

DELLTechnologies
PARTNER PROGRAM

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Designed for Excellence

Commercial Client Solutions Portfolio

March – April 2026

INDIA

intel®



AI-enabled computing

Engineered for the future of work

Today's workplace demands speed, intelligence, and seamless connectivity. At Dell Technologies, we deliver AI-ready devices and solutions that boost productivity, strengthen collaboration, and enable innovation.

We are committed to enabling organizations to be ready for an AI-driven future.



Smarter Tools

Boost performance across every workspace



Smarter Teams

Fuel innovation and amplify your team's expertise



Smarter Workflows

Be future-ready with speed, precision, and insight



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Why Choose Dell?

Engineering smart solutions for businesses

At Dell Technologies, we **engineer smart solutions that help you grow your business.** With a broad, trusted portfolio and global scale, we give partners **proven technology, strong demand generation, and dedicated enablement** so you can win more deals and deliver more value to your customers.

Shaping the future of work with AI



Enable teams to **achieve more**



Driving progress towards **sustainability**



Simplify IT operations and **protect critical data**



Optimize your investment with **flexible payment plans**



Leading market positions and a unique operating model generate consistent growth and significant value creation



Dell AI PCs

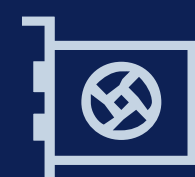
Engineered for next-gen efficiency



Powered by Intel® Core™ Ultra processors, Dell AI PCs deliver exceptional battery life, performance, and display capabilities, helping you stay productive throughout the day.

Equipped with built-in AI accelerators through Neural Processing Units (NPUs) or discrete Graphics Processing Units (dGPUs), Dell AI PCs provide advanced compute power, enabling AI workloads to run efficiently without requiring an internet connection.

Optimized engines for every workload



Discover vibrant colours and sharp details with a 16:10 QHD+, OLED, or Tandem OLED display



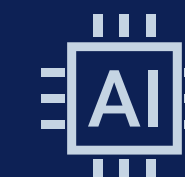
Safeguard your system with advanced security provided by Intel vPro®



Rigorous military-grade testing and are crafted with high-quality and durable materials



Protect yourself against evolving threats with Windows 11



Run multiple AI tasks with on-device AI experiences like Copilot+



Building on Innovation. Scaling with Intelligence.

Redefine what's possible with Dell Pro and Intel® Core™ Ultra

Lunar Lake

Powered by Intel® Core™ Ultra Processors (Series 2) and Intel vPro®, these PCs deliver smooth performance, built-in AI, and easy tech upgrades.

Arrow Lake

With Intel® Core™ Ultra and Intel vPro®, businesses get smarter performance, stronger security, and simpler device management.



Business Experience

- Performance, Battery & Connectivity
- AI Experiences & ISV Enablement
- Application/Hardware Compatibility
- Stable Drivers & Firmware
- Vast Design Choices



More Secure

- #1 Security Assurance¹
- Reduce the Attack Surface
- Deep Intel Security Integration in Windows 11
- Offload Security Scanning to XPU



Easy to Manage

- Remote Management
- Ease of Use with Modern Tools
- ISV/OEM Integration into Existing Infrastructure and IT Processes

Source: Ranked No. 1 on Forbes' 2023 'America's Most Cybersecure Companies' list and recognized by ABI Research for Product Security Assurance





Powering smarter work with AI PCs

Reimagine your customer's workstyle with AI

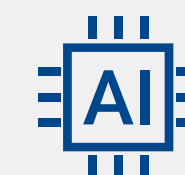
We are entering a new phase in the evolution of personal computing, accelerated by the power of artificial intelligence.

Across industries, AI is driving higher productivity, strengthening security, and enabling more intelligent, personalized user experiences. Our AI PC portfolio helps your customers adopt AI-led innovation with future-ready devices that support varied workstyles and deliver a lasting competitive edge.



The AI PC evolution

AI PCs are redefining modern computing by integrating powerful NPU and GPU architectures with on-device AI processing, enabling accelerated performance, intelligent responsiveness, and enhanced security.



AI use cases

Real-world use cases across industries and user profiles demonstrate how AI PCs are enabling businesses to stay agile, productive, and competitive in today's rapidly evolving digital landscape.



Dell AI solutions

Dell AI solutions are powering real-time transformation, boosting efficiency, streamlining operations, and preparing businesses to scale for the future.



PCs for any workstyle in the AI era



Dell

Designed for learning, productivity, and entertainment

AI-enhanced performance that adapts to your workload

Crisp visuals paired with immersive audio

Fast start-up with smooth, seamless multitasking



Dell Pro

Built for high-performance productivity

Integrated AI enables intelligent, responsive performance

Effortless collaboration with advanced smart touchpad controls

Immersive visuals powered by Tandem OLED display



Dell Pro Max

Enterprise-grade security you can trust

Seamlessly handle compute-intensive workloads

Up to 36% faster than before¹

¹Based on internal evaluation of the new Dell Pro Max 14 and the previous generation, Precision 3490. February 2025





Dell Pro Essential

The newest entries to the Dell Pro lineup

Laptops

Built to drive business productivity

Commercial-grade laptops with core security and manageability capabilities designed to accelerate everyday work.

Advanced collaboration tools for teamwork

Long-lasting battery and high-performance capabilities

Military-standard testing for superior reliability and durability



Desktops

Power you can rely on

Designed to provide reliable performance, helping your business stay productive every day.

Seamlessly multitask across multiple applications

Secure your data with Trusted Platform Module (TPM) 2.0

Support up to four FHD displays via DisplayPort™





Dell Pro 14 PC14250

Essential productivity in a new design

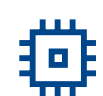
Thin, polished, and durable

Stay connected, all day long

16:10 display with reduced bezels



MOC: INDDPC5225U8512U3Y-SQ4



Intel® Core™ Ultra 5 225U (12TOPS)



8GB DDR5 5600MT/s



Magnetite colour



512GB SSD Storage



3 Cell Battery @ 45WH



EcoLoop Backpack - CP3724



3 Yrs Onsite Warranty

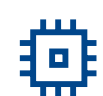


Ubuntu OS



14", Non-Touch, FHD+, IPS, 300 nits Display with Camera

MOC: INDDPC5225U8512W3Y-SQ4



Intel® Core™ Ultra 5 225U (12TOPS)



8GB DDR5 5600MT/s



Magnetite colour



512GB SSD Storage



3 Cell Battery @ 45WH



EcoLoop Backpack - CP3724



3 Yrs Onsite Warranty



Windows 11 PRO OS



14", Non-Touch, FHD+, IPS, 300 nits Display with Camera



This product is also available under RISE Hero Offers

Please reach out to your authorized distributors for more information on these products.



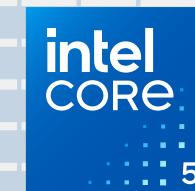
Dell Pro 14 Essential PV14250

Built for everyday business mobility

Lightweight design for effortless portability

Reliable battery performance

Undergoes rigorous military-grade



MOC: INDDPE14PVBC3U85121YR-SQ4

| | | | |
|---------------------------|--------------------|--|------------------------|
| Intel® Core™ 3 100U | 8GB DDR5 5200 MT/s | Standard Keyboard | 3-Cell Battery, 41WHr |
| EcoLoop Backpack - CP3724 | Ubuntu OS | Carbon Black Colour | 1 Year Onsite Warranty |
| 512 GB M.2 PCIe NVMe SSD | WIFI + BT | 14", Non-Touch, FHD+, IPS, WVA, Anti-Glare, 300 nits with Webcam | |

MOC: INDDPE14C5U8512NB3Y-SQ3 / INDDPE14C5W85123YN-SQ3 / INDDPE14C5U85123YN-SQ3

| | | | |
|---------------------------|-------------------|--|-------------------------|
| Intel® Core™ 5 120U | 8GB DDR5 5200MT/s | Backlit Copilot keyboard | 4-Cell Battery, 54WHr |
| EcoLoop Backpack - CP3724 | Ubuntu OS | Carbon Black Colour | 3 Years Onsite Warranty |
| 512 GB M.1 PCI3 NVMe SSD | WIFI + BT | 14", Non-Touch, FHD+, IPS, WVA, Anti-Glare, 300 nits with Webcam | |

MOC: INDDPE14C5P8512NB3Y-SQ3

| | | | |
|---------------------------|-----------------------|--|----------------------------|
| Intel® Core™ 5 120U | 8GB DDR5 5200MT/s | Carbon Black Colour | Windows 11 Professional OS |
| EcoLoop Backpack - CP3724 | 4-Cell Battery, 54WHr | 3 Years Onsite Warranty | 512 GB M.1 PCI3 NVMe SSD |
| Backlit Copilot keyboard | WIFI + BT | 14", Non-Touch, FHD+, IPS, WVA, Anti-Glare, 300 nits with Webcam | |

This product is also available under RISE Hero Offers

Please reach out to your authorized distributors for more information on these products.



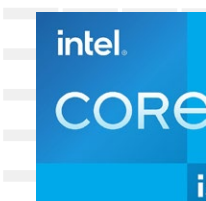
Dell Pro 15 Essential PV15260

Reliable performance for daily work

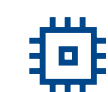
Business-grade security to protect critical data

Powered by AI noise reduction

Get ultimate visual clarity in calls



MOC: INDDPE15PV15250C38U1-S1



Intel® Core™
3 100 U



1x8GB, DDR5,
4400MT/S



Carbon Black



512 GB M.2



3 Cell Battery
@ 41WHr



Non Backlit keyboard
with Num Pad



EcoLoop Back
pack - CP3724



1 Yr Onsite
Warranty



Ubuntu



WIFI + BT



15.6 inch FHD
(1920 x 1080) 250NITS

INDDPE15PVBCi5U85123YR-SQ4



Intel® Core™
i5 1334U



1x8GB, DDR5,
4400MT/s



Carbon Black



512 GB M.2



3 Cell Battery
@ 41WHr



Back Lit Keyboard
+ Num Pad



EcoLoop Backpack
- CP3724



3 yr Onsite
Warranty



Ubuntu



WIFI + BT



15.6 inch FHD (1920 x
1080)250 nit

This product is also available under RISE Hero Offers

Please reach out to your authorized distributors for more information on these products.



Precision 3680

Engineered for high-performance computing



High-performance scalability for demanding workflows

Built for reliability in critical work environments

Optimized for AI-driven productivity and multitasking

MOC: INDFWS3680I7U8IG-Q4



Intel® Core™ i7 processor 14700



Ubuntu



3Y NBD



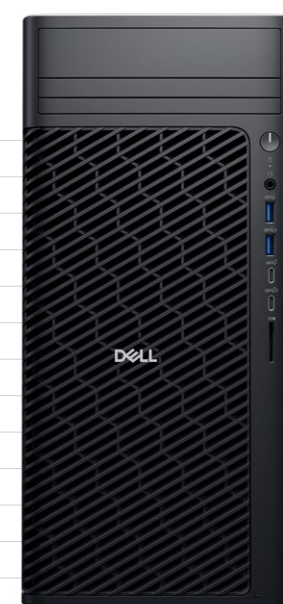
512GB SSD



8GB

This product is also available under RISE Hero Offers

Please reach out to your authorized distributors for more information on these products.





Dell Desk Solutions

Dell Pro and UltraSharp Monitors

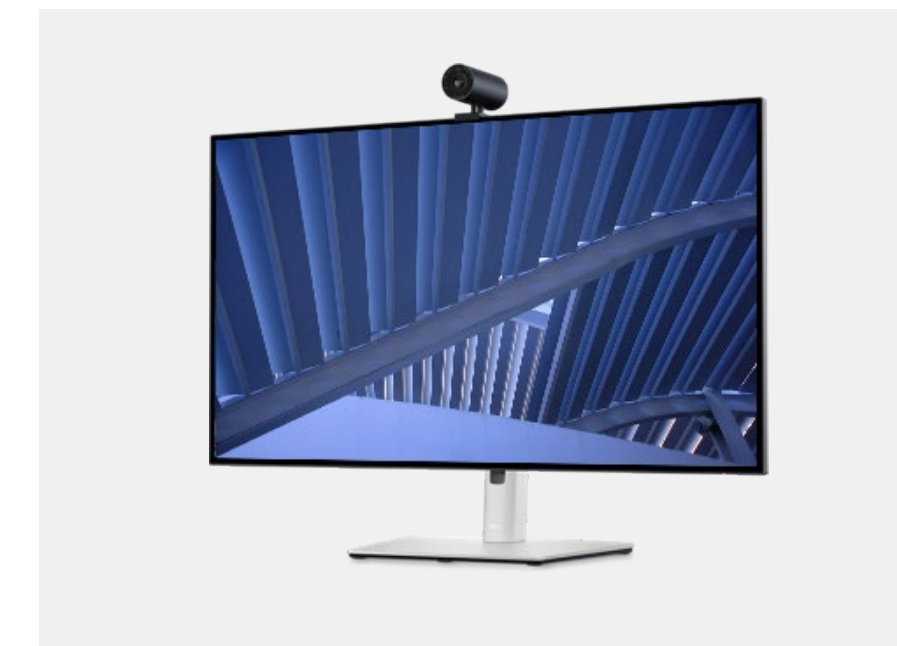
Designed for the modern workplace, these devices offer flexible form factors and robust connectivity options to enhance productivity, keep teams connected, and enable seamless collaboration.

Dell Monitors are #1 Worldwide for 11 years!*

Dell Ultrasharp

Design-led monitors powered by advanced technology, delivering exceptional color accuracy and industry-leading eye comfort.

Dell UltraSharp, 27/32 4K | Thunderbolt Hub



Dell Pro Plus

Monitors designed to deliver stronger performance, seamless connectivity, and enhanced collaboration.

Dell Pro 14 Plus | Dell Pro 24/27/32/34 Plus
Dell Pro 75 Plus



Dell Pro

Reliable, business-ready monitors designed for seamless PC connectivity and everyday productivity.

Pro 24/27/32/34 Plus | Dell Pro 75 Plus
Dell Pro 22/24/27 | Dell Pro 22/24 Adjustable Stand



*CLM-013633, Source: IDC Worldwide Quarterly PC Monitor Tracker, Q3 2025. From 2014 to 2024. Excludes Alienware & gaming monitors.



Unified peripheral management solutions

Manage a wide range of PC accessories, locally or remotely, through a single application.



For end users

Dell Displays & Peripheral Manager

- A single application to manage and personalize your entire workspace
- Dell Display and Peripheral Manager (DDPM) empowers both end users and IT teams to easily manage Dell displays and PC accessories, improving productivity, enhancing user experience, and simplifying control through an intuitive interface
- Dell is the only provider offering a single application to manage and customize the widest range of PC accessories

For IT decision makers

Dell Device Management Console

- A centralized console designed to simplify large-scale Dell client device management
- Enhance IT operations with fleet-wide peripheral deployment, secure firmware updates, and actionable lifecycle insights, all delivered through a centralized management console and Microsoft Intune integration
- Only Dell delivers an end-to-end platform for managing AI PCs and peripherals, integrated with Microsoft Intune and Azure for secure, scalable control



Dell PC Accessories

End-to-end accessory solutions designed to enhance Dell PCs, improve productivity, and support AI-driven work.



Manage Your Entire PC Ecosystem: Onsite or Remotely

Dell is the only provider offering a single, unified application to manage and customize the widest range of PC accessories, supporting both end users and IT decision-makers with an industry-first holistic AI PC and peripheral management solution.¹⁰



Keyboards, Mice, Active Pens

Industry-leading battery life of up to 36⁷ months on Dell wireless keyboards, with advanced drop-in-box deployment options.



Power

Dell leads the industry in sustainability with power adapters made using up to 98% recycled aluminum.¹¹



Bags, Cables & Travel Hubs

Work from anywhere with Dell's compact and lightweight 7-in-1 connectivity adapter¹, along with Dell Pro Plus EcoLoop backpacks made with up to 30% more recycled materials than previous generations.⁶



Audio

Connect and collaborate with Dell's extensive portfolio of AI-enabled⁸ headsets, offering long-lasting battery life at 80 hours of listening time.⁹



Webcams

Dell webcams offer industry-leading image quality and resolution, delivering superior visual clarity compared to competing products.²



PC Upgrades and Spare Parts

Extend the lifespan of your PCs with Dell spare parts and upgrade options, enhancing performance across memory, graphics, and storage.



Dell Pro Docks

Dell Pro Docks are among the industry's most manageable commercial docks³, featuring the highest proportion of post-consumer recycled plastic in their category, up to 65%.⁴



Arms & Stands


Dell's exclusive Quick Release technology enables effortless monitor attachment and removal, simplifying setup, especially for multi-monitor environments.




ProSupport

| | Basic | ProSupport | ProSupport Plus | ProSupport Flex |
|---|---------------------|------------|--------------------|-----------------|
| Self-healing automations via SupportAssist AI technology | | | | |
| Library of Dell-authored scripts to automate tasks and remediate issues | | | ✓ | ✓ |
| Automated PC optimizations | | | ✓ | ✓ |
| Custom catalogs for remote BIOS, driver and firmware updates | | | ✓ | ✓ |
| Proactive monitoring via SupportAssist AI technology | | | | |
| Customizable dashboard in TechDirect portal | ✓ | ✓ | ✓ | ✓ |
| Fleetwide view of security, health and application experience scores | ✓ | ✓ | ✓ | ✓ |
| Proactive and predictive hardware alerts with auto dispatch | | ✓ | ✓ | ✓ |
| System-level performance and utilization metrics | | ✓ | ✓ | ✓ |
| BIOS, driver, firmware and application version tracking for compliance | | ✓ | ✓ | ✓ |
| PC inventory with sites and grouping for asset management | | ✓ | ✓ | ✓ |
| Support essentials | | | | |
| Technical support with AI-driven troubleshooting tools | Business hours only | 24X7 | 24X7 | 24X7 |
| In-region ProSupport expert assistance for hardware and software issues | | ✓ | Priority access | ✓ |
| Next business day onsite repair ¹ | | ✓ | ✓ | ✓ |
| International travel support | ✓ | ✓ | ✓ | ✓ |
| Technical customer success manager | | | 500 system minimum | ✓ |
| Keep your hard drive service | | | ✓ | Optional |
| Accidental damage coverage ² | | | ✓ | Optional |
| Extended battery service | | | Optional | Optional |
| Term-based subscription | | | US and Canada | US and Canada |


ProSupport Suite for PCs



Simplify PC management and save IT admin time



641 hours
of admin time saved per year on recurring tasks for a 1,000-device fleet*



37 seconds
Time to initiate device driver and firmware updates for an entire fleet*

*Based on a Principled Technologies report, "ProSupport Plus vs manual approach comparison report" November 2023. Testing commissioned by Dell, conducted in the United States. Actual results may vary. Full report: (<https://facts.pt/PELu7lm>)



Upgrade to Microsoft Windows 11 Pro



Dell & Windows 11 Pro | Better together



Trusted Security
Windows 11

62% less security incidents

Dell has the world's most secure commercial PCs with built-in security like fleet-wide BIOS Verification



Intelligent Productivity
Windows 11

50% faster workflows

Dell AI PCs supercharge productivity with faster performance, full-day battery life, and Dell Pro AI Studio



Simplified Management
Windows 11

25% faster deployment, 80% reduction of helpdesk tickets

Dell has the industry's most manageable commercial PCs, making the Windows 11 transition seamless via Dell Management Portal for Intune and more

Windows 10 support has ended in October 2025

¹Windows 11 Survey Report. Techaisle, September 2024. Windows 11 results are in comparison with Windows 10 devices.

²<https://www.dell.com/en-us/blog/dell-ai-pcs-your-foundation-for-the-new-windows-11-copilot-era/>

³The-Total-Economic-Impact-Of-Microsoft-Windows11Enterprise-March2024.pdf



CSG Recommended training for partners

Modern Workplace

Design smart, simple, and impactful work experiences

Client Solutions Strategy and Portfolio Overview

Course ID: MR-8WN-GSTB5326

Roles applicable: Sales, SE

This course offers insights into our client solutions, evolving market trends, key customer challenges, and our strategic perspective.

20 min

[Explore More](#)

Dell Client Attach Strategy

Course ID: MR-8WN-SLD02709

Roles applicable: Sales, SE

Gain insights into market trends, customer pain points, and Dell's approach to selling displays and client peripherals, plus, discover how attaching peripherals at point-of-sale adds value for customers.

20 min

[Explore More](#)

Dell Desktops Product Line Overview

Course ID: MR-8WN-SLD02706

Roles applicable: Sales

Explore our latest FY26 Q1 desktop lineup, designed to lead the next Performance PC refresh. Get the key insights you need to guide your customers' upgrade journey.

20 min

[Explore More](#)

Dell Pro Mobile Product Line Overview

Course ID: MR-8WN-SLD02698

Roles applicable: Sales, SE

Discover how the Dell Pro Mobile portfolio delivers powerful performance, long battery life, and advanced security, built for both users and IT teams.

20 min

[Explore More](#)



Endpoint Security Strategy and Portfolio Overview

Course ID: MR-8WN-GSTB5542

Roles applicable: Sales, SE

Explore a high-level portfolio view, dive into key solutions and use cases, and identify upsell opportunities across our offerings.

30 min

[Explore More](#)

FY25 2H Client Brand Unification Update

Course ID: MR-8WN-SLD00729

Roles applicable: Sales, SE

Discover how unified engagement simplifies access to our end-to-end solutions, building trust, strengthening collaboration, and empowering IT teams.

20 min

[Explore More](#)

Artificial Intelligence

Drive smarter business outcomes

Client Solutions for AI Sales Overview

Course ID: MR-8WN-GSTB5931

Roles applicable: Sales

This course showcases how our CSG portfolio empowers data managers and scientists with AI-driven tools, enabling innovation right where the data resides.

20 min

[Explore More](#)

Dell AI Factory with NVIDIA Sales Overview

Course ID: MR-8WN-GSTB5951

Roles applicable: Sales

Boost your sales expertise with the Dell AI Factory with NVIDIA training. Discover how scalable infrastructure accelerates AI initiatives and simplifies model development, deployment, and management.

11 min

[Explore More](#)





RISE

Buy More, Earn More

Maximize your profitability and rewards as you grow your business with RISE incentive program



No need to report your sales

Simply purchase and we'll take care of the rest



Don't miss out

Earn rewards for every eligible purchase. As your revenue grows, so do your RISE earnings



Earn more

Benefit from special promotions and bonuses, in addition to core rewards for eligible purchases, as and when made available



Performance updates

Receive regular performance updates throughout the quarter by email and online

For additional details, please visit apj.dellpartnerincentives.com



Disclaimer

¹Based on internal analysis, December 2021.

²Dell UltraSharpWebcam (4K), Dell Pro Webcam (2K), Dell Webcam (2K) vs competitors within its class. Based on an August 2023 Hot Tech Vision and Analysis study commissioned by Dell Technologies, "The Webcam Competitive Benchmarking Study." Actual results will vary.

³Disclaimer: Based on Dell internal analysis, December 2024. Most manageable commercial docks when comparing Dell to similar offers from the other tier 1 PC peripheral OEMs. Key manageability features, including update processes, systems management solution capabilities and integrations with 3rd party management solutions were analyzed, confirming Dell Pro Docks as the most manageable commercial docking stations.

⁴Based on internal analysis, December 2024. 65% post-consumer recycled plastic in the chassis. Applies to docks comparable with the Dell Pro Dock - WD25, Dell Pro Smart Dock - SD25, Dell Pro Thunderbolt 4 Smart Dock - SD25TB4 and Dell Pro Thunderbolt 5 Smart Dock -SD25TB5.

⁵Based on Dell internal analysis, December, 2024. Dell's solution was compared to the (4) known PC accessory management solutions from leading OEMs, finding that Logitech, and HP both support only (2) peripheral categories each, Lenovo supports (5) accessory categories and Jabra supports only (1). Dell offers the ability to manage and customize (8) PC accessory categories including a breadth of purpose-built Dell displays, docks, keyboards, mice, stylus, webcams, headsets, and speakers.

⁶*Data comparison is based on Dell EcoLoopbags launched prior 2025. Based on internal analysis, September 2024. *Applies to Dell Pro 13-14 Plus EcoLoopBackpack (CP5426G).

⁷Based on Dell analysis, January 2025.

⁸Based on internal analysis on commercial collaboration headsets with AI-enabled noise cancellation mics, Jan 2025.

⁹Based on Dell analysis (busy light and ANC off mode) of battery life usage, July 2024. Results vary depending on use, operating conditions and other factors *applies to Dell Pro Premium Wireless Headset – WL7024.

¹⁰*Based on Dell internal analysis – November 2024 'Solution' refers to a combination of Dell Management Portal's cloud-based PCs management capabilities in Microsoft Intune & Dell Device Management Console's cloud-based peripherals management capabilities.

Dell Device Management Console and its cloud-based peripherals management capabilities planned for activation in March 2025 AI PCs refer to PCs with Intel® Core™ Ultra processors, that handle AI workloads on-device efficiently.

¹¹98% recycled aluminum in the thermal shielding. Based on internal analysis, March 2024. 65W USB-C Adapter, 130W SFF Type-C Adapter, 100W SFF Type-C Adapter, 280W Type-C Adapter, 360W Type-C Adapter.



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Empower your customers with AI-ready PCs

For more information:



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Dell Account Manager

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