

# 100 MEGA workshop

**Václav Klouda**

Outside Sales Specialist

**Dell Technologies** | Client Solution Group

Mobile: 00 420 702 221 856

[vaclav\\_klouda@dell.com](mailto:vaclav_klouda@dell.com)

**DELL**Technologies

# Dell Technologies unique End to End portfolio

## Client Solutions & OEM

Precision Rack / Mobile / Tower | Latitude / Latitude 2 in 1 | XPS / XPS 2 in 1 / XPS Tower | OptiPlex Tower / Desktop / Micro / All-in-One / AIO-Ultra | Wyse Thin Clients / Desktop / Mobile / All-in-One

Vostro Mobile / Tower | Chromebook / GB 2 in 1 | Inspiron Mobile / Tower / All-in-One / Gaming | Alienware Mobile / Tower | Monitors

Projectors | Accessories: Docks, Keyboards, Headphones, Bags | Unified Workspace | OEM & Customized Services / Edge IoT Gateways / Embedded Box PCs / Rugged Tablets / Mobile / Server

## vmware

(Selected Primary Products)

- Cloud Foundation™
- vSphere® / ESX®
- vRealize®
- NSX® / NSX Cloud™
- AppDefense™
- vSAN™
- Site Recovery Mgr.™
- vCloud Suite®
- vCloud® NFV™
- Fusion® / Horizon™
- Horizon® FLEX™
- Workspace™ ONE™
- HCX™
- CloudHealth™
- SD-WAN by VeloCloud
- AppDefense™
- Carbon Black Cloud

(Selected Primary Solutions)

- VMware Tanzu
- Pivotal Greenplum®
- Pivotal GemFire®
- Pivotal RabbitMQ®
- Pivotal Spring®
- Pivotal Labs®

### Services

- Consulting Services
- Deployment Services
- Support Services
- Managed Services
- Education Services
- Cloud Services
- Financial Services

## boomi

- Boomi AtomSphere Integration
- Master Data Hub Flow
- API / B2B Mgmt.

### Secureworks

- Managed Security
- AETD Red Cloak™
- Counter Threat Unit™
- Security & Risk Cons.

### virtustream

- Enterprise Cloud
- xStream®
- Viewtrust

## DELL EMC Infrastructure Solutions

### Storage

UNITY XT | SC-Series | PowerVault ME | PowerMax | VMAX | XtremIO | PowerScale | ISILON | ECS | PowerOne | VxBlock | VxRail | PowerFlex | VxRail | Ready Stack

### CI / HCI

PowerOne | VxBlock | VxRail | PowerFlex | VxRail | Ready Stack

### Data Protection

CTA | ML-TL-PV-MD | PowerProtect DD | IDPA | Data Domain | PowerProtect X | IDPA | AVAMAR | DLM

### PowerEdge Server

Towers - Racks - Modular - Extreme - Rugged

### Networking

Data Center - Campus - Branch - Wireless - SD-WAN - SAN - HPC - Infraband - Open Network

### Special Solutions Select Program

OS9 / OS10  
NSX  
CO-UMALLUS  
Pivotal  
big switch  
Open Switch  
ipinfusion  
veloCloud  
VERSA  
RUCKUS

Partner Program / Tech Select / Validated DC

Modular Data Center / Ready Solutions-Bundles-Nodes

### VSCALE

Storage Resource Management Suite  
Storage Analytics  
AppSync  
PowerPath  
VeeamOS (Software Defined Storage)  
Virtual Editions: Data Domain, UNITY, ISILON Edge, CTA  
RecoverPoint for Virtual Machines  
Data Protection Advisor  
Data Protection Suite Enterprise Edition  
Data Protection Suite for Applications  
Data Protection Suite for Archive  
Data Protection Suite for VMware  
Networker / PowerProtect / RecoverPoint / Avamar  
Open Manage Enterprise  
Live Optics  
CloudLink IQMS  
Encryption Enterprise/Personal

Storage - Data Protection - Server - Tools

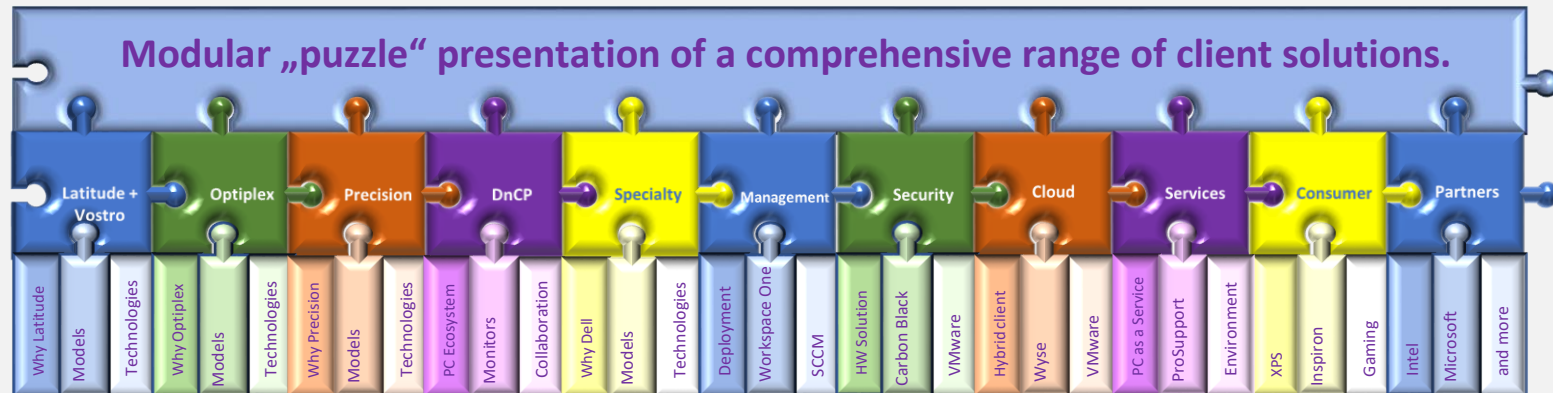
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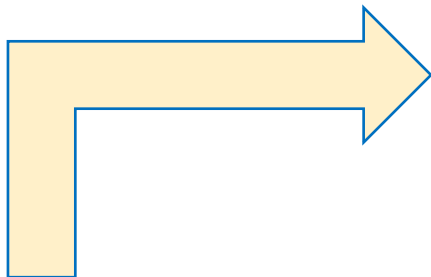
# Dell Technologies Puzzle

Naším cílem je pomoci představit co nejlépe řešení Dell Technologies.

Produkty – Řešení – Technologie



## Prezentace jiným než obvyklým způsobem



### Original ppt slide

LATITUDE  
9420



LATITUDE 9420  
LAPTOP OR 2-IN-1  
12.23" x 8.34" x 0.55" — 2.9 lbs\*  
310.50mm x 212.0mm x 13.94mm — 1.33 kg\*  
16:10 Aspect Ratio

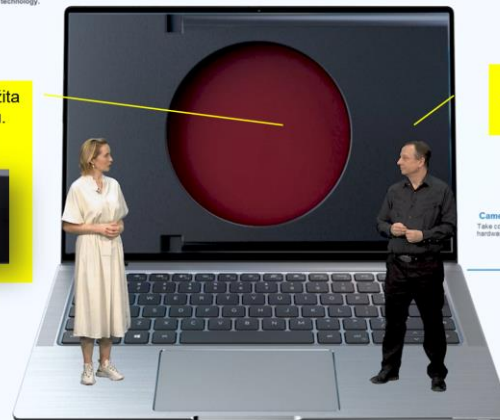
- Express Sign-in 2.0**  
Low power, intelligent vision sensing for a faster login, hands free with Windows Hello and PC locks automatically when user walks away, detecting user face via camera sensing technology.
- Enhanced Camera and Privacy**  
Look great on every video call with integrated low light camera and electro-mechanical camera shutter.
- Noise canceling mics (4)**  
Collaborate confidently directly with no headset needed through microphones, and noise cancellation through adaptive beam forming.
- 2-in-1 configurations**  
Optional 360 degree hinge-up while on laptop screen (monitor up) 77 cm display allows you factor options with single image & BIOS.
- Camera Mute Key**  
Take control of the camera privacy with hardware level camera mute security.
- Broad port options**  
2x USB Type-C, 1x USB Type-A, 1x HDMI 2.0, Audio jack, lock slot.
- Larger Touchpad**  
Boost productivity with larger premium touchpad.
- Industry leading charging**  
Fastest charging in the industry (80% in 30min) with Express Charge 2.0 coupled with 20hr runtime.
- 14.0" Infinity Edge 16:10 display**  
More productivity enabled by 17% more screen with 16:10 aspect ratio coupled with true blue light for eye comfort, Available in FHD and QHD.
- Most Powerful 14"**  
Work at speed of thought with the most powerful 14" PC we have ever made. The thermal architecture has been completely redesigned to deliver up to 25% more sustained power.
- Speakerphone grade audio quality**  
Hear every detail in your meetings with built-in speakerphone quality sound and intelligent tuning for the collaboration apps you use most.
- WiFi 6E & 40/5G options**  
WiFi 6E allows 7 more channels for more bandwidth which provides faster, smoother WiFi, especially in high-density areas.

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## LATITUDE 9420 LAPTOP or 2in1

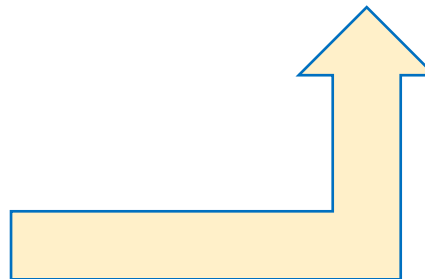
Upravený výsledek

Obrazovka notebook využita pro video ukázky detailů.



Český komentář – prezentace vlastností a uživatelských výhod.

**Camera Mute Key**  
Take control of the camera privacy with hardware level camera mute security.



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# DELL Technologies Solution Centre

TRANSFORMATION  
EXPERTS

DELL  
Technologies



Řešení pro týmovou spolupráci

intel.  
Innovation Built-In

logitech

Windows 10

Modern Device Management

DELL Client Solutions

Intel lab

Microsoft Autopilot

Úvod do managementu  
decentralizované společnosti



Latitude



Optiplex



Precision Workstation

Smart IoT Factory



## The world's most intelligent PCs with Dell Optimizer



#### Express Sign-in 2.0

Low power, intelligent vision sensing for a faster login, hands free with Windows Hello and PC locks automatically when user walks away, detecting user face via camera sensing technology.

#### Enhanced Camera and Privacy

Look great on every video call with integrated low light camera and electromechanical camera shutter



#### Camera Mute Key

Take control of the camera privacy with hardware level camera mute security

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## Nové firemní počítače Latitude

Neuvedeno

50 zhlédnutí • 8. 6. 2021

0 0 Sdílení Uložit ...



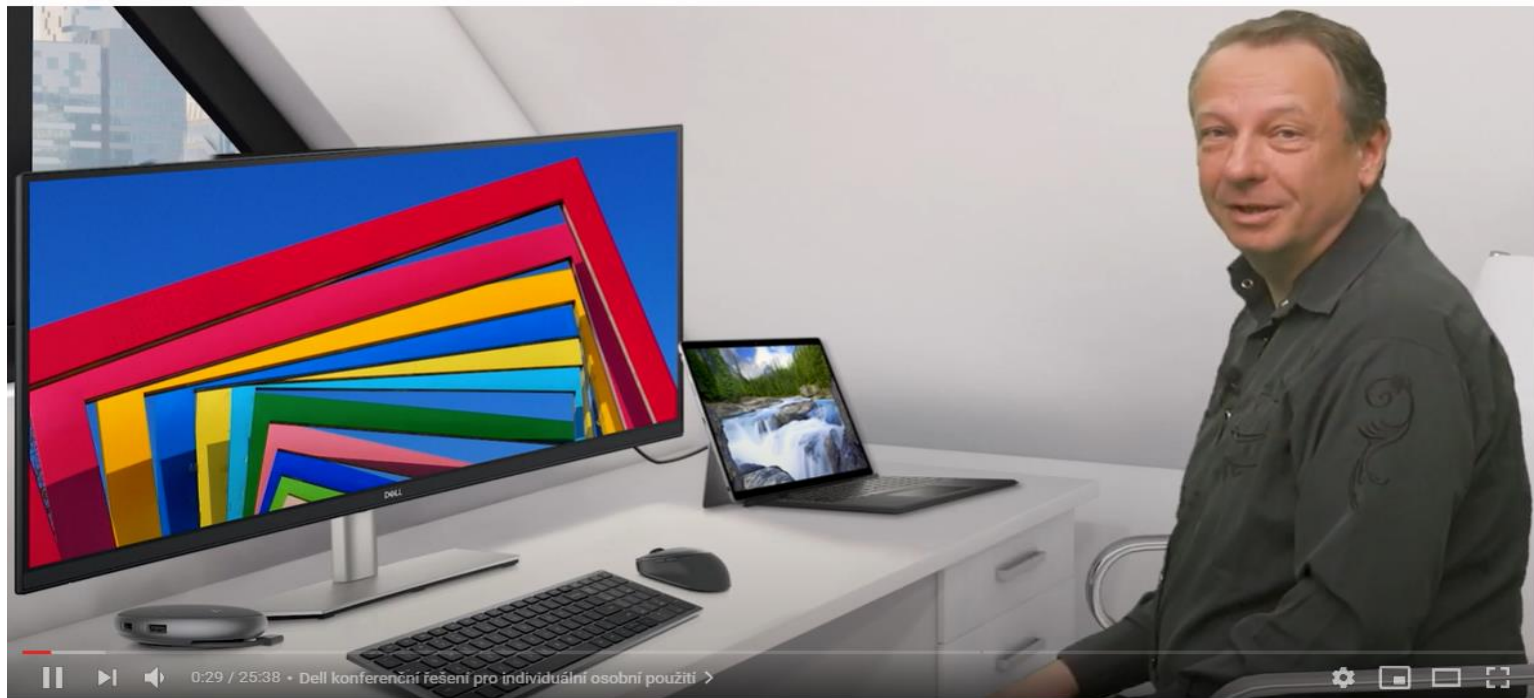
DELL EMC CZ  
107 odběratelů

ODEBÍRAT

04:30 Latitude 9000  
10:54 Latitude 7000  
19:10 Latitude 5000

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## Konferenční monitory pro individuální a týmové použití

Neuvedeno

58 zhlédnutí • 24. 6. 2021

0 0 Sdílení Uložit ...



DELL EMC CZ  
107 odběratelů

- 0:00 Dell konferenční řešení pro individuální osobní použití
- 16:24 Dell konferenční řešení pro zasedací místnosti

ODEBÍRAT



# Dell OptiPlex Commercial Desktops

Versatile form factors ready to work your way new age of intelligence




**Dell OptiPlex**  
Three series. One family.

**3000 Series**  
OptiPlex 3280 All-in-One  
OptiPlex 3080 Tower | SFF | Micro  
Essential business desktops with streamlined performance to drive maximum value.




OptiPlex 3080   OptiPlex 3280AIO   OptiPlex 3080 SFF   OptiPlex 3080 Micro

**5000 Series**  
OptiPlex 5490 All-in-One  
OptiPlex 5090 Tower | SFF | Micro  
Engineered desktops with right-sized configurations.



OptiPlex 5090   OptiPlex 5490AIO   OptiPlex 5090 SFF   OptiPlex 5090 Micro

**7000 Series**  
OptiPlex 7490 All-in-One  
OptiPlex 7090 Tower | SFF | Micro  
Premium, intelligent desktops with ultimate performance & expandability, featuring Intel® vPro™.



OptiPlex 7090   OptiPlex 7490AIO   OptiPlex 7090 SFF   OptiPlex 7090 Micro

2021 Refresh   2021 New Launches

Dell Technologies



**Declutter and design your workplace for your needs**



Configure your OptiPlex Desktops with 19"-27" Dell Displays

Stands are highly versatile with telescopic handles for easy relocation and flexible viewing with easy adjustability.

1. Dell Micro All-in-One Stand | M7316
2. Dell Small Form Factor All-in-One Stand | S0821
3. Dell UltraSharp 24 Monitor | U2421H
4. OptiPlex Micro Vertical Stand
5. OptiPlex Micro DVD-RW Enclosure
6. OptiPlex Micro VESA Mount with Adapter Bracket

Mount Micro behind the monitor to declutter your space.

Power desktop and monitor using one power cord and enjoy easy adjustability features.

Superb performance, vibrant colors with easy and fast connectivity.

Vertically position Micro on the desk for added stability.

Mount system on a wall or under the surface with full optical drive access.

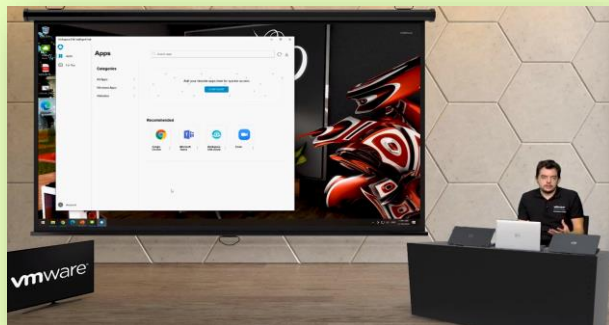
Mount system on a wall or under the desk.

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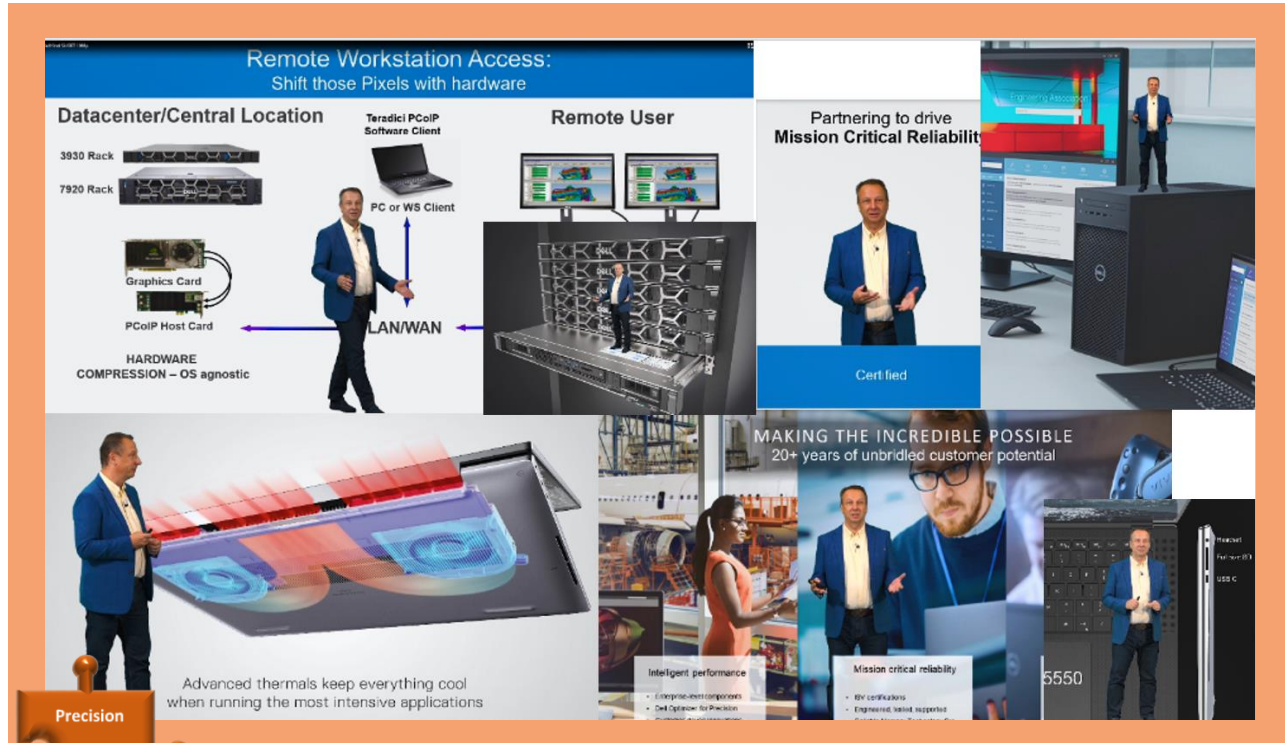


# VMware Workspace One

Modern Unified Device Management part of the Unified Workspace



## Over 20 years of workstation innovation



# Intel Tiger Lake

Do More of What Matters to You with an 11th Gen Intel® Core™ Processor

**EXPERIMENT TIME**

greater than **20%** CPU performance improvement

**2X** graphics performance

**new** memory controller

**Thunderbolt™ 4**

**5X** better AI performance

**PCIe Gen 4**

**Intel**

**Intel**

**Full Workflow 2X Faster**

Processor	Specs	Time
Ryzen 7 4800U	8C/16T up to 4.2GHz	2 MIN 42 SEC
Core i7-1185G7	4C/8T up to 4.8GHz	1 MIN 22 SEC

**HERCULES CYCLE**



# Latitude & Commercial Mobile Products

Latitude: The world's most intelligent PCs with the built-in AI of Dell Optimizer\*



## 3000 Series



MODERN DESIGN FOR  
ANY BUSINESS



## 5000 Series



BUILT FOR  
SCALABILITY &  
FLEXIBILITY



## 7000 Series



SMALL DESIGN,  
PREMIUM  
PERFORMANCE



## 9000 Series



INNOVATION MEETS  
ULTRA-PREMIUM  
DESIGN



## Precision



CREATE WITHOUT  
LIMITS



## XPS



ULTRA-PREMIUM  
DESIGN WITH  
UNCOMPROMISED  
MOBILITY



## Vostro



BUILT FOR SMALL  
BUSINESS

# Vostro Built for business.



# Vostro Portfolio

## ESSENTIAL



### 3000 Series Desktops

Reliable and expandable space-saving desktop, available in mini tower and small form factor.



### 3000 Series Notebooks

Entry-level laptops with essential productivity features designed to keep workdays running smoothly.



### 5000 Series Desktop

Performance desktop with expandability options designed for small businesses who need great graphics and ample storage solutions.



### 5000 Series Notebooks

Thin and light laptops with upgraded productivity and security features for small businesses.



### 7000 Series Notebooks

Laptops for business professionals who prioritize performance & power for demanding business applications.

# 1 A GLOBAL PANDEMIC



People purchased computers  
for their home offices

## 2 A WAR BETWEEN SUPERPOWERS



Then there's  
politics

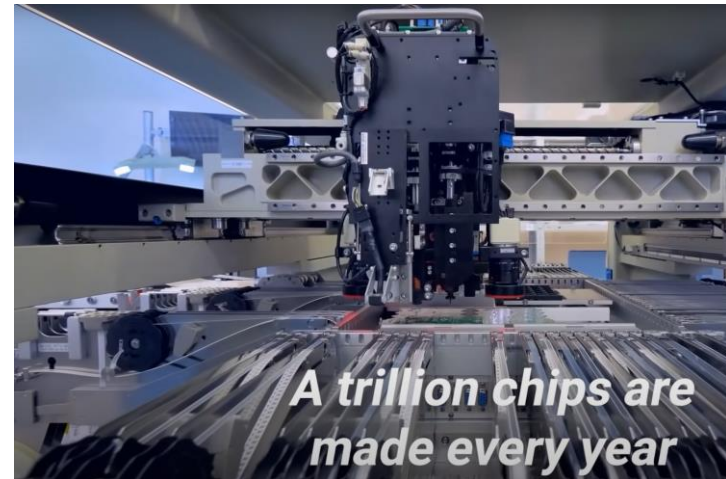
## 3 RELENTLESS DROUGHT AND FIRE

63,000  
TONS OF WATER  
A DAY

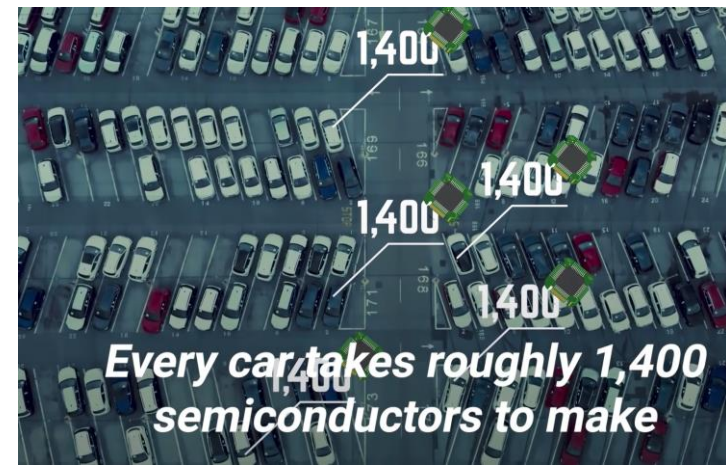
## 4 THE REAL-WORLD CONSEQUENCES

202~~2~~3

you may have to  
wait until 2023



A trillion chips are  
made every year



Every car takes roughly 1,400  
semiconductors to make



# OPTIPLEX

## Three series. One family



### 7000 Series

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

### 5000 Series

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Mainstream, intelligent desktops with right-sized performance & configurations

### 3000 Series

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Essential business desktops with streamlined performance to drive maximum value



ARRIVING Q3 2021 RTS: 10/4 RTO: 10/5

## OptiPlex 3090

Business desktops providing value with essential performance & manageability



### Cost-effective, flexible form factors

- + Built with Q470 chipset and 10th gen Intel® Core™ CML-S and CML-S Refresh processors (Celeron – i5 65W) for MTE/SFF (Celeron – i7 35W) for MFF
- + Supports up to 64GB DDR4 memory (32GB DIMMS)
- + Up to 4TB HDD and 1TB SSD for MTE/SFF
- + Up to 2TB HDD and 2TB SSD for MFF
- + Discrete graphics RX640, GT730, Radeon 540, Radeon 550
- + Two native display ports with optional VGA, HDMI 2.0, or 3rd DP
- + D10 260W Bronze and D10 260W Platinum for MTE
- + D10 200W Bronze and D10 200W Platinum for SFF
- + 65W adapter for MFF
- + Qualcomm 2x2, Intel Wi-fi 6 AX201 2x2, Intel 9462 1x1 (PRTS)
- + Windows 11 Pro, Windows 11 Pro downgrade, Windows 11 Home, Ubuntu, Kylin (PRTS), CMGE (PRTS)
- + Global Standard Platform with Energy Star and EPEAT Gold on select configurations
- + Custom dust filters, cable covers small form factor mount and new micro desktop mounts provide a secure, clutter-free workspace

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# Cheetah MLK features and ID

New bezel leveraging existing Cheetah design, but with port fillers <sup>1</sup>

- Cheetah MLK MFF will lose 1 USB port to 1+4 vs 2+4 on predecessor <sup>2</sup>
- Port layout on SFF and MT will change to 2+6 vs 4+4 on predecessor



# Cheetah MLK features and ID

Cheetah MLK MFF will remain with 4 USB ports at the rear <sup>1</sup>

Cheetah MTE/ SFF will now have 6 USB ports at the rear <sup>2</sup>

Video ports will change to DPx2 vs DP + HDMI on predecessor for all FF <sup>3</sup>





# 3080 Transition Paths



## **MFF/SFF/Tower:**

- + Q470 chipset
- + 2 native DP (- HDMI)
- + New Intel AX201 Wireless
- + Offering Windows 11

## **MFF**

- Losing 1 USB 3.2 port at front

## **SFF/Tower:**

- 2 USB ports at front vs 4 on 3080
- 6 USB at rear vs 4 on 3080

## **MFF/SFF/Tower:**

- + Q570 chipset
- + New Intel AX201 Wireless
- + Type C port
- + Dell optimizer
- + ISM
- + TCO
- + RKL processors

## **SFF/Tower:**

- + i7
- + 128GB memory
- + SD card reader
- + 10 USB ports vs 8 on 3080

# Clean Desk Solutions *for Micro*

## Optimize desk space with a :behind- the-monitor setup

Dell Micro All-in-One  
Stand - MFS18



This fully adjustable stand securely houses your Micro and supports VESA compatible monitors up to 12.6lbs in weight.

It's the best option for most workspaces. The telescopic handle also makes it a practical option for workspaces where mobility is needed.

OptiPlex Micro AIO Mount  
for E Series Monitors



This mount is designed to mount your Micro to the back of a Dell E-Series monitor.

Useful for workspaces which already have Dell E-series monitors.

Dell Single Monitor Arm -  
MSA20 + OptiPlex Micro Dual  
VESA Mount



Mount your Micro between a monitor and an arm using the Dual VESA Mount. The mount also comes with an enclosure to house power adapter. MSA20 supports a total weight of 22lb.

Provides ultimate adjustability and the best experience when used with a touch monitor in workspaces such as a kiosk or a retail endpoint.

## wall mount/under-the-desk mount

OptiPlex Micro VESA  
Mount with Adapter  
Bracket



Mount your Micro and its power adapter to a wall or under the desk for greater port accessibility.

Great for wall-mounting in meeting rooms or for community messaging.

OptiPlex Micro  
DVD+/-RW  
Enclosure



This mount comes with all the features of the Micro VESA Mount while also including a DVD Drive.

Ideal for shared workspaces which benefit from having a DVD Drive such as libraries, lecture halls & media labs.

## vertical mount

OptiPlex Micro Vertical  
Stand



Reduce footprint by securely mounting Micro in an upright position.

A practical option where desk space is not severely limited.

# Essential Productivity/Collaboration Solutions *for Micro*

## Enjoy a comfortable viewing experience

Dell 24 Monitor - P2422H  
Dell 27 Monitor - P2722H



This monitor optimizes eye comfort with ComfortView and offers great adjustability (pivot, tilt, swivel, adjust height). The three-sized ultrathin bezel makes it great for multi-monitor use.

A dual monitor setup is useful for task workers in any workspace who spend a lot of time multitasking, window switching, and doing data comparisons.

## Reduce cable clutter

Wireless Keyboard and Mouse



Dell Premier Multi-Device Wireless KM  
| KM7321W



Dell Pro Wireless KM | KM5221

Enhance your everyday productivity with a quiet full size keyboard and mouse combo that offers programmable shortcuts and 36 months battery life.

Useful at home or individual workplaces where security is not a concern. Provides added mobility at home while using your fixed system.

## Experience exceptional audio quality in conference calls

Dell Pro Wired Headset – WH3022



Wired Headset for the Office Communicator. Reliable, high quality calls all day, with MS Teams certification and passive noise cancellation.

Great for home and office workers in open spaces who prefer having conference calls with a headset.

Dell Slim Soundbar – SB521A



Optimize your conference calls and multimedia streaming with this stereo soundbar. An included mount offers easy attachment to the monitor.

Perfect for scenarios where desk space is limited. Also works great in small huddle rooms for conferencing.

## Collaborate

Dell UltraSharp Webcam – WB7022



Provides experience with the best image quality in its class with the world's most intelligent 4K webcam.

Ideal for personal space, desk centric use case scenarios for immersive collaboration.

## Q3CY21-Q2CY22 Commercial Roadmaps

3QCY21			4QCY21		
Jul	Aug	Sep	Oct	Nov	Dec

### Jul

Dell 22 Monitor | E2222HS

Dell 24 Monitor | E2422H/HN/HS  
(GC only)

Dell 27 Monitor | E2722H/HS  
(GC only)

### Aug

Dell 14 Portable Monitor | C1422H

### Sep

Dell 24 Monitor | E2422H/HN/HS  
(RoW)

Dell 27 Monitor | E2722H/HS  
(RoW)

### Oct

### Nov

Dell 22 Monitor | E2222H

### Dec







# Dell 14 Portable Monitor C1422H

Your portable mobile companion



## Dual screen productivity anywhere

- + This 14" FHD portable monitor is the perfect laptop companion weighing **less than a pound and a half** and measuring **less than a quarter inch thick at its slimmest**.
- + This reliable display includes a **protective sleeve** and **3 Year Advanced Exchange Service**.

## Convenience on the go

- + Efficient plug and play with **USB-C connectivity**.
- + Seamless connectivity on the go with a soft, flexible USB-C wire designed to travel and fit in any bag.
- + **Power pass through** convenience.

## Collaboration and comfort

- + Collaboration anywhere with a 14" monitor that enables **easy sharing** and **presenting**.
- + **Continuous tilt stand** that can bend 10° – 90°.
- + Optimize eye comfort with **ComfortView**.

# Pracovní místo je pořád v jedné organizaci, ale již ne jen na jedné adrese.



Personalized hardware



Device management



Day one productivity

## End-user **experience** continues to be a top priority.

Productivity on first boot  
with the right device

Security that doesn't impede the  
ability to work from anywhere

Digital workspace with seamless  
access across all devices and apps

Disruption-free day and  
minimal interaction with IT

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**Vítejte  
v Dell Technologies**

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**intel.**  
Innovation Built-In  
**Windows 10 Pro**  
Work with the power of nature

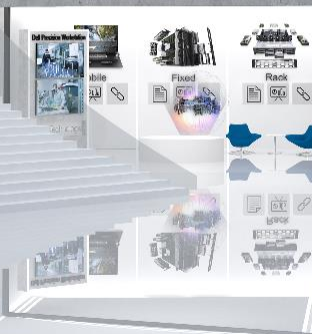
Modern Device Management

DELL Client Solutions

Intel lab

Precision Workstation

Smart IoT Factory



Precision Workstation

Smart IoT Factory