DELL Technologies
PARTNER PROGRAM

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Engineered to **Power Modern Workstyles**

Commercial Client Solutions Portfolio

May – July 2026

INDIA

intel.

Work, Reimagined by AI

Move Faster. Work Smarter. Achieve More.

The modern workplace demands more than speed; it demands insight. From decision-making to execution, AI is reshaping how work gets done. Dell Technologies brings together AI-ready devices, seamless connectivity, and intelligent performance to help organizations operate with greater clarity and control.



What it means for your business

Performance, Evolved
Ready for next-gen workloads

Collaboration, Elevated
Smarter ways to work together

Execution, Accelerated
Speed and accuracy at every step

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Why Choose Dell?

Build a smarter foundation for modern work

In a market shaped by AI, speed and differentiation matter more than ever. At Dell Technologies, we equip our customers with the technology, tools, and support needed to stay ahead and stay relevant. From **intelligent devices, connected technologies, to end-to-end enablement,** everything is designed to help you create more value.

Delivering value at every step

- Performance that adapts to modern workloads
- Experiences that enable better collaboration
- Built-in security you can rely on
- Flexible models that simplify investment

Strong market positions and a distinctive operating model deliver consistent growth and significant value creation for partners.

Dell AI PCs

Intelligence. Built in.



Dell AI PCs are designed with built-in intelligence, combining CPUs, GPUs, and dedicated NPUs to run AI workloads directly on the device - faster, more efficiently, and with greater privacy.

From real-time collaboration to content creation and decision making, these systems enable a new class of work where performance, battery life, and intelligence work together seamlessly.

With integrated Copilot+ experiences and hybrid AI capabilities, Dell AI PCs help you move from task execution to intelligent outcomes without interruption.

Built for evolving workloads

Powered by Intel® Core™ Ultra processors

Vibrant colors and sharp details with a 16:10 QHD+, OLED, or Tandem OLED display

Faster graphics performance, exceptional battery life*

Safeguard your system with advanced security provided by Intel vPro®

Military-grade testing and crafted with high-quality and durable materials

*Dell 14 Plus tested with Intel Core Ultra 9 288V, QHD+ non-touch display, 32GB, 1TB. Testing conducted by Dell labs in December 2024 using the Microsoft Movies & TV app. Actual battery life may be significantly less than the test results and varies depending on product configuration and use, software, usage, operating conditions, power management settings and other factors. Tested configurations may not be available in all regions/countries at all times. Maximum battery life will decrease with time.

Innovation at the core. Intelligence at scale.

Dell Pro and Intel® Core™ Ultra processors

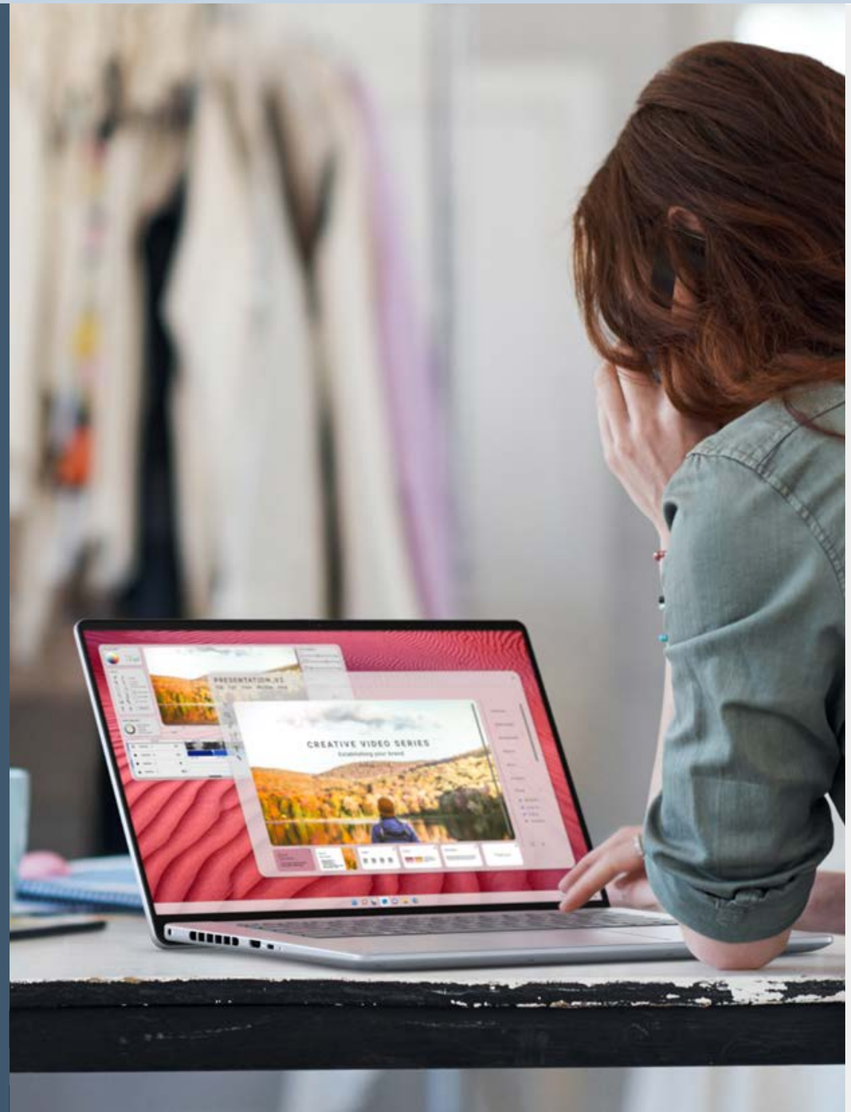
Where possibility meets performance

Lunar Lake

With Intel® Core™ Ultra processors (Series 2) and Intel vPro®, experience smooth performance, integrated AI, and effortless upgrades.

Arrow Lake

Unlock smarter performance, stronger security, and easier device management with Intel® Core™ Ultra processors and Intel vPro®.



intel CORE ULTRA | intel vPRO

Business Experience

- Performance, battery & connectivity
- AI experiences & ISV enablement
- Application/Hardware compatibility
- Stable drivers & firmware
- Vast design choices

More Secure

- #1 Security Assurance[1]
- 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

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

Shaping the future of work with AI PCs



Transform customer experiences with AI.

A new phase of personal computing is here, driven by intelligent innovation.

As AI moves from experimentation to everyday workflows, it is accelerating productivity, hardening security through intelligent threat detection, and enabling more responsive, personalized user experiences. Our AI PCs portfolio supports this transition with future-ready devices that adapt to varied workstyles while positioning your customers for sustained advantage.

The AI PC evolution

AI PCs represent a structural shift in modern computing, bringing AI processing closer to the user through advanced NPU and GPU architectures. By enabling on-device intelligence, they reduce latency, enhance data privacy, and deliver faster, more responsive performance where work actually happens.

AI use cases

Across industries and roles, AI PCs are moving from experimentation to everyday impact automating repetitive tasks, augmenting decision-making, and enabling real-time insights. These practical applications help organizations stay agile, improve efficiency, and respond faster to changing business demands.

Dell AI solutions

Dell AI solutions translate AI potential into operational reality, streamlining workflows, optimizing performance, and simplifying IT management. By enabling scalable, future-ready deployments, they help businesses move from isolated AI initiatives to sustained, enterprise-wide transformation.



Dell

Built for modern work across teams and environments

AI-driven performance for evolving business needs

Clear visuals and immersive audio for effective collaboration

Quick start-up with uninterrupted multitasking



Dell Pro

High-performance productivity for modern workflow

Built-in AI for adaptive performance

Smart touchpad for seamless collaboration

Tandem OLED for vivid, immersive visuals



Dell Pro Max

Enterprise-ready protection for evolving threats

Up to 36% faster than before[1]

Effortlessly manage compute-intensive workloads

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

Redefining PCs for the AI-driven era



Dell Pro Essential

Introducing the newest additions to the Dell Pro lineup







Laptops

Built for the future of work

Commercial-grade laptops equipped with essential security and manageability features, built to streamline and accelerate daily operations.

- Built-in collaboration tools for smarter teamwork
- Long battery life paired with high-performance capabilities
- Rigorously tested to military standards for enhanced reliability and durability

Desktops

Reliable power for everyday business

Built to deliver consistent performance that keeps your business running efficiently.

- Run multiple applications with ease
- Protect your data with Trusted Platform Module (TPM) 2.0
- Connect up to four FHD displays via DisplayPort™

Dell Pro 14 Essential Laptop PV14250

Built for businesses on the move

Lightweight design for effortless portability

Reliable battery performance

Undergoes rigorous military-grade



MOC: OPV1425000101GAUCOM

Intel® Core™ 3 100U

8GB DDR5

512GB SSD

1Y Support

14” FHD+

Ubuntu



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 Laptop - PV15250

Designed for small business productivity

Ergonomic support

Built-in single mic with AI noise reduction

Adaptive thermals



MOC: INDDPE15PVBC3U85121YR-SQ1

- Intel® Core™ 3 100U
- 8GB DDR5
- 512GB SSD
- 1Y Support
- 15.6” FHD
- Ubuntu

MOC: INDDPE15PVBCi5U85123YR-SQ1

- Intel® Core™ i5 1334U
- 8GB DDR5
- 512GB SSD
- 3Y Support
- 15.6” FHD
- Ubuntu



This product is also available under RISE Hero Offers

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

Dell Pro Tower Essential Desktop - QVT1260

Boost everyday power & performance



- Connect up to four FHD monitors
- 8 total USB ports
- Built-inlock slot

MOC: INDDPECi514500U85123Y-SH1

Intel® Core™ i5 14500	8GB DDR5	512GB SSD
Ubuntu	3Y Support	

MOC: INDDPECi514500W85123Y-SH1

Intel® Core™ i5 14500	8GB DDR5	512GB SSD
Windows 11 Pro	3Y Support	



This product is also available under RISE Hero Offers

Dell Pro Tower Desktop - QCT1255

Tackle high-performance tasks effortlessly



- Up to 64GB DDR5 memory
- DP and HDMI connectivity
- 3 PCIe slots

MOC: INDDPTi714700P161TBWIFI-SQ1

Intel® Core™ i7 14400	16GB DDR5	1TB SSD
Windows 11 Pro	3Y Support	



This product is also available under RISE Hero Offers

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

Dell Pro Max Tower T2 Desktop - FCT2250

Experience unparallel speed, unscalable design



Built-in AI power

More expandability with a 32L chassis

NVIDIA professional graphics

MOC: INDDPMT2U7265KW161TBIG3Y-SQ1

- Intel® Core™ Ultra 7 265K
- 16GB DDR5
- 1TB SSD
- 3Y Support
- Windows 11 Pro

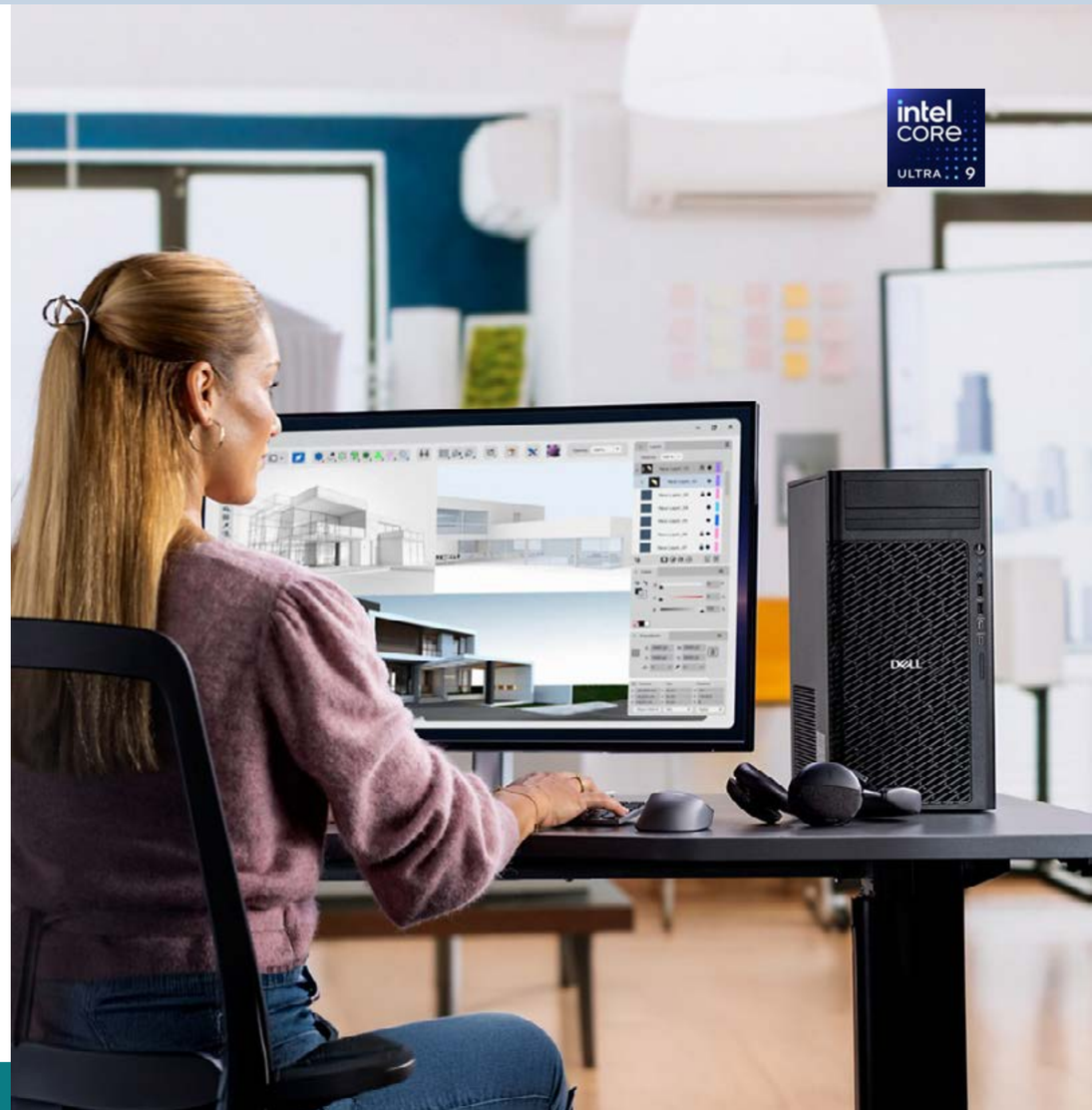
MOC: INDDPMT2U9285KU64G1TBIG3Y-SQ1

- Intel® Core™ Ultra 9 285K
- 32GB DDR5
- 1TB SSD
- 3Y Support
- Ubuntu



This product is also available under RISE Hero Offers

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





Dell Pro Precision 7 T1 Desktop - PW7T1260

Bringing workstation performance closer to you

Expandable power | ISV certification | Powerful professional graphics



MOC: INDDPMT1U7NOS16512IG3Y-SQ1

- Intel® Core™ Ultra 7 265
- 16GB DDR5
- 512GB SSD
- 3Y Support

MOC: INDDPMT1U7PRO16512IG3Y-SQ1

- Intel® Core™ Ultra 7 265
- 16GB DDR5
- 512GB SSD
- 3Y Support
- Windows 11



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 UltraSharp & Dell Pro Monitors

Engineered for modern work environments, these monitors provide flexible setups and robust connectivity for seamless multitasking and collaboration.

Dell Monitors are #1 Worldwide for 12 years!*



Dell UltraSharp

Precision-crafted monitors designed to deliver outstanding colour performance, exceptional clarity, and enhanced visual comfort for professional workflows.

Dell UltraSharp 24” - 52” | Ultrawide, 4K, Thunderbolt Hub



Dell Pro P

Productivity-focused monitors built to enhance collaboration, simplify connectivity and deliver dependable performance across modern hybrid workspaces.

Dell Pro P 19” - 34” | Curved, QHD/4K, USB-C Hub
Dell Pro P 14” Portable | Dell Pro P, 24” - 75” | Conferencing, Webcam



Dell Pro

Business-ready monitors designed to provide reliable performance, seamless connectivity, and efficient productivity for everyday work.

Dell Pro 17” - 27” | FHD/QHD, Height-Adjustable Stands
Dell Pro 24” Conferencing

*CLM-016295: Source: IDC Worldwide Quarterly PC Monitor Tracker, Q4 2025. From 2014 to 2025. Excludes Alienware & gaming monitors.

Displays & Client Peripherals



Dell Pro 20 Monitor - E2026H

Built for the way you work



- Eye comfort technology
- 100Hz refresh rate
- Flicker-free screen

MOC: D-E2026H

This product is also available under RISE Hero Offers

Dell Pro 27 Plus Monitor - P2725H

Fully adjustable for all-day comfort



- 1500:1 contrast ratio
- Built-in dual 2W speakers
- Ultra-thin bezel design

MOC: P2725DE

This product is also available under RISE Hero Offers

Unified peripheral management solutions

Optimize PC workspace performance and simplify management with a unified, streamlined experience for both users and IT teams.



For end users

Dell Displays & Peripheral Manager

- A single application to personalise, manage and optimise your Dell workspace.
- Dell Display and Peripheral Manager simplifies the management of displays and PC accessories with streamlined controls, productivity-enhancing features, and an intuitive user experience
- Dell provides a unified solution to manage and customise a broad range of displays and PC accessories through a single application.

For IT decision makers

Dell Device Management Console

- A centralised console designed to simplify large-scale device and peripheral management.
- Streamline IT operations with fleet-wide peripheral deployment, secure firmware updates and lifecycle visibility through a unified management experience with Microsoft Intune integration.
- Only Dell delivers an integrated platform for managing devices and peripherals with secure, scalable management capabilities.



Dell PC Accessories

Accessories built to complement Dell PCs with seamless connectivity, enhanced productivity and support for modern AI-powered work.

Manage your complete PC accessory ecosystem

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 36[7] 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 adapter[1], 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-enabled[8] 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
Optimise PC performance and extend device lifespan with Dell upgrade and spare part solutions.



Dell Pro Docks
Dell Pro Docks are among the industry's most manageable commercial docks[3], featuring the highest proportion of post-consumer recycled plastic in their category, up to 65%.[4]



Arms & Stands
Simplify monitor deployment with Dell's exclusive Quick Release technology, ideal for multi-monitor workspaces.



Dell Branded

Dell 14-16 EcoLoop Essential Backpack - CP3724

Bring your office anywhere



- Water-resistant, durable 400D body fabric
- Quick access zippered front pocket
- Built-in accessories organizer

MOC: 5ESSENTIAL BACKPACK

This product is also available under RISE Hero Offers

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

[1]Windows 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/
[3]The-Total-Economic-Impact-Of-Microsoft-Windows11Enterprise-March2024.pdf



Dell Partner Resource Center

Access sales guides, brochures, assets, and tools designed for partner success.

2026 Client Partner Success Pack
Explore More

Dell Monitors Brochure
Explore More

Modern Workplace - DTA for Partners
Explore More

Dell Pro Laptops Partner Sales Guide
Explore More

Dell Pro Family Brochure
Explore More

Dell Pro Precision Workstations Sales Guide for Partners
Explore More

Dell Pro Desktops Sales Guide
Explore More

Dell Pro Displays and PC Accessories
Explore More

DMT Assets & Co-Brandable Content
Explore More

Enterprise Technology Provider Portal
Explore More

RISE



Buy More, Earn More

Unlock greater profitability and rewards with the RISE incentive program.

PURCHASE 1

Earn dollar (USD) rewards every time you purchase an eligible product through **Authorized Distributor**

EARN 2

Rewards accumulate throughout the 13-week incentive period up to a **Total of $10,000 (USD)**

GROW 3

Take advantage of **Tailored Bonus Opportunities**

SPEND 4

Resellers receive rewards from **Authorized Distributors in the form of e-vouchers**

For additional details, please visit **apj.dellpartnerincentives.com**

Disclaimer

[1]Based on internal analysis, December 2021.
[2]Dell 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.
[3]Disclaimer: 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.
[4]Based 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.
[5]Based 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).
[7]Based on Dell analysis, January 2025.
[8]Based on internal analysis on commercial collaboration headsets with AI-enabled noise cancellation mics, Jan 2025.
[9]Based 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.
[11]98% 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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PARTNER PROGRAM

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Redefine workplace productivity with AI-ready PCs

For more information:

Visit the Dell Technologies Partner Program

Connect with your Dell Account Manager



intel.