

# Morning Update

**Dell's hybrid workplace:  
een visie in de praktijk**



# Kalender morning updates

**20/10**

**Overall helder gehoord en gezien worden: het kan met Poly!**

**21/10**

**Dell's hybrid workplace: een visie in de praktijk**

**26/10**

**Weg met performantieproblemen bij uw thuiswerkers**

**27/10**

**Hybride werken: hoe bepaalt u de ideale werkplek voor uw werknemers?**

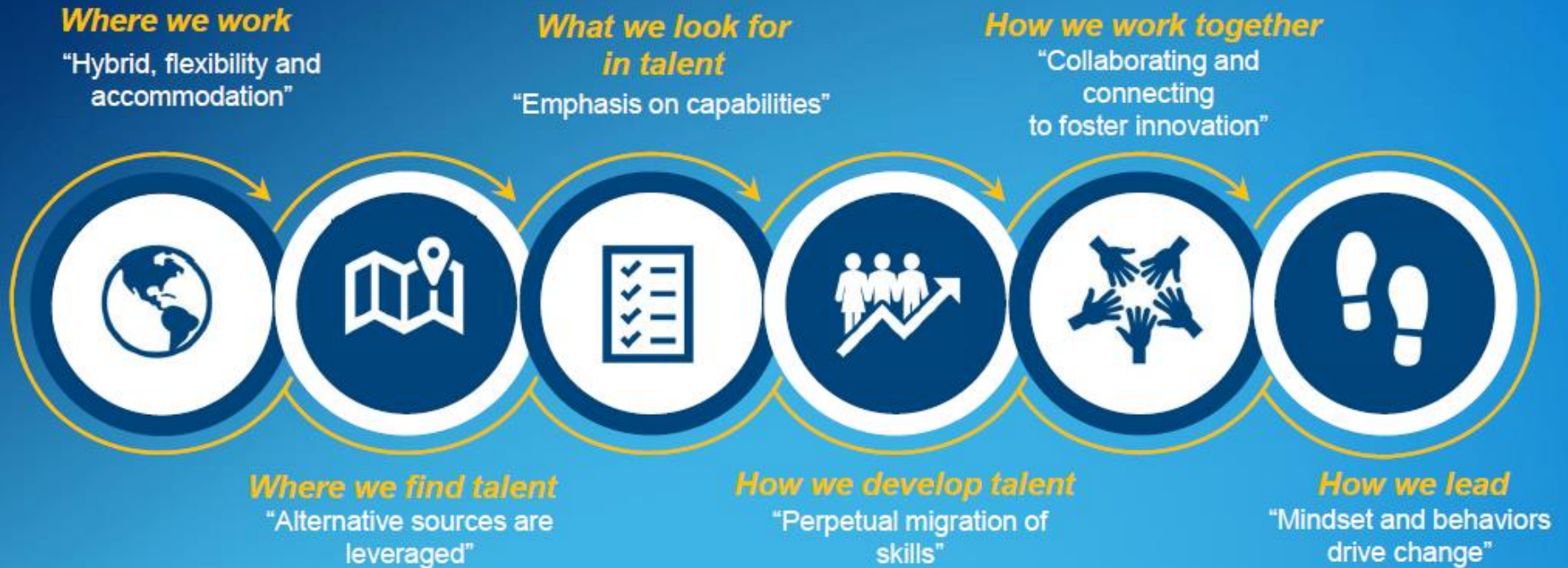
[www.inetum-realdolmen.world/nl/events](http://www.inetum-realdolmen.world/nl/events)

# Agenda

- Dell's vision on Hybrid Working
- The New Remote Work Era: Trends in the Distributed Workforce
- Whitepapers & external resources

# Dell Vision

# Businesses are rethinking how we work



# Defining the future of facilities by providing flexible work options

## Envisioning the future



Flexible & Untethered



Tools, Tech & Services that enhance the TM experience



On Demand spaces for in person & virtual collaboration



Work whenever & wherever you are most productive

## Key call outs

- Redefine work not as a place or time, but an outcome
- Flexible Work will advance our commitment to a culture of:
  - Innovation
  - Opportunity
  - Work/Life balance
  - Inclusion
  - Sustainability
- Better positions us to support customers and partners across the world whenever and wherever needed
- Be the leaders in delivering technology that enables people to do their best work at any time from anywhere

# Customer Feedback



84%

of technology decision-makers surveyed said improving employee productivity is a critical or high priority.



74%

of companies plan to shift to more permanent remote work post-pandemic.



77%

of technology decision-makers surveyed think improving the employee experience is a critical or high priority.

# The future of work is hybrid...

1 **Collaboration and productivity** will be key  
“moments of truth”

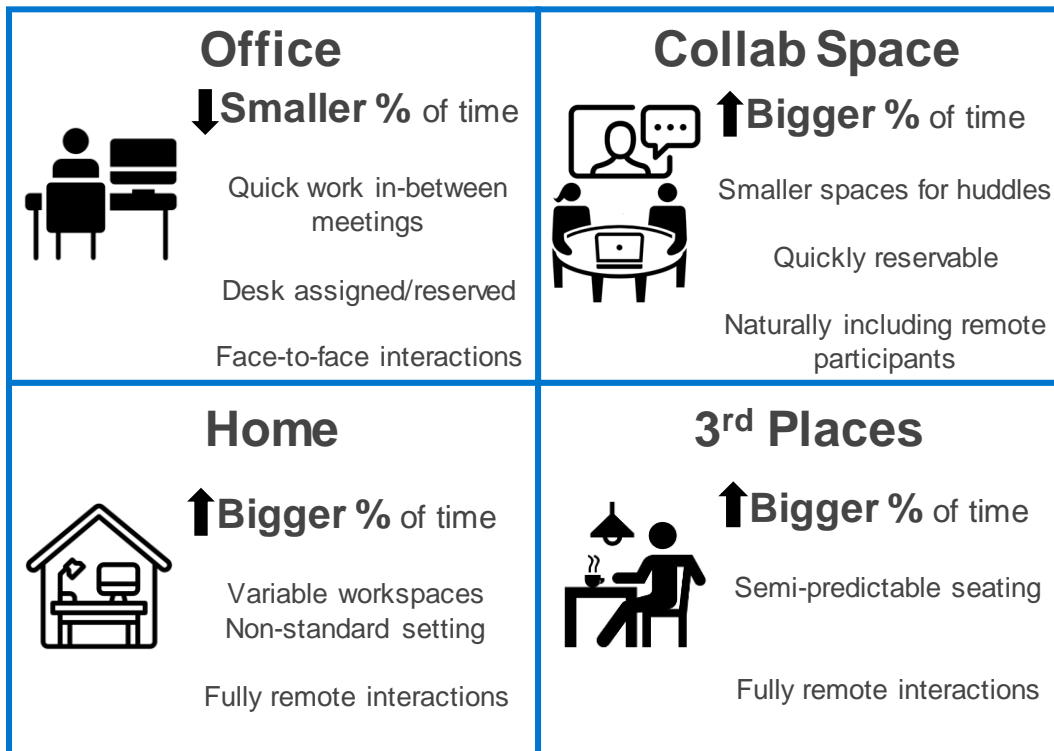
2 Employees will **build their own workspace** while choosing **where and when** to work

3 IT will need to **support, secure and scale** zero-touch solutions without sacrificing experience





# The future workspace is hybrid and dynamic



*Relative time allocations depend on industry, function, country, company culture, team and personal preferences, reliability of each space, etc.*

# Reimagining the Future of Work: Intelligent Offices



# What outcomes does your customer want



## Personalized user experiences:

Dell CSG Portfolio of Products



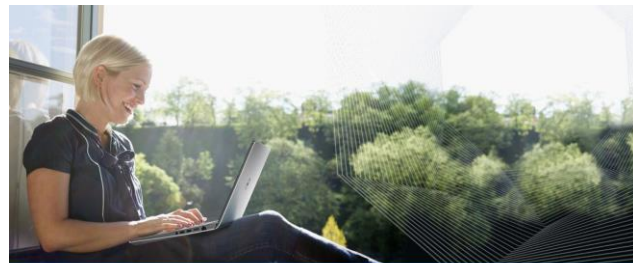
Dell Optimizer, DnCP, Large format monitors



Dell Services - Deployment, Management, Support, PC as a Service



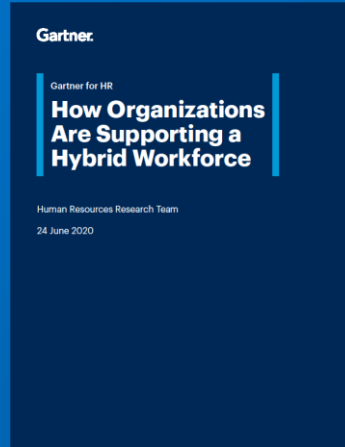
Dell Security Portfolio



WORK AND LEARN FROM ANYWHERE POWERED BY DELL TECHNOLOGIES  
ITDM Sales Card

Dell Technologies

# Dell White Papers & external resources



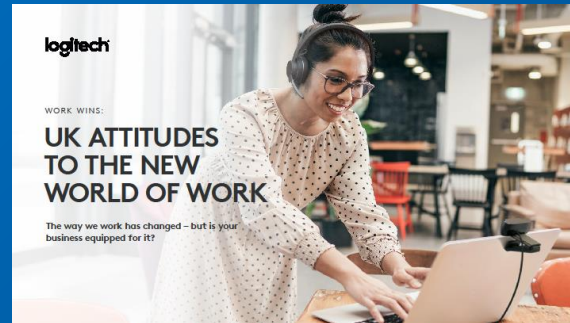
**DELL**Technologies

## The New Remote Work Era: Trends in the Distributed Workforce

A global report analyzing organizational shifts in response to accelerated demands.

**vmware**

**intel.**



**DELL**Technologies

# Hybrid working - Objections

## Fear 1: Productivity will plummet.

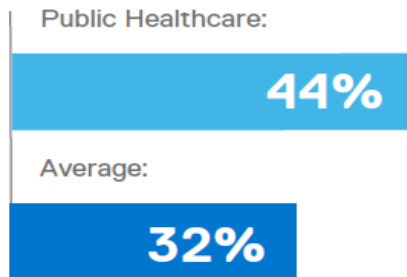
Since going remote, more than two-thirds (**67%**) of respondents have found that productivity has either increased or stayed the same. And high-performing\*\* companies were more likely to say that productivity has increased:†

### EMPLOYEE PRODUCTIVITY HAS INCREASED OR DRASTICALLY INCREASED.



Interestingly, respondents in public healthcare were much more likely than those in any other industry to cite increases in productivity, indicating that the new organizational models for healthcare described in Takeaway 1 are already paying off.

### EMPLOYEE PRODUCTIVITY HAS INCREASED OR DRASTICALLY INCREASED.



# Hybrid working - Objections

## Fear 2: I'll lose touch with my team.

Not only did this fear not materialize, many respondents saw improved relationships with colleagues, perhaps resulting from teams making a more conscious effort to check in.

**76%** say their personal connection with at least some of their colleagues has improved, with **14%** saying their personal connection with all colleagues has improved.

**62%** of respondents say that collaboration has either increased or stayed the same. And high-performing companies\*\* are more likely to say collaboration has increased:†

COLLABORATION WITHIN TEAMS HAS INCREASED OR DRASTICALLY INCREASED.



# Hybrid working - Objections

## Fear 3: Morale will suffer.

**83%** of respondents feel that they've adapted surprisingly well to working remotely. And these numbers hold relatively even when split across age and gender, although women seem to be adapting slightly better than men. Interestingly, people who consider themselves to be introverts and those self-identifying as extroverts also agreed to a relatively even degree.

In addition...



**68%**

say their stress levels have improved



**77%**

say their work-life balance has improved

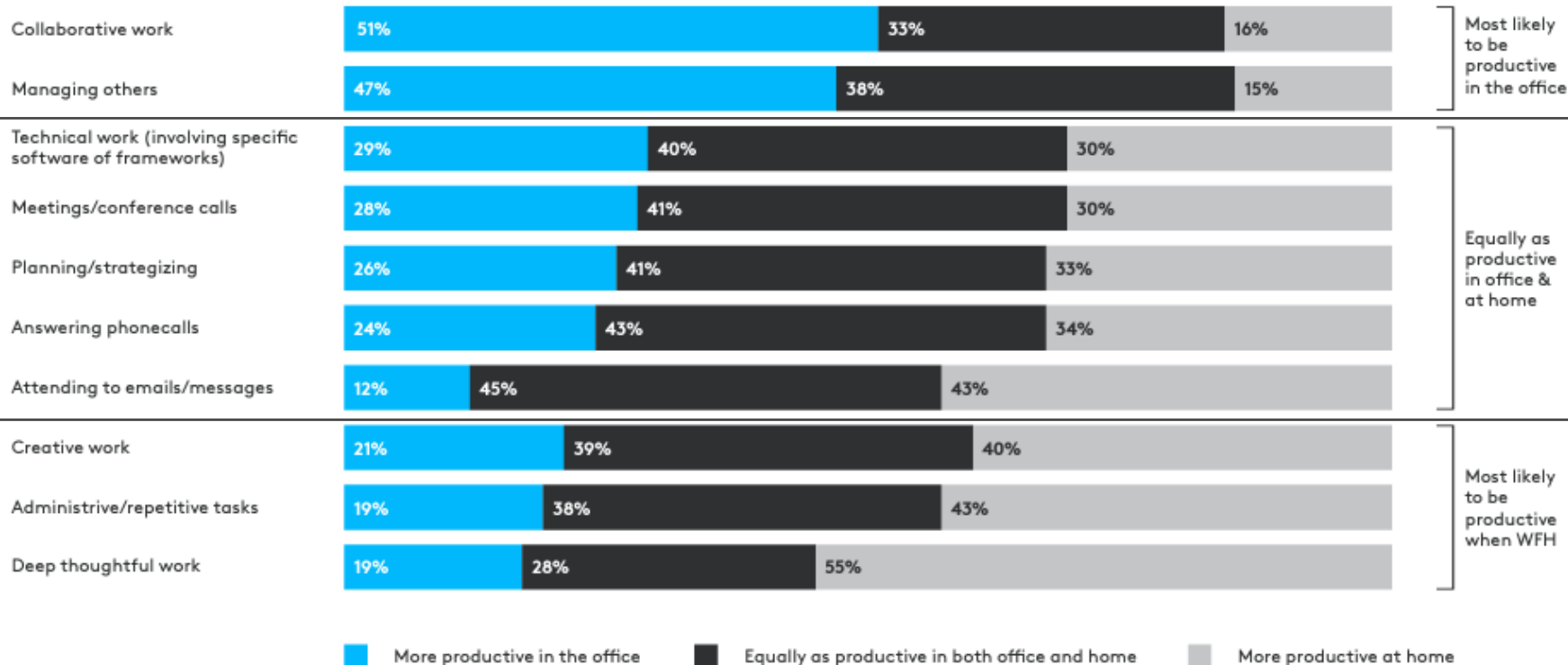


**59**

**minutes a day**

average time saved by working remotely, likely as a result of not have to commute or get ready

# Types of work performed more productively at home vs in the office

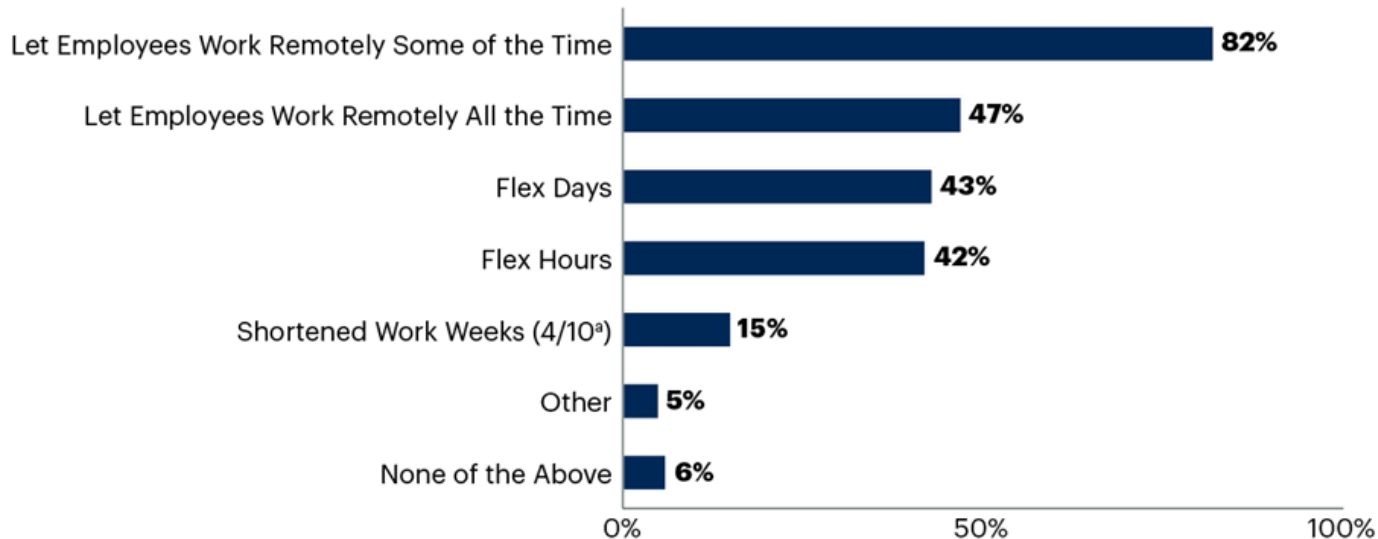




# How Organizations Are Supporting a Hybrid Workforce

**Q: “Are You, or Do You Plan on, Providing Any of the Following Flexibilities to Employees as You Reopen Closed Workplaces?”**

Percentage Selecting; Multiple Responses Allowed



n = 127

Source: Gartner Return to the Workplace Benchmarking Against Your Peers Webinar Poll (5 June 2020)

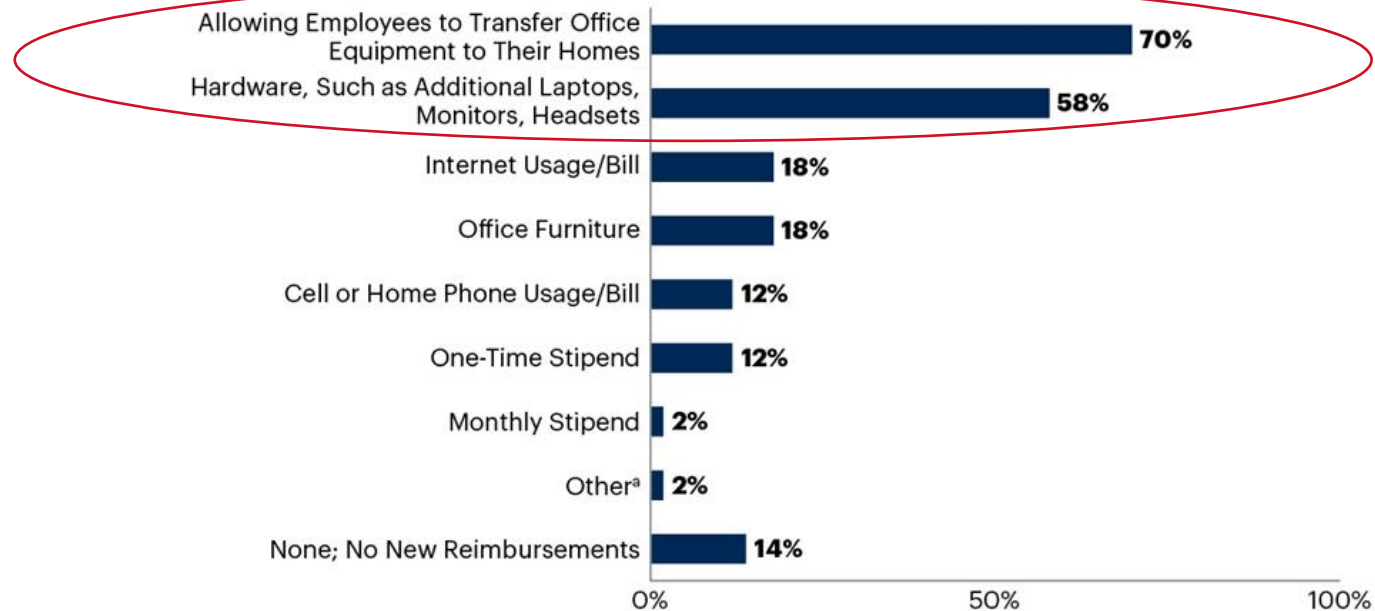
\* Four days a week, 10 hours per day

731040\_C

# How Organizations Are Supporting a Hybrid Workforce

## Q: “What New Equipment or Services Is Your Company Providing for Employees Continuing to Work Remotely?”

Percentage Selecting; Multiple Responses Allowed



n = 120

Source: Gartner Return to the Workplace Benchmarking Against Your Peers Webinar Poll (5 June 2020)

<sup>a</sup> “Other” answers included: ergonomic assessments, office supplies (shipped to home when ordered)

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# User Experience focus areas – the 4Cs

## Connected Technology

Modern user experiences require connectivity to the cloud, and between complementary devices

## Continuous Workflow

Seamless transitions between devices and locations enables the freedom to engage content in any context

## Collaborative Creation

Bridging the digital and the physical to create and share content, and maximize self-expression through natural interactions

## Conscientious Balance

We must care about how our devices are sourced and produced, and about the people who use them

# Hybrid workforce strategies go far beyond remote work



## **Personalized user experiences:**

Workers should have access to modern, intelligent, secure and high-performing PCs that allow them to do their best work from anywhere.



## **Intelligent collaboration:**

Artificial intelligence embedded into devices helps users be more productive by learning and adapting to how they like to work.



## **Flexible options for technology consumption:**

Align technology consumption with business strategy through flexible and as-a-Service delivery models PC lifecycle management that let you automate and simplify how you deploy, secure, manage and support devices to reduce employee downtime and improve IT productivity.



## **A secure digital environment:**

Protect your end-points and organization with built-in security on the hardware while providing options to ensure compliance for data protection, enable continuity and minimize data loss.



## Contacteer ons via:

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- Uw vertrouwde contactpersoon bij Inetum-Realdolmen

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