Remote working talking points.

* What technology are you using that allows employees to best fulfil their needs
working at home?
* How are you managing a highly mobile, collaborative, and productive work setting?
* What tools are you using to enable a workforce that is collaborating online,
attending virtual meetings.

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| **Pain-points** | **Solutions + Talking points** |
| A tight, small workspace that limits comfort and productivity  | * Choose a Latitude 5000 with a USB-C dock (everything connected with one cable).
* AIO’s save desk space while the Micro and Small Form Factor have versatile mounting solutions to solve any space issue.
* Also choose wireless peripherals – keyboard, mice, headsets
* For virtualized environments, Dell has a full range of thin client options with fully configurable eco-systems.
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| Getting started again when my system goes to sleep – not a huge deal once, but again and again throughout the day. | * The new Latitude 7400 2-in-1 has ExpressSign-in. Dell ExpressSign-in, the world’s first PC proximity sensor, enabled by Intel Context Sensing Technology. The system will automatically wake up when you approach while Windows Hello authenticates and logs you one. It also logs you off when you walk away, assuring security.
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| System lag – having to wait while my system, applications and/or files load. | * Optane memory is an option on OptiPlex. It accelerates boot time and the loading of applications, data and files. For a more responsive and fast experience.
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| Not enough screen space to see what I am doing effectively, especially if I am working across applications or with details and graphics. | * Display portfolio with expansive displays, high-res displays, InfinityEdge bezels. Multiple displays or specialty displays. Having the right display set-up allows you to keep your work front and center, so you can focus more easily on the task at hand.
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| System is slow when I’m working through multiple spreadsheets and applications. | * Latitude 5000 series offers better performance and better discrete graphics option
* Optiplex 5000 series with option Intel Optane memory for faster system responsiveness.
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| Ineffective collaboration and accessing information securely | * Wyse Thin Clients allow workers to securely access centrally stored data, remotely from any device and work anywhere there’s a network connection.
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| Inconsistent or poor resolution and color that doesn’t meet my needs, making it hard to work effectively – when the color is off my work is off. | * The UltraSharp range includes thin borders, curved options and PremierColor (tremendous color detail with 1.07 billion colors (that’s 64x more color depth than standard monitors). And accurate color right out of the box – no calibrations. Allows creatives to fully immerse in their project.
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| Delays in getting new systems and extra work for IT teams | * Dell ProDeploy simplifies deployment with factory provisioning, getting systems from the factory to users quicker and reducing IT workload
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| Extra effort, cost and staff needed to support a remote workforce | * VMWare Workspace One is your modern management solution. It allows IT teams to easily manage all devices and systems from one console, simplifying administration whilst controlling your environments
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| Limited or no budget to support key initiatives and priorities | * Dell Technologies on Demand provide flexible payment solutions to customers so that they can quickly deploy the technology needed to keep employees safe and productive, whilst optimizing cash flow.
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