



# Evaluate and believe

Once you've tried our latest mobility  
range with Intel® technology, nothing  
can hold you back.





# Contents



4-5

## Why Dell?

Find out how technology can give you a business advantage

12-13

## Intel Inside®

### Windows 8.1

Why choose Windows 8.1 for your business.



6-7

## Tablets

Learn how flexible mobility helped this company on its way

14-15

## Mobility Solutions

What advantages can they bring to your business?



8-9

## Ultrabooks

Learn how Dell Ultrabooks put the games on track

16-19

## Quick comparison guide

All our products at a glance



10-11

## Workstations

Read how Dell workstations powered an animation studio



# Why Dell?

The right technology is your businesses' secret weapon. That's why we offer a complete range of mobility solutions specifically designed to be more secure, manageable and reliable than the competition.

It's time to see technology for what it truly is – **a business advantage.**



## Tablets

Your business data will stay secure while your employees enjoy the freedom to work from anywhere. With up to Intel® Core™ i5 processor power and convenient remote management.

[Dell.co.uk/tablets](http://Dell.co.uk/tablets)



## Laptops

Secure, reliable laptops deliver impressive performance in profiles as slim as 20 mm. Our mobile workstations equipped with Intel® Core™ i7 processor power needed to run intensive applications on the go.

[Dell.co.uk/laptops](http://Dell.co.uk/laptops)

## 3 big reasons

### Industry-leading security.

Protect your hardware and critical data with "Dell only" solutions like comprehensive data protection, encryption and advanced authentication.

### World's most manageable PCs.

Intel® Core™ vPro™ processor family help reduce support costs by allowing you to remotely boot, diagnose and restore PCs – even when they're powered off.

### Reliability for the long run.

Our hardware undergoes a variety of testing, while premium materials like magnesium alloy and Corning® Gorilla® Glass NBT™ give extra durability.



# Boosting effectiveness

**Provincie Zeeland boosted staff performance for greater efficiency and taxpayer value with an end-to-end solution from their trusted IT adviser.**

Provincie Zeeland is a government authority in a region in the south west of the Netherlands, bordering Belgium. It provides a wide range of services to a local population of around 380,000.

Like all local authorities across the Netherlands, it faced a number of challenges including finding new ways to improve efficiency to meet the growing demands for services in the region.

**“We’re creating an IT infrastructure to meet the demands on public services in the 21st century with Dell and Intel®, our trusted IT adviser, and an end-to-end solution.”**

Guus Gabrielse, Head of IT Department,  
Provincie Zeeland



## Our Windows 8.1 tablets



### Dell Venue 8 Pro

Flexible and adaptable offering incredible features and connectivity options

- Intel® Atom™ processor
- Windows 8.1
- Office active stylus and keyboard options



### Dell Venue 11 Pro

The power of an Ultrabook™ with the functionality of a desktop and the portability of a tablet

- Intel® Atom™ processor or Intel® Core™ processors
- Windows 8.1
- 2 full sized keyboards and docking options

Employees often found mobile connectivity to be an issue, and the storage arrays in the data centre lacked key features such as automated data tiering.

The authority met these challenges by boosting personnel effectiveness with mobile connectivity and tablet technology.

Today, staff can work easily from different parts of the Provincie Zeeland building, making them more productive.

The IT team purchased multiple Dell Networking W-AP135 access points and Dell Networking W-7210 mobility controller to ensure fast, reliable and secure WiFi connections. With the network up and running, the authority could drive its strategy of greater mobile working.

Head of IT Guus Gabrielse said “We found that Dell listened to our requirements and recommended a wireless network using the AP135 access points due to our need to run voice and video over wireless connections in the future. The performance of the network has been excellent.”

He continues: “Ultimately, we can deliver greater value to residents because our personnel can work more efficiently with our Dell Networking WiFi solution. They can stay productive wherever they are across our building.”

## For top performing event, a top performing laptop

The Glasgow 2014 Commonwealth Games will be one of the biggest multi-sport events of the year. Seventy-one nations and territories, representing one-third of the world's population, will participate on a stage where 4,500 athletes will compete in 17 sports, watched by a global audience of 2 billion.

The Games looked for a technology partner that could deliver a stable, end-to-end solution to support the requirements of those involved in the event. The challenges are immense. Everything has to be in place and running seamlessly when the Games start. The IT has to be reliable and highly responsive to deliver a worldclass experience to a global audience. Organisers knew they needed an IT solution provider with a great track record in global events, as well as the ability to provide extensive local support.

**“Like the values of Glasgow 2014, Dell epitomises integrity, responsibility and empowerment.”**

Brian Nourse, Chief Information Officer, Glasgow 2014 Commonwealth Games, United Kingdom



Official Supporter

### Organisers achieve goals within budget thanks to Dell products

The Glasgow 2014 Commonwealth Games chose Dell to provide the infrastructure to ensure the event is a success and leaves a valuable legacy for both Glasgow and Scotland. Organisers collaborated with Dell and its other IT partners to design the end-to-end solution and plan deployment.

The Games worked closely with Dell to design a set of contract terms, with some installation periods as short as six months. All installations had a synchronised removal date at the end of the event. Financing will enable organisers to stay within budget while installing the technology they need. Brian Nourse, Chief Information Officer for the Glasgow 2014 Commonwealth Games, says: "Technology underpins everything at the Glasgow 2014 Commonwealth Games, and Dell plays an integral part, providing an end-to-end solution comprising all of the laptops, desktops, servers, storage and services we need."



### Our Latitude Ultrabooks



#### Latitude 12 7000 Series

Latitude performance packed into a thin and sleek Ultrabook™ design

- Featuring Intel® Core™ vPro processors
- Windows 8.1 Pro
- Optional 12" (30 cm) touchscreen
- 20mm thin and lightweight starting at just 2.99lbs



#### Latitude 14 7000 Series

World's most secure and manageable Ultrabook™ with outstanding reliability

- Featuring Intel® Core™ vPro processors
- Windows 8.1 Pro
- Optional 14" (36 cm) touchscreen
- 21mm thin and lightweight starting at just 3.6lbs



# Visual effects studio rockets with flexible IT

Headquartered in London, Framestore is extending its international presence.

The firm has operations in New York and Los Angeles, and recently opened a new office in Montreal, Canada. Steve MacPherson, Chief Technology Officer at Framestore, says: "Success in the VFX business is all about flexibility: responding to new opportunities fast and being able to adapt our infrastructure to new requirements."

Framestore drives expansion and enhances leadership status through visual effects work on blockbuster Gravity supported by flexible IT solutions that maximise creative talents and efficiency. VFX experts gain increasing success among movie moguls.

**"It's brilliant to see Framestore's work being recognised internationally on its artistic and technical merit. Dell is a fundamental part of our success."**

Steve MacPherson,  
Chief Technology Officer,  
Framestore, United Kingdom



Image courtesy of Framestore and Warner Bros. Pictures



## Case study system



### Dell Precision M3800

The thinnest, lightest mobile workstation in the world.

- 4th generation Intel® Core™ processors
- Windows 8
- ISV certification



By visualising content stored on a remote server, you can virtually take your Dell workstation with you wherever you go; just use a Venue 11 Pro tablet with Intel® processors to make those tweaks on site, interactively and in real time.

Among major Hollywood studios, Framestore is a byword for the best in VFX, and this has a lot to do with its partnership with Dell. The company has put Dell technology at the heart of its global operations.

MacPherson says: "We face new technical challenges every day: higher working resolutions, faster frame rates, tighter turnarounds. And we meet those challenges with Dell solutions running Intel® processors."

Staff maximise their creative potential with high-performance IT. Employees at Framestore gain reliable, high-performance IT 24 hours a day, seven days a week using Dell Precision workstations with Intel® Xeon® processors and Dell UltraSharp monitors.

The company minimises operating costs across its render farms and day-to-day operations through a range of Dell PowerEdge servers with Intel® Xeon® processors and Dell Networking switches.

**Dell recommends Windows.**

# Intel Inside® and Windows 8.1 Pro – a compatible combination.

Seamlessly integrate Intel® processor-based Dell devices into your computing environment. No matter which Windows 8.1 and Intel® processor-based device you choose you can appreciate the enhanced productivity of touch devices and seamless system management without compromising your company network security.

## **Easy management**

Easily managed just like any other PC using existing remote systems management solutions or comprehensive and affordable Dell KACE™ Systems Management Appliances that support both initial computer deployment and ongoing management.

## **Easy access**

Domain join support makes access to legacy apps and new Windows 8.1 apps, network printers and resources effortless or use work join / work folders and MDM to manage as a personal device.

## **Full security**

Robust security features like Secure Boot and Windows Defender help protect systems against viruses and other malware threatening the company network.

## **Built for business. Built for life.**

Windows 8.1 brings together everything you do – from new mobile apps for your business, to Office productivity work, to searching and browsing, to accessing all your data from anywhere.

Your Windows experience works across all your devices – from the best business tablet, to a thin and light notebook, to your high-performance workstation or all-in-one, whether you are at home, in or around the office, or working on the road.

**Built for business**  **Windows 8 Pro**

**Dell recommends Windows.**

# The foundation of Dell mobility solutions with Intel®

We draw from all of our innovations to provide a secure and efficient environment.

## Mobile devices

Choose from award winning Venue, Latitude, XPS and Dell Precision tablets, laptops, mobile workstations, and provide secure VPN access with Dell SonicWALL secure mobile access: benefit from traffic encryption, user authentication, device integrity checks and policy enforced access control, together with safe, easy access to data and resources from a wide range of mobile devices. Let your employees use the smartphones and tablets of their choice: Dell SonicWALL supports iOS, Mac OSX®, Android™, Kindle Fire, Windows and Linux®. The solution allows you to enforce granular security policies so your corporate network is protected from today's mobile security threats – including unauthorised data access and malware attacks.

## Virtualization

Dell cloud client computing lets any user access any application on any device – personal or corporate-owned – while keeping your organisation's systems and data secure, manageable and reliable.

## Data protection

Keep business-critical data from falling into the wrong hands and maintain compliance with Dell Data Protection | Encryption.

## Mobility and BYOD Consulting

Create a tailored plan for workplace flexibility and device management that's right for your organisation. Design and implement the systems, processes and policies for an effective mobile and BYOD environment.

## Application Productivity

Migrate applications to enable cloud, mobile and social capabilities. Develop applications that enhance end user productivity. Package applications for efficient and scalable deployment results

## Windows 8 OS Strategy

Develop a comprehensive plan to migrate to Windows 7/ Windows 8.1, spanning use cases, applications and deployment. Optimise Windows 8.1 app deployment in corporate environment.



# Quick comparison guide

## – Tablets

Compare product features, choose your product and register for your evaluation unit at [Dell-evalunit.com](http://Dell-evalunit.com)\*

### Processor

Your PC's engine. The better the processor, the more efficient the PC.

### Operating system

Simplify your tasks with a reliable Windows® operating system, standard on all Dell systems.

### Display / Resolution

The higher the resolution the better the viewing quality for websites, films, games and more.

### Memory

More RAM can increase overall performance and enable your PC to run more applications at once.

### Dimensions

The thinner and lighter your device, the easier it is for you to work on the go.

### Storage/HD

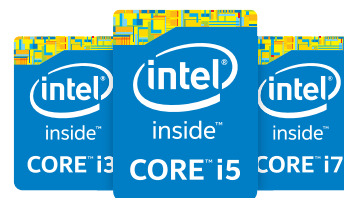
Safe, secure storage guarantees to keep all your data safe.

### Ports & connectors

More options at your fingertips for total connectivity.

### Battery life

Improved battery life so you can stay connected wherever you are, whenever you want.



| Dell Venue 8 Pro                                          | Dell Venue 11 Pro                                                     |
|-----------------------------------------------------------|-----------------------------------------------------------------------|
| Intel® Atom™ processor                                    | Intel® Atom™ processor or Intel® Core™ processors                     |
| Windows 8.1                                               | Windows 8.1                                                           |
| 8" (20 cm) HD                                             | 10.8" (27 cm) FHD                                                     |
| 2GB                                                       | Up to 8GB                                                             |
| w - 130mm, l-216mm,<br>z-9mm                              | w - 177mm, l-280mm,<br>z-10.2-15.4mm                                  |
| 32/64GB                                                   | 32/64/128/256GB                                                       |
| 1 x micro USB2.0<br>1 x headphone / microphone combo jack | 1 x USB3.0<br>1 x headphone / microphone combo jack<br>1 x micro HDMI |
| 18 Whr                                                    | 30Whr                                                                 |



# Quick comparison guide

## – Latitude and Dell Precision

Compare product features, choose your product and register for your evaluation unit at [Dell-evalunit.com](http://Dell-evalunit.com)\*

### Processor

Your PC's engine. The better the processor, the more efficient the PC.

### Operating system

Simplify your tasks with a reliable Windows® operating system, standard on all Dell™ systems.

### Display / Resolution

The higher the resolution the better the viewing quality for websites, films, games and more.

### Memory

More RAM can increase overall performance and enable your PC to run more applications at once.

### Dimensions

The thinner and lighter your device, the easier it is for you to work on the go.

### Storage/HD

Safe, secure storage guarantees to keep all your data safe.

### Ports & connectors

More options at your fingertips for total connectivity.

### Battery life

Improved battery life so you can stay connected wherever you are, whenever you want.



**Latitude 12 Ultrabook™  
7000 Series**



**Latitude 14 Ultrabook™  
7000 Series**



**Dell Precision M3800**

| Latitude 12 Ultrabook™<br>7000 Series                                                                                                                            | Latitude 14 Ultrabook™<br>7000 Series | Dell Precision M3800                                                                                                            |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------|---------------------------------------------------------------------------------------------------------------------------------|
| Intel® Core™ vPro™ processor family                                                                                                                              | Intel® Core™ vPro™ processor family   | Intel® Core™ processors                                                                                                         |
| Windows 8.1                                                                                                                                                      | Windows 8.1                           | Windows 8                                                                                                                       |
| 12.5" (32 cm) HD                                                                                                                                                 | 12" (30 cm) HD                        | 15.6" (40 cm) FHD or QHD+                                                                                                       |
| Up to 8GB                                                                                                                                                        | Up to 8GB                             | Up to 16GB                                                                                                                      |
| w - 311mm, l-211mm, z-20mm                                                                                                                                       | w - 337mm, l-232mm, z-21mm            | w - 372mm, l-254mm, z-18mm                                                                                                      |
| Up to 256GB SSD                                                                                                                                                  | Up to 500GB HDD<br>Up to 256GB SSD    | Up to 1TB HDD<br>Up to 512GB SSD                                                                                                |
| 3 x USB3.0 / 1 x RJ45<br>1 x headphone<br>microphone combo jack<br>1 x docking connector<br>1 x mDisplay Port<br>1 x HDMI<br>1 x Full and 2 Half Mini Card slots |                                       | 3 x USB3.0 + 1 x USB 2.0<br>1 x headphone<br>microphone combo jack<br>1 x mDisplay Port<br>1 x HDMI<br>3-in-1 media card reader |
| 31Whr<br>42Whr                                                                                                                                                   | 34Whr<br>45Whr                        | 91Whr                                                                                                                           |



# We're here to help with mobile solutions.

## Your mobile computing partner

Take advantage of the latest mobile innovations with expert consulting from Dell Mobile Computing Solutions. You get:

- A knowledgeable and strategic partner for every aspect of mobile solutions
- Insight and experience to help you minimise costs at every step

## Support services

Protect your investments and keep your workforce productive with our configurable suite of support services. We provide efficient tech-to-tech assistance for IT professionals and reliable how-to support for end users.



\* This marketing campaign is valid until 31st of July 2014, across UK, France, Germany, Austria, Slovakia, Czech Republic, Ireland, Finland, Sweden, Spain, Denmark, Belgium, Luxembourg. Colour and design details may vary. Any participation in this marketing campaign is done on a voluntary basis. Any participant to this campaign confirms his/her awareness of the applicable legislation. The full terms and conditions on the evaluation unit are available at [Dell-evalunit.com](http://Dell-evalunit.com).

Dell Corporation Limited. Registered in England. Reg. No. 02081369 Dell House, The Boulevard, Cain Road, Bracknell, Berkshire, RG12 1LF. Dell, the Dell logo, Latitude, Dell Precision and Venue Pro are registered trademarks of Dell Inc.

Microsoft®, Windows®, Microsoft® Office 2010, Windows 8 and Windows XP are trademarks or registered trademarks of Microsoft Corporation in the United States and/or other countries. Ultrabook, Celeron, Celeron Inside, Core Inside, Intel, Intel Logo, Intel Atom, Intel Atom Inside, Intel Core, Intel Inside, Intel Inside Logo, Intel vPro, Itanium, Itanium Inside, Pentium, Pentium Inside, vPro Inside, Xeon, Xeon Phi, and Xeon Inside are trademarks of Intel Corporation in the U.S. and/or other countries.