



REMOTE WORKER



FIELD WORKER

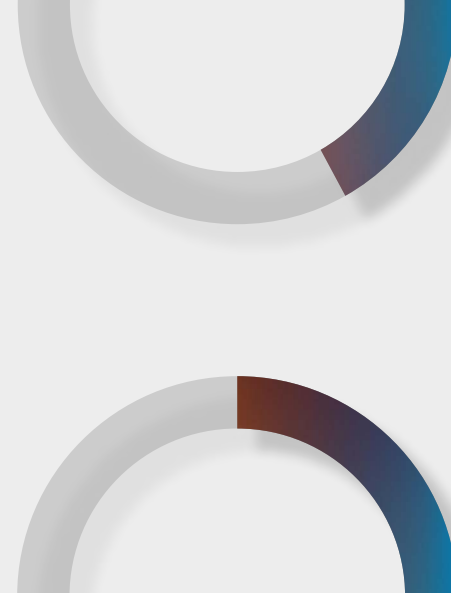


ON-THE-GO PRO

Dell allowed us to have a consistent experience across all locations.

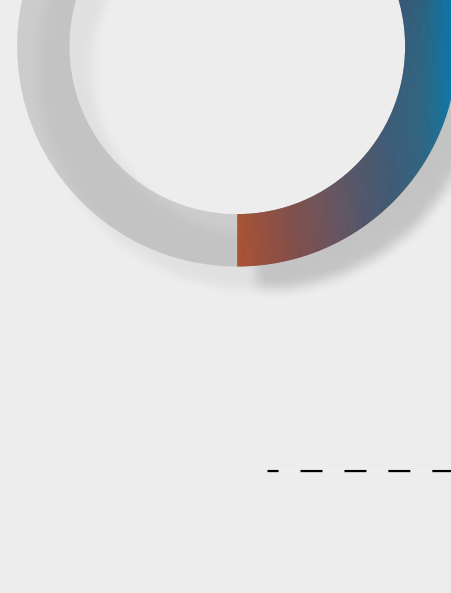
- Dell customer

## Usage of Outdated Tech



# 42%

of millennials would leave a job with substandard tech<sup>9</sup>



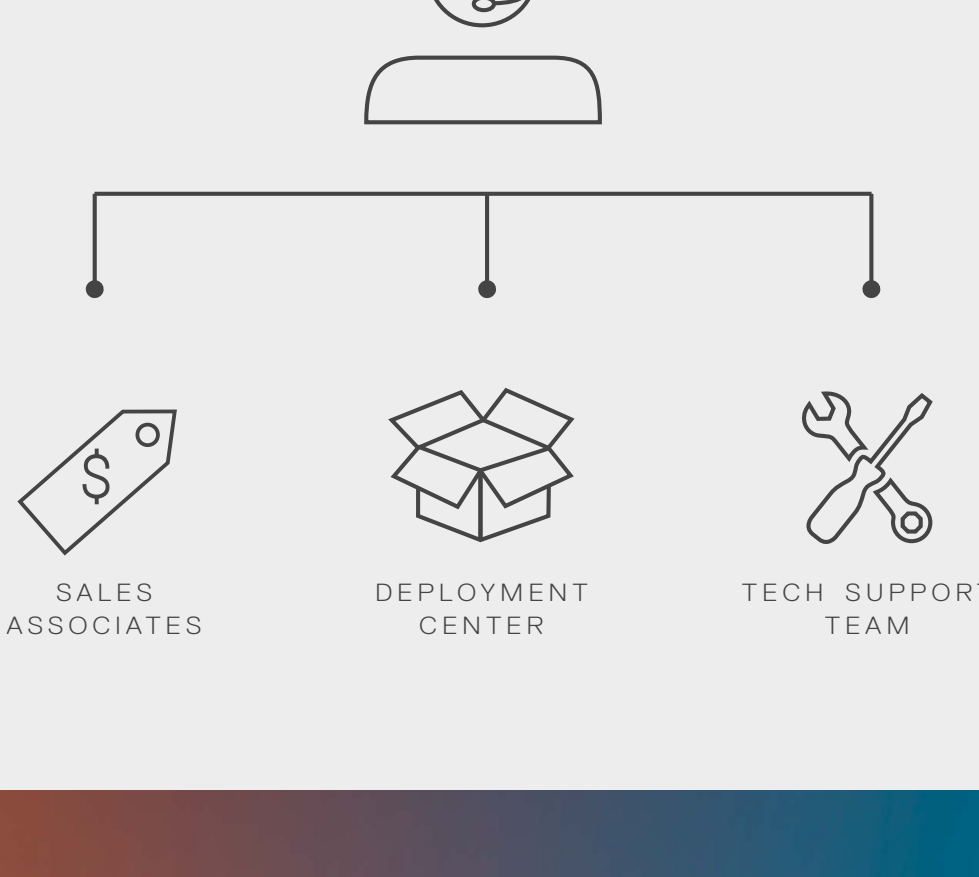
# 50%

want a PC as a Service (PCaaS) model<sup>1</sup>



### SERVICES DELIVERY MANAGER

Your one contact that speaks to every department.<sup>10</sup>



Calculate your savings with Dell's PC Lifecycle Services Estimator

### PC MANAGEMENT

made real

<sup>1</sup> Based on a study conducted by Forrester® Consulting commissioned by Dell and Intel®, "The Total Economic Impact" of Dell's PC Lifecycle Services®, February 2018.

<sup>2</sup> Based on a study conducted by Forrester® Consulting commissioned by Dell and Intel®, "The Total Economic Impact" of Dell's PC Lifecycle Services®, February 2018.

<sup>3</sup> Based on Dell's PC Lifecycle Services Estimator tool developed by Forrester Consulting, commissioned by Dell and Intel®, May 2018. Estimated savings is calculated over 3 years and includes hardware, software, services and other resource adjustments across PC lifecycle management. For more information, visit: <https://tools.totaleconomicimpact.com/go/dell/pclifecycle/index.html>

<sup>4</sup> Based on a study conducted by Forrester® Consulting commissioned by Dell and Intel®, "The Total Economic Impact" of Dell's PC Lifecycle Services®, February 2018. Estimated cost savings calculated from \$21.82 old lifecycle - 16.69 with Dell services x 4000 user refresh x 12 months = \$246,240. [View Report](#)

<sup>5</sup> Based on a study conducted by Forrester® Consulting commissioned by Dell and Intel®, "The Total Economic Impact" of Dell's PC Lifecycle Services®, February 2018. Estimated Payback Period is calculated over 3 years considering a large organization with about 4,000 end-user devices leveraging Dell's PC Lifecycle Services. [View Report](#)

<sup>6</sup> Based on a study conducted by Forrester® Consulting commissioned by Dell and Intel®, "The Total Economic Impact" of Dell's PC Lifecycle Services®, February 2018.

<sup>7</sup> Based on a study conducted by Forrester® Consulting commissioned by Dell and Intel®, "The Total Economic Impact" of Dell's PC Lifecycle Services®, February 2018.

<sup>8</sup> Based on a study conducted by Penn Schoen Berland, "Dell & Intel Future Workforce Study Global Report", May 2016.

<sup>9</sup> Service Delivery Manager available on select PCaaS offers. Minimum purchase requirements may apply. Contact a sales representative for details.