In één uur up-to-date in Dell’s nieuwe Client Solutions

REALDOLMEN
a Gfi Group company

DELL

New Product Launch – Roadmap Overview

/ New Product Launch – Roadmap Overview

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Internal Use - Confidential

Roadmap CY20

Mobile: Latitude & XPS

Fixed: OptiPlex

Specialty: Precision

Internal Use - Confidential

Internal Use - Confidential

Latitude Portfolio 2019

Totally redesigned | Smarter, faster end user experiences | Intelligent unified management

7000 SERIES

Latitude 7300 | 7400

Latitude 7400 2in1

Latitude 7200 2in1

5000 SERIES

Latitude 5300 | 5400 | 5500

Latitude 5300 2in1

Latitude 5401 | 5501

Latitude 5300 2in1 Chrome Enterprise

Latitude 5400 Chrome Enterprise

3000 SERIES

Latitude 3400 | 3500

Latitude 3301

3390 2in1

Latitude Portfolio 2020

Totally redesigned | Smarter, faster end user experiences | Intelligent unified management

9000 SERIES

Latitude 9510 (NB & 2in1)

Latitude 9410

7000 SERIES

Latitude 7310 | 7410

Latitude 7410 2in1

Latitude 7210 2in1

5000 SERIES

Latitude 5310 | 5410 | 5510

Latitude 5310 2in1

Latitude 5411 | 5511

Latitude 5300 2in1 Chrome Enterprise

Latitude 5400 Chrome Enterprise

3000 SERIES

Latitude 3410 | 3510

Latitude 3301

3310 2in1

LATITUDE 9000 SERIES

Best-in-Class experiences come standard

Aggressive, unique form factors that can't be found anywhere else in the portfolio

The most premium materials and design in a commercial device

First ever devices with 5G integrations

DELL Technologies

Internal Use - Confidential

9000 Series

Latitude 9410 Always ready: smallest ultra-premium 14" 2-in-1 with best battery life, now with built in AI responsiveness

Latitude 9510 Our most revolutionary PC with best battery life and built in AI that adjusts to the way you work to reduce lags & frustration

Internal Use - Confidential

Latitude 9510 – Laptop & 2-in-1

1. **World's smallest 15" Business PC with CML-U Intel 10th Gen Processor**

2. **4-side narrow border / Diamond cut / Variable torque hinge**
   6.62mm(Top) / 4.5mm (L/R) /18.16mm
   One hand open 70 degree
   3 variable torque

3. **Premium conferencing with speakerphone quality**
   Smallest form factor Grade A audio top firing speaker performance

4. **1st aluminum, 360, 5G device with**
   1st 5G antenna integrated into metal speaker grill with Dynamic antenna tuning enabled by Darwin.

5. **New Low Power FHD LCD with GG6**
   15inch, FHD 16:9 400 nits Super Low Power panel and camera shutter in 180

6. **Long 30+ Hrs battery life 87 WHr battery (Upsell) + Dell Optimizer**

7. **Smallest 15" inch 2 in 1**
   340.2mm x 215.8mm x 17.87mm (z-peak)

Internal Use - Confidential

Latitude 9410

Aluminum Chassis
w/brushed hairline finish

Recycled Ocean Bound Plastics in Packaging

Diamond Cut Edges

One hand open

Drop Hinge

100% Thunderbolt

Proximity Sensor

IR + WWAN

Super Low Power Panel

4-sided
narrow
border

CAT 16 Global
Gigabit WWAN

27hr battery life

Less crowded
asymmetrical pitch
Keyboard

Left stylus mount

FPR in power button
Control Vault 3

Right stylus mount

NFC below clickpad

DELL Technologies

Internal Use - Confidential

LATITUDE 7000 SERIES

Premium design with
competitive weight targets

Extensive screen options
(4K Low Blue Light,
SafeScreen)

Best-in-Class experiences
come standard

Convertible upsell options. Keep the
same model number and BIOS for
clamshell or 2-in-1

Internal Use - Confidential

Latitude 7000 Series

Latitude 7x10 Light with premium design, multiple screen options, key legacy features and AI responsiveness (13" & 14")

Latitude 7210 2:1 The most enterprise-secure & feature rich detachable on the market, now with built in AI responsiveness

Internal Use - Confidential

2020 | Latitude 7x10

- **2-in-1** convertible upsell option
- Up to i7 vPro 6-Core **Comet Lake** CPUs (15W)
- **Camera Shutter** both on clamshells and **2-in-1s**
- **4K UHD Panel** upsell on 14" with integrated Low Blue Light
- **ExpressSign-In**, modern keyboard and clickpad
- New 68Whr battery on 14" targeting **24hour battery life**
- **2 x Display Port** over Type-C w/ Thunderbolt
- Starting weight of 1.22kg (13") / 1.34kg (14")*
- Footprint reduced

Other features:

- Next Gen Super Low Power Panels for leading battery life, SafeScreen on selected configs
- Carbon Fiber body or Aluminum upsell

Internal Use - Confidential

2020 | Latitude 7210 2-in-1

- Intel **Comet Lake-U Processors** (4C/6C options) (12W)
- **Power on from S5** with kickstand open
- **Corning® Gorilla™ Glass DX** Touch screen
- Optional Category 16 4G mobile broadband
- Fed/Enterprise class security options
- Windows Hello authentication (FPR & facial recognition)
- Fully IT serviceable
- Starting weight of 0.85kg (computer only)

Internal Use - Confidential

LATITUDE 5000 SERIES

Competitive design & footprint

Mainstream business laptops & 2-in-1s

New Titan Grey Color

Scalable performance: battery, memory, storage, H processor options

Most secure business PCs, Unified Workspace offerings

Internal Use - Confidential

DELL Technologies

Latitude 5000 Series

Latitude 5x10 World's smallest mainstream notebooks in their class*. Our most scalable laptops, now with built-in AI responsiveness. (13", 14" & 15")

Latitude 5x11 Most powerful laptops in their class* with Intel® H-class processors, faster memory speeds, & built-in AI responsiveness (14" & 15")

Latitude 5310 2:1 World's smallest mainstream business 13" 2-in-1*. Our most scalable convertible now with built-in AI responsiveness

Internal Use - Confidential

2019 | Latitude 5x10

- New Titan Grey colour
- Next Generation Intel Comet Lake-U v.1 Processors (15W) – 4C/6C options
- Standard narrow bezel panel
- SafeScreen privacy panel on 14”
- Dell Optimizer
- Aluminum option on 15”
- Targeting 23+ hours battery life with Super Low Power on 14” and 19+ hrs on 13”
- eSIM enabled
- WWAN speeds of 450 MB/s with Category 9
- Memory up to 32GB DDR4 (not soldered)

Internal Use - Confidential

2019 | Latitude 5x11

- New Titan Grey color
- Intel Comet Lake H Processors (35W) and NVIDIA discrete graphic option
- Aluminum option on 15”
- eSIM enabled
- Dual storage support on 15”
- up to 32GB 3200 MHz DDR4 memory
- Supports HDD, SSD, includes Thunderbolt, 3 USB Type A, HDMI 2.0, RJ 45 Ethernet ports
- Multi-factor authentication, including touch fingerprint reader, face recognition, Smart Card and contactless smart card reader with SafeID

Internal Use - Confidential

2020 | Latitude 5310 2-in-1

- Targeting 1.42kg
- Next Generation Intel Comet Lake-U v.1 Processors (15W) – 4C/6C options
- FHD edge-to-edge gorilla glass
- Titan Grey color
- Dell Optimizer
- Mechanical privacy shutter
- Target battery life 14.5 hours
- Up to 32GB DDR4 memory (upgradable)
- Windows Hello authentication (FPR & facial recognition)

Internal Use - Confidential

LATITUDE 3000 SERIES

Small & Light

Great design/cost ratio

Accessible enterprise class product

Intelligently optimized for runtime, productivity and connectivity with Dell Optimizer

Dual HDD setup available with one SSD and one HDD

Internal Use - Confidential

DELL Technologies

Latitude 3000 Series

Latitude 3x10 World's smallest 14" & 15" essential business laptops* with built-in AI. A new style for any business.

Latitude 3301 Smallest notebook in its class with seamless video collaboration

Latitude 3310 2:1 Affordable 13" 2-in-1 that offers reliability, optimizes mobility, and drives productivity

Internal Use - Confidential

2020 | Latitude 3x10

- 3000 Series Ultrabook
- Quad Core Intel **Comet Lake** Processors (15W)
- Ascent Solid colour added
- Narrow Bezel 14" and 15" Panel
- NVIDIA MX230 graphics (optional)
- **Starting weight of 1.6kg (14") / 1.95kg (15")** –(Decrease in weight and Size)
- Optional 4G mobile broadband (15" only)
- Fingerprint Reader and optional IR Camera
- Legacy & Future Port support – RJ45, HDMI, USB 3.1 DisplayPort over USB Type-C
- HD, FHD and FHD Touch Displays

Internal Use - Confidential

2020 | Latitude 3310 2-in-1

- Titan grey color; Keyboard provides a crisp and snappy feel when keys are depressed.
- 360 hinge for multiple work modes: flat, table, tent, or laptop
- Legacy and future-ready ports – HDMI and USB Type C connectivity
- Reliable/Durable – MIL-STD tested
- Feature-rich – IPS wide-angle viewing, full USB Type-C supporting Dell docking solution
- Optional backlit keyboard, optional IR Camera Standard supporting Windows Hello
- New features – Optional World-Facing camera, WavesMAXX Audio Pro

Internal Use - Confidential

2019 | Latitude 3301

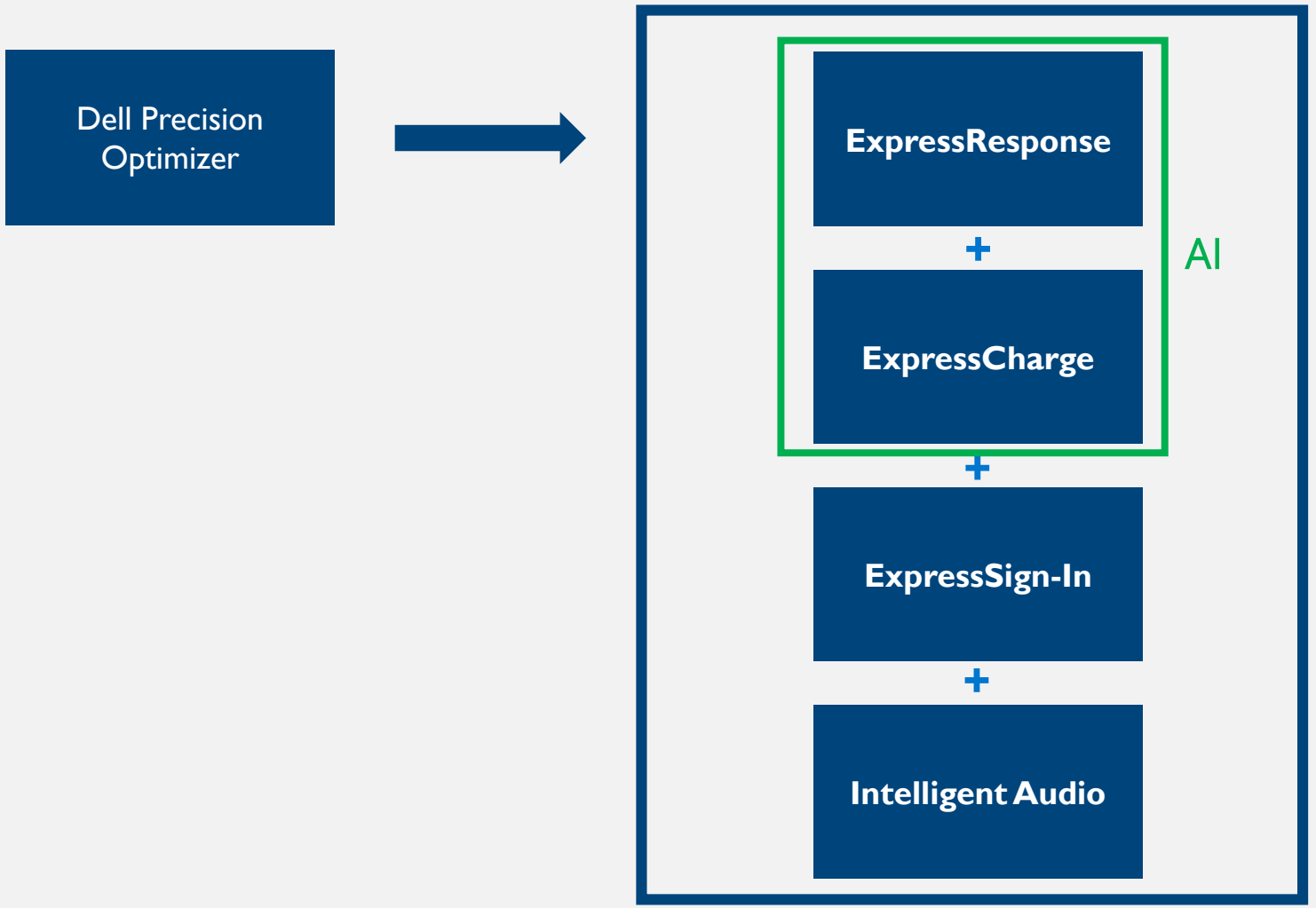
- World's Smallest and lightest 13" essential business notebook 1, 2
- Completes the 3000 Series offering with new 13" size, available in aluminum and black
- Carry easily on the go, starting at 2.66 pounds 307.6 x 204.5 x 16.5mm
- Multi-task better with 8th Generation Intel® up to i7 4-core™ vPro™ Processors
- Sign-in faster with optional fingerprint reader on power
- Fully IT serviceable
- Connect easily with ports for future docking, 1 USB Type C, 1 USB Type A1 HDMI
- Stay connected even without Wi-Fi with optional CAT 9 450 MB/s WWAN speeds

Internal Use - Confidential

Dell Optimizer

Dell Optimizer focuses on Device Optimization

Dell Optimizer builds on Dell Precision Optimizer by including valuable system capabilities within **one simplified user interface**, and includes **AI/ML models** to learn your behavior and **optimize the device experience to you**.



- Faster Application Launch
- Improved Application Performance
- Improved Battery Runtime
- Enhanced Audio
- Secure Locking and Faster Sign-In

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ExpressSign-in immediately welcomes you back to work, detecting your presence and opening your log-on screen

ExpressResponse intelligently ensures flawless application performance first thing, all based on your application usage style and history

ExpressCharge seamlessly guards against power issues while you work from place to place

Intelligent Audio Reduces background noise and provides clearer sound and video

7:45am

8:30am

12:00pm

4:00pm

Centralized IT Management invisibly provides as much or as little control to the users as is necessary to ensure their systems are performing at their best

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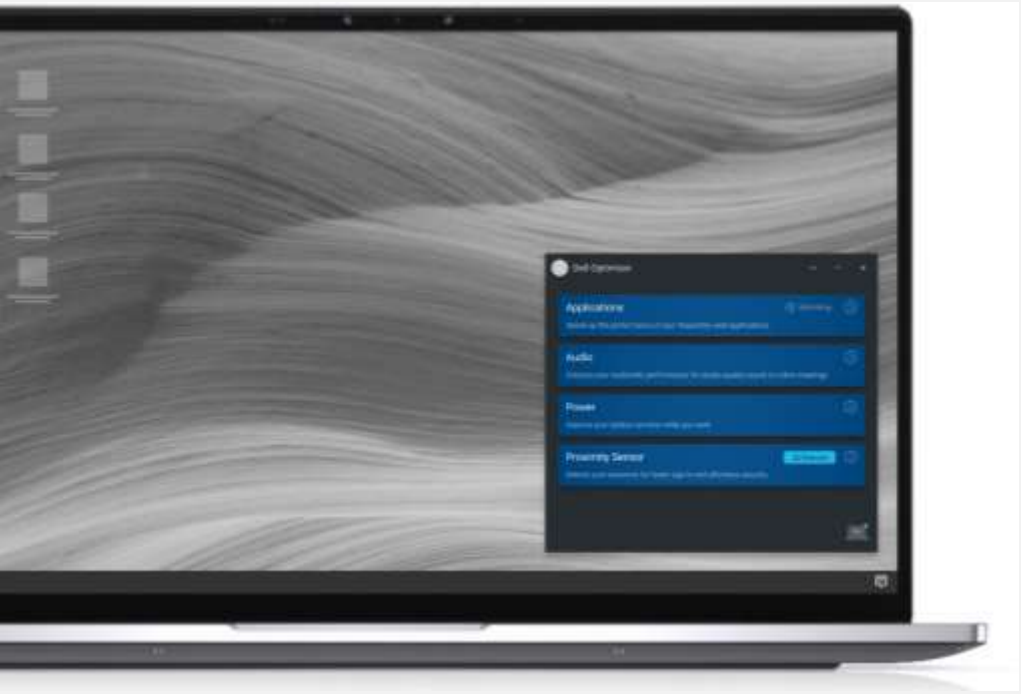
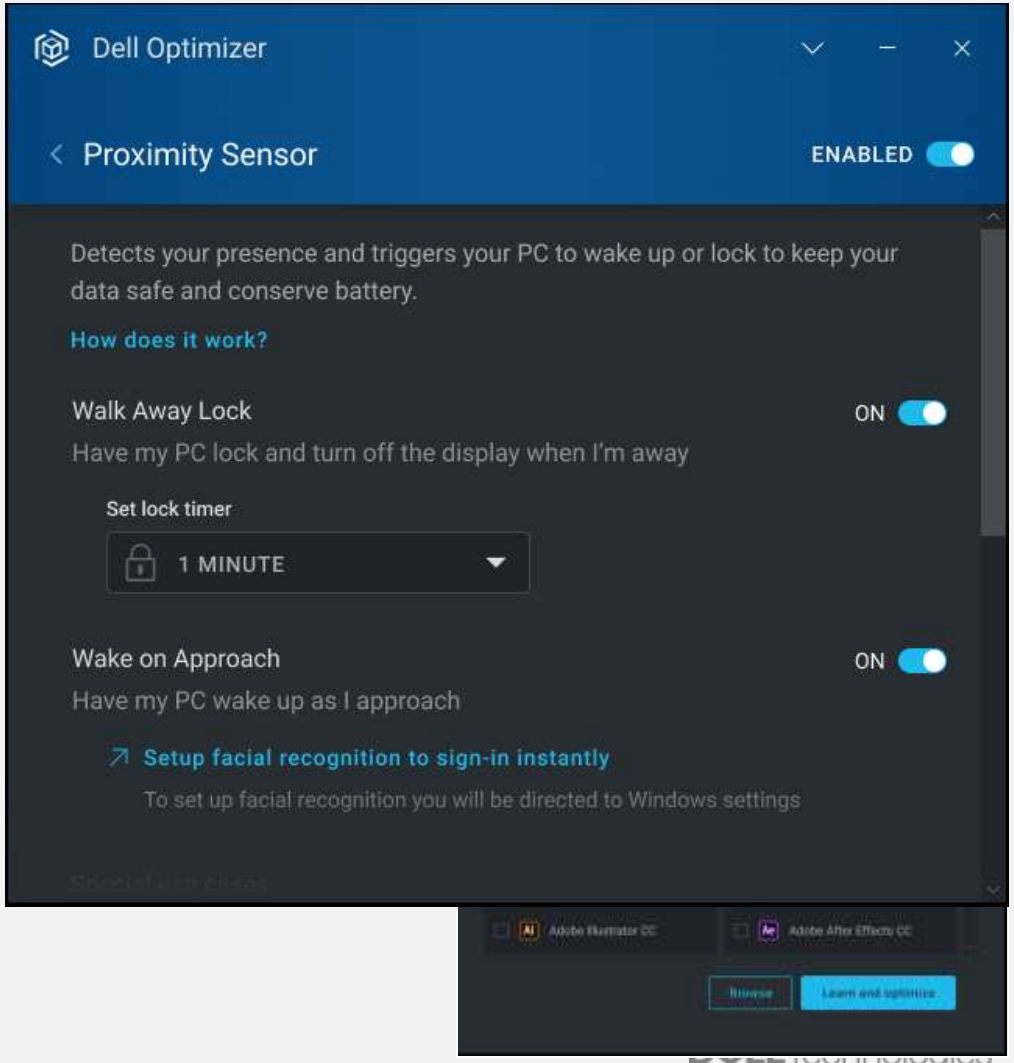
Dell Optimizer





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DELL
XPS 2020
XPS

XPS Portfolio

FORM AND FUNCTION WITHOUT COMPROMISE

XPS 13 2-in-1

XPS 13

XPS 15

XPS 17

Internal Use - Confidential

2020 XPS portfolio

Aug 2019 (ICL)

XPS 13 2-in-1 13.4"
The future of the 2-in-1

13-inch 2-in-1 with a stunning HDR display and up to two times more performance in a thinner frame, all packaged in a luxurious design.

Jan 2020 (ICL)

XPS 13 13.4"
Stunningly small. Masterfully designed.

13" laptop precision cut for a flawless finish in a small size. Designed with premium materials and featuring a new 4-sided InfinityEdge display.

NEW!

May 2020

XPS 15 15.6"
Your vision. More vivid.

Perfect balance of power and portability in a 15-inch laptop. Stunning 4-sided InfinityEdge display with 100% Adobe RGB color gamut.

NEW!

June 2020

XPS 17 17.0"
Colossal power. Optimum design.

XPS Flagship. . Extreme performance in an impossible size – our most powerful XPS laptop ever.

XPS

XPS 15 (9500) vs XPS 15 (7590)

NEW
XPS 15 15.6” 16:10 4-Sided InfinityEdge
System: 344.7 x 230.1mm / 5.6% smaller
Screen-to-body ratio: 92.9% / 10% better

AA: 336.01 x 210.01mm / 5% larger
Resolution: FHD+ (1920x1200) &UHD+ (3840x2400)

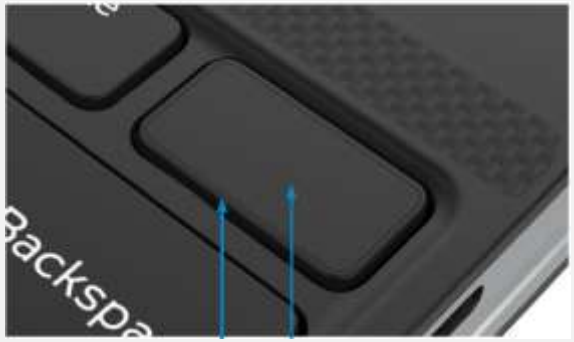
Previous XPS 15 15.6” 16:9 3-Sided InfinityEdge
System: 357.0 x 235.3mm
Screen-to-body ratio: 83%

AA: 334.35 x 194.26mm
Resolution: FHD (1920x1080) & UHD (3840x2160)

New XPS 17

Internal Use - Confidential

New
XPS 17



Internal Use - Confidential

OptiPlex 2020

OptiPlex Portfolio

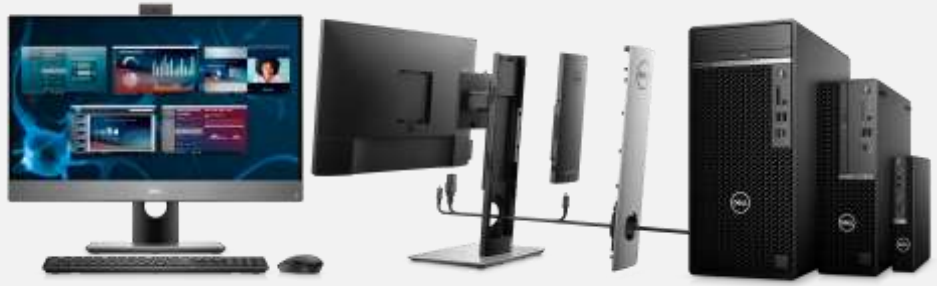
Faster user experiences | Smart Solutions | Trusted Partner

3000 Series

Essential business desktops with streamlined performance to drive maximum value

5000 Series

Mainstream, intelligent desktops with right-sized performance & configurations



7000 Series

Premium, intelligent desktops with ultimate performance & expandability, featuring Intel® vPro™

Internal Use - Confidential

D10 OptiPlex Product Portfolio Overview

.	3000 Series	5000 Series	7000 Series
	Affordable business desktops you can trust	Desktops with scalability and performance choices you want	Premium performance with enterprise-class management and ultra-sleek designs
Towers	3080 NEW Launch September	5080 NEW	7080 NEW
All-in-Ones	3280 NEW	5480 NEW	7480 / 7780 NEW
Ultra			7070

Internal Use - Confidential

OptiPlex Towers

3000 Series

Form Factor	MFF	SFF	MT

Launching September

OptiPlex 3 Series:

- Single bezel with optional SD slot
- Integrated non-painted badge / Non-rotation Dell logo, electroformed logo
- No side feet on Tower (vertical orientation only)
- Optional & New Dell Custom Dust Filters & Cable Covers

5000 Series

Form Factor	MFF	SFF	MT

OptiPlex 5 Series:

- Single bezel with optional SD slot
- Painted badge / Rotating Dell logo
- USB 3.1 Type-C Gen2 (Data)
- No side feet on Tower (vertical orientation only)
- Optional & New Dell Custom Dust Filters & Cable Covers

7000 Series

Form Factor	MFF	SFF	MT

OptiPlex 7 Series:

- Single bezel with optional SD slot
- Painted badge / Rotating Dell logo
- USB 3.1 Type-C Gen2 (Data)
- No side feet on Tower (vertical orientation only)
- Optional & New Dell Custom Dust Filters & Cable Covers
- USB 3.1 Type-A Gen 2 (Micro)

Internal Use - Confidential

OptiPlex AIO

3000 Series	5000 Series	7000 Series	
3280	5480	7480	7780

OptiPlex 3 Series:

- Larger & better panel with narrow bezel
- FHD and IR Camera
- Broader ecosystem
- Improved Wi-Fi
- USB-C Port

OptiPlex 5 Series:

- Dell Optimizer
- Larger & better panel with infinity edge bezel
- Discrete graphic card options
- USB 3.2 Gen 2 Ports

OptiPlex 7 Series:

- Dual M.2 SSD
- 24” with two additional mics
- Updated discrete graphics
- No more 4K display

Internal Use - Confidential

Precision 2020

Precision portfolio

Mobile

3000, 5000, 7000 series

Towers

3000, 5000, 7000 series

Racks

3000 (1U), 7000 (2U) series

Intelligent performance | Immersive productivity | Mission critical reliability

Internal Use - Confidential

Precision Mobile Workstation 2020

Precision 3550

Value Mobility (U series CPU)

Precision 3551

Value Performance (H series CPU)

Precision 5550

Thin and Light / Premium

Precision 5750

Thin and Light / Premium

Precision 7550

Best Performance and Scalability

Precision 7750

Uncompromised Performance 17"

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Precision Mobile Workstation 2020

	Precision 3550	Precision 3551	Precision 5550	Precision 5750	Precision 7550	Precision 7750
				NEW		
CPU	4C, U-series, 15W no i9 or Xeon	8C, H-series, 35W no top Xeon	H-series, 45W	H-series, 45W full CPU stack	H-series, 45W full CPU stack	H-series, 45W full CPU stack
Graphics	Entry NVIDIA w/ 2GB	Entry NVIDIA w/ 4GB	Up to NVIDIA Quadro T2000 w/ 4GB	Up to NVIDIA Quadro RTX3000 w/ 6GB (65W)	Up to NVIDIA RTX5000 w/up to 16GB (80W)	Up to NVIDIA RTX5000 w/up to 16GB (110W)
Storage	1 slot 2TB	2 slots 4TB	2 M.2 slots 4TB, RAID options	2 M.2 slots 4TB, RAID options	3 M.2 slots 6TB, RAID options	4 M.2 slots 8TB, RAID options
Memory	32GB max 2666Mhz non-ECC	32GB max 2933MHz w/ ECC options	64GB max 2933MHz w/ECC options	64GB max 2933MHz w/ECC options	128GB max 2933MHz w/ ECC & SuperSpeed options	128GB max 2933MHz w/ ECC & SuperSpeed options

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EVOLUTION OF PRECISION MOBILITY

CY18	CY20
7540 & 7740	7550 & 7750
7	
5540	5550 & 5750
5	
3530	3541 & 3551
3	

15/17” SSD Quick Access Door

Move blue slider away from SSD to unlock the M.2 SSD caddy.

Internal Use - Confidential

Precision Fixed Workstation 2020

3240 USFF

New (Sept)

3440 SFF

3640 MT

5820 Tower

7820 Tower

7920 Tower

R3930 1U Rack
R7920 2U Rack

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Entry FWS: Feature Comparison

	Precision 3240 Compact	Precision 3440 SFF	Precision 3640 Tower
	Sept		
Processors	CML S-Series, up to 80W Xeon W, Core i9	CML S-Series, up to 80W Xeon W, Core i9	CML S-Series, up to 125W Xeon W, Core i9
Graphics	Up to NVIDIA Quadro RTX3000 w/ 6GB (post-RTS)	Up to NVIDIA Quadro P1000 w/ 4GB	Up to NVIDIA Quadro RTX5000 w/ 16 GB
Memory	Up to 64GB 2933Mhz w/ECC options	Up to 128GB 2933Mhz w/ECC options	Up to 128GB 2933MHz w/ECC options
Storage	(2) M.2 SSD, up to 4TB total (1) 2.5”, up to 2TB total	(2) M.2 SSD, up to 4TB total (2) 2.5”, up to 4TB total or (1) 3.5”, up to 4TB total	(2) M.2 SSD, up to 4TB total (4) 2.5”, up to 8TB total or (3) 3.5”, up to 24TB total
AIC Slots	(1) PCIe x8	(1) PCIe x16 (1) PCIe x4	(1) PCIe x16 (1) PCIe x4 open (1) PCI (legacy)

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Next steps

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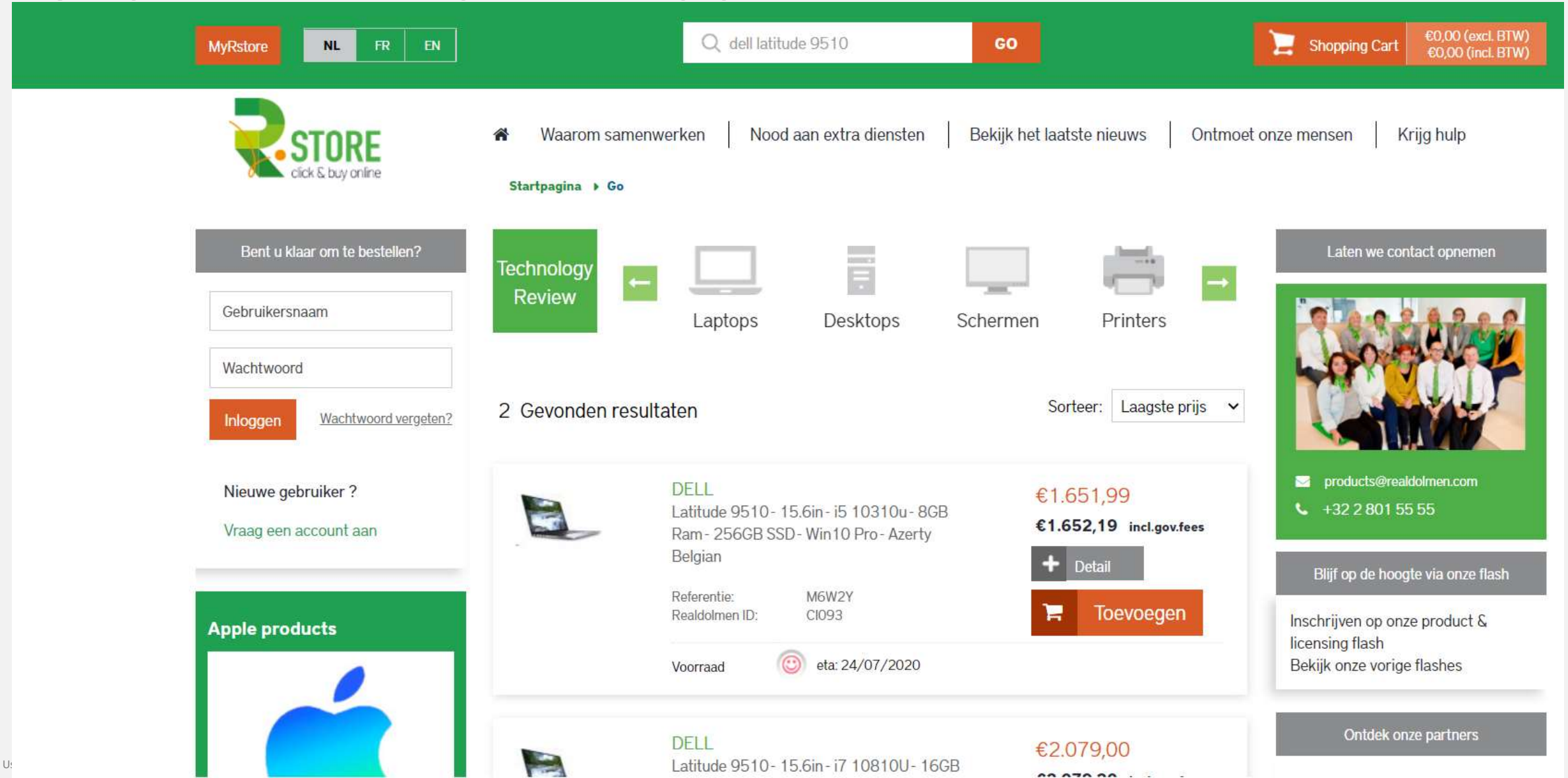
Next steps – Dell devices via Rstore – store.realdolmen.com



Internal Us

Next steps – Volledige ontzorging van uw Dell devices

- Workplace as a service: alles wat uw medewerkers van hun digitale werkplek verwachten:
  - hardware
  - software
  - support

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REALDOLMEN
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DELL

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