



# Dell

## Smart Selection Catalogue

### Move business forward.

Keep up users' momentum wherever they work. Featuring exceptional security, reliability and manageability.



### Introducing ProSupport Plus

Dell's highest level of support. Issues are resolved 5x faster than with key competitors thanks to proactive issue resolution and prevention. See page 35.

Find out more about Dell's products and solutions at [Dell.co.uk/partnerdirect](http://Dell.co.uk/partnerdirect) or contact your Channel Account Manager.

### PowerEdge T430

The PowerEdge T430 tower server delivers powerful 2-socket performance, expandability and quiet operation to small businesses and organisations.







# What's new.

**New Dell Precision M3800**

Power through demanding jobs with the incredibly thin and light Dell Precision M3800 – now with 4K Ultra HD touch display with over 8 million pixels.



15.6"  
(39,6 cm)

Screen image simulated.



8.4"  
(21,3 cm)

**New Venue 8 7000 Series**

The world's thinnest tablet with an 8.4" (21,3 cm) 2560 x 1600 OLED infinity display, Intel® RealSense™ Snapshot Depth Camera and Dell Gallery.



11.6"  
(29,4 cm)

**New Latitude 11 3000 Series**

Encourage exploration and collaboration with a lightweight 11" laptop featuring a 180-degree LCD hinge, optional touch screen and best-in-class durability



10.1"  
(25,6 cm)

**New Venue 10 Pro 5000 Series**

Meet the new Windows 8.1 tablet with stunning 10.1" (25,6 cm) HD display and a Quad-Core Intel® Atom™ processor.



## Dell ProSupport Plus

Dell ProSupport Plus with SupportAssist is the only complete support service that combines expert support, predictive analytics and investment protection. Up to 84% less time on the phone with tech support than key competitors and much more, for complete peace-of-mind.

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Look for this icon denoting products available with touch.



Get up and running in no time. We keep select PCs in stock, so your work-force won't miss a beat.



Customers get cash back up to £175\* on PC's and £600\* on Servers & Networking when you recycle your old IT equipment for a new Dell system.

Visit [Dell.co.uk/tradetosave](http://Dell.co.uk/tradetosave)

\*Conditions apply to cash back offer, see [Dell.co.uk/tradetosave](http://Dell.co.uk/tradetosave) to find out more about our Trade to Save program and for full Terms and Conditions.



Click [here](#) to view available offers.





Dell recommends Windows.



# The **Smart** Choice

Smart Selection offers are our best, most popular offers, priced right and backed by Dell support. They represent Dell's best value in their category, be it entry-level or top-of-the-line systems.

Featured offers, marked with the green logo, ship from Dell in 24 hours or less, so your business won't miss a beat.

Smart Selection offers are based on deep customer insights, so you know they'll arrive ready to meet needs of your users.

Add best-in-class configuration and logistics services to ease the deployment and management of your IT environment.



#### **Dell Venue 7000 Series**

Offers power-packed features in an innovative, mobile design.



#### **Latitude 5000 Series**

Keep your mobile workforce productive with a thinner, lighter laptop.



#### **OptiPlex 7020 mini tower**

Best-in-class security with the reliability and performance necessary to power your business.



# Connect the unexpected.

Get simplified security and management plus the ability to sync up with an array of accessories, so users can connect the unexpected. Choose from Intel® Atom™ processors or Intel® Core™ vPro™ processor family with Windows 8.1 or Android™ options, in multiple models throughout our tablet family. The perfect business tablet awaits at [Dell.co.uk/business](http://Dell.co.uk/business).



10.8"  
(27,4 cm)



### Venue 8 7000 Series

The world's thinnest tablet with an 8.4" (21,3 cm) 2560 x 1600 OLED infinity display, Intel® RealSense™ Snapshot Depth Camera and Dell Gallery.



### Venue 11 Pro 5000 Series

Powerhouse performance with Intel® Atom™ processors, a 10.8" (27,4 cm) screen and a full range of accessories.



### New Venue 11 Pro 7000 Series

Ultimate tablet portability, laptop performance and the experience of a desktop in a thin, light design works virtually silently.



## Accessories

Recommended and tested for Venue tablets.



### Dell Bluetooth Portable Speaker – AD211

Great for presentations and for use as a speakerphone.



### Dell Cast

Make a TV or monitor your screen to work, present or just view your Android™ tablet content.



### Dell Tablet Wireless Keyboard - Venue 8 Pro

On-the-go productivity in a protective folio.

Product availability can vary by country.

## Tablet, protected

Accidental Damage Service covers failure and LCD cracks from drops, falls and liquid spills. With Dell's Accidental Damage Service there is no service fee to resolve a qualifying incident.

Click [here](#) to view available offers.



# Heavy on power, light on weight.

When putting the power of Vostro at their fingertips, users get more than just a way of keeping up with everyday business. They get the performance they need to achieve their greatest tasks.

15.6"  
(39,6 cm)




**Mobile**  
Lightweight 15.6" (39,6 cm), weight starting at just 5.24lbs (2.38kg).

**Reliable**  
Our Vostros undergo rigorous quality testing and are backed by world-class Dell ProSupport and Next Business Day On-site Service.

**Vostro 15 3000 Series**  
Thin and light with business-class features and essential security, for everyday productivity.



 Click [here](#) to view available offers.

## Accessories



**Dell Wireless Keyboard and Mouse - KM632**  
Provides the freedom of wireless computing.



**Dell 19 Monitor - E1914H**  
Reliable with essential features that drive business efficiency.



**Dell Professional Topload for 14" (35,5 cm) laptops**  
Lightweight organisation and everyday durability.

Product availability can vary by country.

## Dell service store

Add Dell ProSupport for 24x7 direct access to highly trained experts.  
[Dell.co.uk/prosupport](http://Dell.co.uk/prosupport)





# With top form comes outstanding function.

Turn ambition into achievement. The XPS family comprises the perfect blend of high performance, form and function. Exceed your expectations and empower employees' passions.



13.3"  
(33,8 cm)


Some apps sold separately; vary by market.




15.6"  
(39,6 cm)

**XPS 15**  
Stunning optional UltraSharp 4K Ultra HD (3840x2160) touch display with intense power.



 Products shown feature touch functionality on select offers.

 [Click here](#) to view available offers.

**New XPS 13**  
The smallest 13-inch laptop on the planet and the first with an infinity display. Constructed with premium materials, best-in-class security and full manageability.



Built for business  Windows 8 Pro

Windows 8 Pro provides all the capabilities of Windows 7 plus more value.

**YOUR SECURITY IS OUR BUSINESS:**  
**McAfee® SecurityCenter**

• Easy to use • Always on security • Designed for Dell PCs



An Intel Company

## Accessories

Recommended and tested for the XPS 13.



**Dell Power Companion - 12,000 mAh**  
Powers and charges the XPS 13, along with phones and tablets, while on-the-go.



**Dell Adapter - USB 3.0 to HDMI/VGA/Ethernet/USB 2.0**  
Connect to multiple devices with this ultra-portable device.



**Dell Docking Station - USB 3.0**  
High-speed performance with USB 3.0 capability.

Product availability can vary by country.

Training is key if you want to become an expert in Dell's solutions.

Looking for training opportunities on XPS? The XPS Notebook Overview (CDXP0914WBTS) provides an overview of the XPS Notebook line of client devices. Click [here](#) to take the training now.





# Business fully secured.

Keep employees connected and data protected with high levels of security, manageability and reliability.

**Outstanding security**


Dell Latitude laptops are the world's most secure business-class laptops. Only Dell offers comprehensive encryption, advanced authentication, and leading-edge malware prevention from a single source.

**Trouble-free manageability**

Dell offers the world's most manageable laptops with Dell-unique Intel® Core™ vPro™ processor family capabilities and the Dell Client Command Suite.

**Resilient reliability**

All Latitude laptops undergo extensive military-grade testing to ensure they can survive your everyday workday and are backed by enterprise-class Dell ProSupport Plus for peace-of-mind.

 Products shown feature optional touch functionality.



Some apps sold separately; vary by market.



**New Latitude 3000 Series**

Thinner and lighter, backed by enterprise-class support and packed with essential features.



**New Latitude 5000 Series**

Keeps employees mobile with a fully-featured thinner, lighter laptop.



**New Latitude 7000 Series**

Superior performance packed into a sleek and incredibly secure Ultrabook™ featuring an optional touch screen.



**New Latitude 13 7000 Series 2-in-1**


The world's most secure 2-in-1 combines the performance of a thin and sleek Ultrabook™ and a 13.3" (33,8 cm) tablet into one powerful device.



Built for business

 Windows 8 Pro

Windows 8 Pro provides all the capabilities of Windows 7 plus more value.

 Click [here](#) to view available offers.

## Accessories

Recommended and tested for the Latitude laptop.



**Dell Premier Briefcase**

Provides the convenience and reliability of a mobile office with a sleek, travel-friendly design.



**Dell Power Companion (12,000 mAh)**

Charge multiple devices simultaneously and extend battery life while on-the-go.



**Dell Adapter – USB 3.0 to HDMI/VGA/Ethernet/USB 2.0**

Universal adapter provides multiple connectivity options in one place.

Product availability can vary by country.

Training is key if you want to become an expert in Dell's solutions.

Learn more about our Latitude line of client devices with this short online training. CDLA0914WBTS - Latitude Product Line Overview. Click [here](#) to take the training now.

**YOUR SECURITY IS OUR BUSINESS:**

**McAfee® SecurityCenter**

• Easy to use • Always on security • Designed for Dell PCs



An Intel Company



# Acting on inspiration, wherever it strikes.

In the Big Apple, motion graphics artist Cyprian Sadlon is surrounded by inspiration. Equipped with his Dell Precision M3800 mobile workstation, Cyprian has the mobile power to turn wonder into reality. Help employees make the world their canvas using its sleek design, new 4K Ultra HD display and powerful performance.

**Run applications at the speed of thought**

Independent Software Vendor (ISV) certification optimises the workstation to power through performance intensive workloads on applications like Adobe® After Effects.

**World-class display technology**

See every detail with the M3800's optional 4K Ultra HD touch display with over 8 million pixels.



15.6"  
(39,6 cm)

**Dell Precision M2800**

The most affordable mobile workstation, configurable and certified to run professional applications.



Products shown feature touch functionality on select offers.



15.6"  
(39,6 cm)

**Dell Precision M4800**

The 15.6" (39,6 cm) mobile workstation with tower-class processing, powerful graphics.



15.6"  
(39,6 cm)

**Dell Precision M3800**

The thinnest, lightest 15.6" (39,6 cm) mobile workstation with up to 4K Ultra HD touch display.



Built for business Windows 8 Pro

Work from more places with protected access to company data and apps, with new features like auto-triggered VPN and Work Folders.



Click **here** to view available offers.

“With the Dell M3800 I now have the power I need to work with large photographs and get the desired look that I want.”

– Cyprian Sadlon,  
motion graphics artist in NYC

## Accessories

Recommended and tested for the Dell Precision mobile workstation.



**Dell UltraSharp 34 Curved monitor - U3415W**

Discover one of the world's first 34" (86,5 cm) 21:9 curved monitors with a panoramic view, cinematic WQHD resolution and superb sound.



**Dell Networking X1008**

Smart Web Managed Gigabit Ethernet Switch with 8 x RJ45 10/100/1000Mbps.



**Targus® 16" (40 cm) Drifter Backpack**

The ultimate combination of style and protection.

Product availability can vary by country.

Training is key if you want to become an expert in Dell's solutions.

Get an on overview of the Precision line of client devices with this short Sales oriented online course. DPWS0212WBTS- Precision Product Line Overview. Click **here** to take the training now.

Product shown:  
Dell Precision M3800



# Work never looked so good.

The perfect mix of business and pleasure. The XPS 8700 delivers blazing speed, storage and expandability, while the XPS 27 All-in-One offers an amazing QHD display. And with the XPS 18, users will enjoy the world's thinnest and lightest portable all-in-one.



Monitor sold separately.

**XPS 8700**  
Large storage and easy expandability.

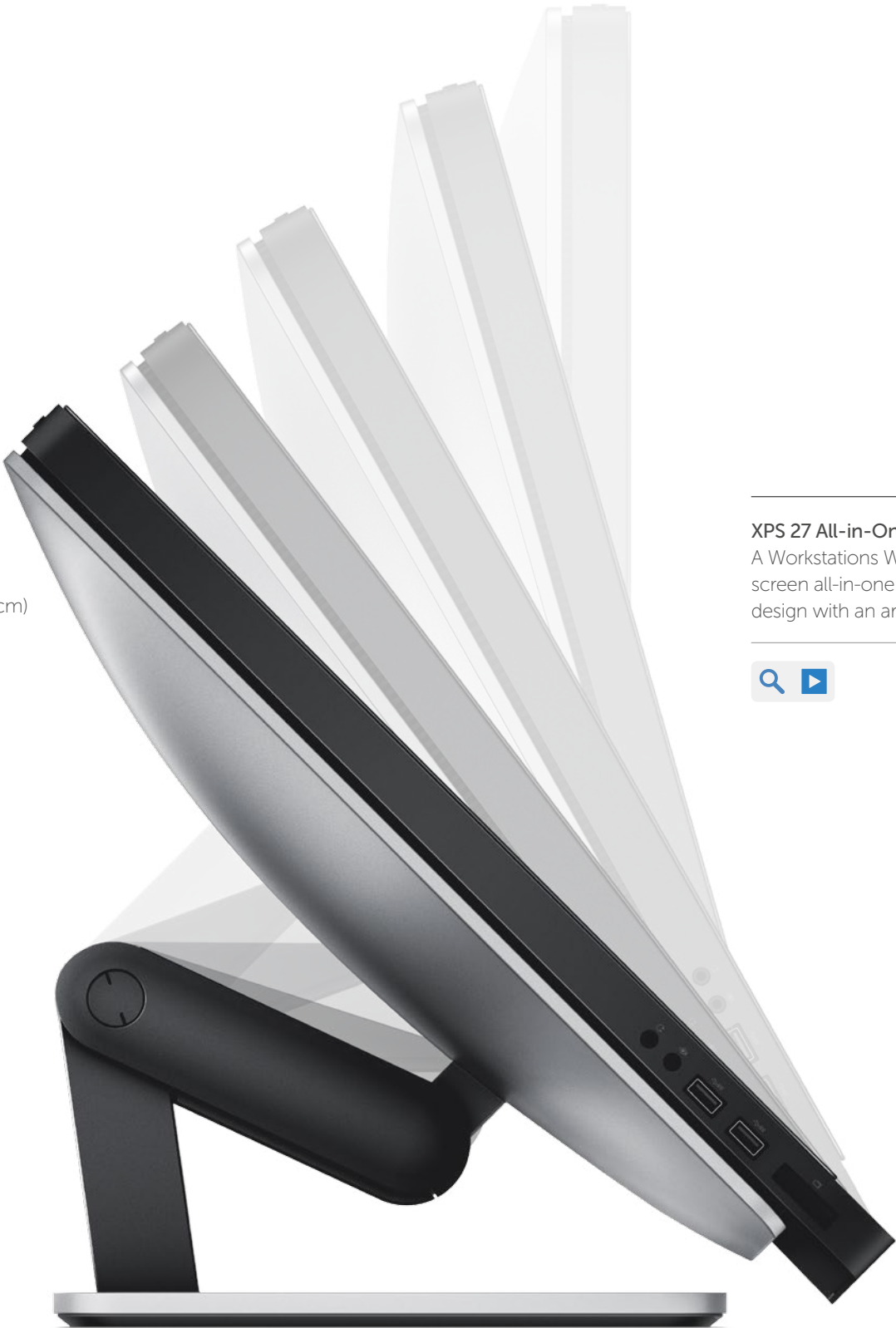


18.4"  
(46,7 cm)

**XPS 18**  
The world's thinnest, lightest portable all-in-one.



27"  
(68,6 cm)



**XPS 27 All-in-One**  
A Workstations WQHD touch screen all-in-one in a streamlined design with an articulating stand.



Products shown feature touch functionality on select offers.

Click [here](#) to view available offers.



Built for business Windows 8 Pro

Providing the latest in security technology, Windows 8.1 Pro is over 6 times more secure than Windows XP.

## Accessories

Recommended and tested for the XPS desktop.



**Dell Portable Backup Hard Drive - 1TB**  
Automatic backup software comes pre-installed.



**Dell AC411 - Speaker system for PC - wireless**  
Stream music from your phone, tablet or any other Bluetooth device.



**Dell Colour Multifunction Printer - C1765nfw**  
Scan, print and fax with this easy-to-use wireless multifunction printer.

Product availability can vary by country.

## Dell service store

Add ProSupport Plus with SupportAssist and enjoy up to 5X faster issue resolution than with key competitors.  
[Dell.co.uk/ProSupportPlus](#)



# Maximise manageability. Gain security.

Seamlessly integrate the easily manageable, secure and space-saving OptiPlex desktops into your office environment.

**Superb manageability**

Dell's simple and easy-to-use Systems Management tools, optimised with world-class integration of Microsoft Systems Center 2012 and Dell KACE, minimising end-user interruptions, save time and lower costs.

**Protect data from desktop to the cloud**

Comprehensive security and encryption solutions protect data no matter where it resides - from desktops, to the network, cloud or data centre.



**OptiPlex 3020 micro**

OptiPlex security, manageability and reliability in a compact yet powerful micro desktop - to suit the smallest of spaces.

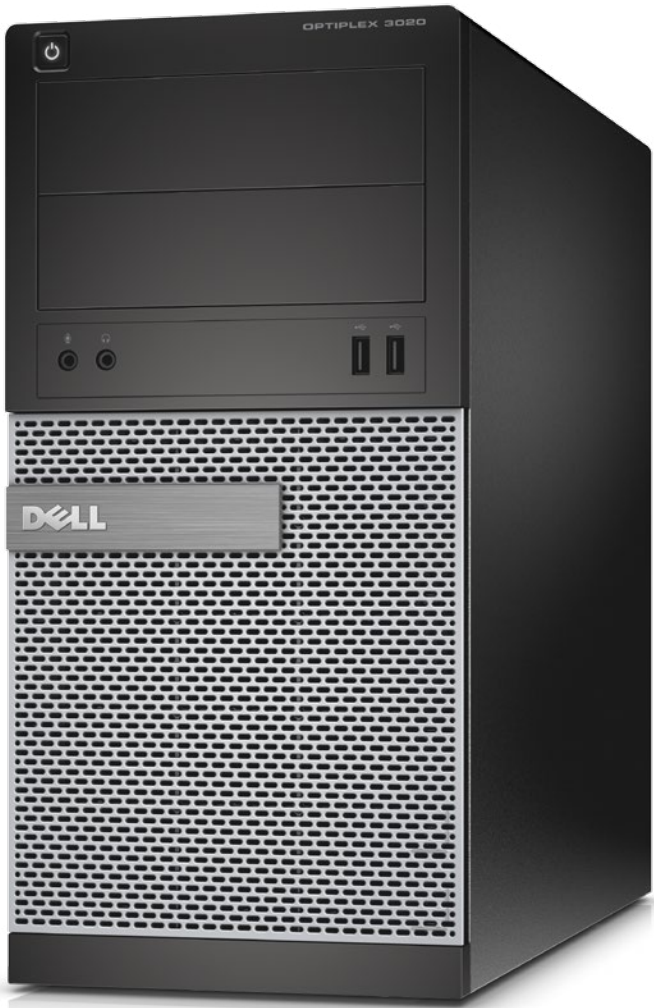


23"  
(58,4 cm)

Some apps sold separately; vary by market.

**OptiPlex 9030 All-in-One**

Dell's thinnest commercial all-in-one desktop delivers maximum performance and superior features.



**OptiPlex 3020 mini tower**

Solid performance, security and serviceability.



Built for business

Windows 8 Pro

Providing the latest in security technology, Windows 8.1 Pro is over 6 times more secure than Windows XP.

YOUR SECURITY IS OUR BUSINESS:  
McAfee® SecurityCenter

McAfee  
An Intel Company

• Easy to use • Always on security • Designed for Dell PCs

## Accessories

Recommended and tested for the OptiPlex desktop.



**Dell USB Optical Mouse - MS111 - black**

The Dell USB Optical Mouse delivers smooth and accurate cursor control. It is also designed to provide good comfort during use.



**Dell Business Multimedia Keyboard - KB522**

A sturdy, robust design with mid-profile keycap for a great typing experience and quiet acoustics for daily business usage.

Product availability can vary by country.

24x7 Dell ProSupport

Don't let your business lose money with extended downtime.

Click [here](#) to view available offers.



# Giving ideas the power to move.

Technology makes it possible to build and test our vehicle digitally. We can use a simulation through a workstation rather than actually building a component. Technology allows us to come up with a product just like a car manufacturer would.

Stacy Zoern, President and Co-Founder, Kenguru

Whether you're a start-up creating new transportation for people in wheelchairs or one of the world's biggest manufacturers of automobiles, you need mission-critical reliability and performance to handle the most demanding applications. Create your best designs, efficiently and accurately, on a fully configurable Dell Precision workstation with professional-grade graphics and Independent Software Vendor (ISV) certification for applications like Autodesk or SOLIDWORKS®. Dell Precision workstations bring performance and reliability to the most demanding engineering projects.



**Dell Precision T1700**

Get workstation performance for about the price of a desktop. Fully configurable.



**New Dell Precision Tower 5810**

Outstanding single-processor performance in an innovative chassis. Certified to power through your application workloads with ease. Fully configurable.



**New Dell Precision Tower 7810**

Dual processing power in a compact chassis. Certified to power through graphics intensive application workloads with ease. Fully configurable.



Built for business  Windows 8 Pro

Windows 8 Pro provides all the capabilities of Windows 7 plus more value.



Click [here](#) to view available offers.



## Accessories

Recommended and tested for the Dell Precision workstation.

23.8" (60,4 cm)



**Dell 24 Monitor – P2415Q**

Exceptional Ultra HD 4K screen clarity at a reasonable price.



**3Dconnexion SpaceNavigator 3D Mouse**

Users can position the model or viewport while using the standard mouse.



**MakerBot® Replicator FifthGeneration - 3D printer**

A user interface and intuitive dial allows users to access their object libraries and see previews of their 3D models.

Product availability can vary by country.

## Dell service store

Add ProSupport Plus with SupportAssist and spend up to 84% less time on the phone resolving hardware issues. [Dell.co.uk/ProSupportPlus](http://Dell.co.uk/ProSupportPlus)



# The perfect server.

We're ready to help with any server needs. Dell servers are perfect for resource sharing, whether it's network consolidation, storage or email exchange. Dell solutions experts can help choose a server and components that offer the right combination of value, reliability and data protection. A Dell Services specialist can then install it all.

**Portfolio to suit every requirement**

We have the right server for any business, from towers and racks to hyperscale or blade servers.

**Easy management**

Features that make it easy to deploy, use and manage.

**Great value**

Reliable servers with best uptime and low cost of ownership.



**PowerEdge T110 II**

An ideal first server for small business with the right combination of value, reliability and data protection.



**PowerEdge T430**

The PowerEdge T430 tower server delivers powerful 2-socket performance, expandability and quiet operation to small businesses and organisations.



**PowerEdge R220**

Experience enterprise-class features in a rack optimised 1U server.



## How can a server help businesses?

There are many benefits to obtaining a server, but the largest benefits for a small business all relate to value, performance and security.



**Dell Networking**

Connect up to 10 times the speed of your 100/1000Base-T network, designed for small-business server connectivity.

## Dell ProSupport Plus

Adopt complex technologies with confidence

- A Dedicated Technical Account Manager
- Remote monitoring and automated support provided by Dell SupportAssist technology
- Personalised, preventative recommendations based on regular health checks

Learn more at [Dell.co.uk/ProSupportPlus](https://Dell.co.uk/ProSupportPlus).



# All-new PowerEdge servers.

The latest generation of PowerEdge 13G servers has been designed to help improve IT productivity, lower energy costs and give fast access to data. Dell experts can help choose the server and solutions that best meet workload and project needs. A Dell Services specialist can then install it all.

**Robust performance**

Turbocharges business applications and unleashes high-performance computing capabilities.

**Unmatched management capabilities**

Remote management with a smartphone or at the server. Plus, even more time and valuable resources can be saved with automated deployment, updates and support of all Dell servers.

**Workload-optimised storage**

We offer a wide range of local storage options including flash and software-defined solutions to enable fast data access and accelerated application performance.



**PowerEdge T630**

Drive a wide range of demanding workloads with a huge internal storage capacity.



**PowerEdge R630**

Maximise data centre efficiency with an ultra-dense virtualization or database engine.



**New PowerEdge R730**

Adapt to virtually any workload with a scalable server.



Product shown: Latitude E5440 with a 4th Gen Intel® Core™ i7 processor

## Simplified server management.

Whether it is a compliance, administration or customisation need, Dell Windows Server Management solutions deliver business-level capabilities.

**Call your Dell Account Manager for details.**



## Financing and Leasing

Our Fair Market Value Lease can reduce TCO by 30% while facilitating a technology refresh schedule. Deferral options are also available, which can enable businesses to start paying for equipment only after it is fully deployed.

**Call your Dell Account Manager for details.**



# Open networking across the enterprise.

With a full lineup of open, standards-based switches and partnerships, Dell makes it easy to bring open networking to the data centre. Our new 1/10GbE and 10/40GbE open networking switches are purpose-built to accelerate applications and ensure flexibility with the choice of OS and software, making networks ready to adapt as workloads demand.

**Low-latency performance**

Accelerates VM migration, big data analytics and cloud applications with high-performance top-of-rack switches.

**Flexibility for the future**

Allows users to select a Dell or third-party OS and choose their SDN implementation – overlay, controller based or programmable.

**Open networking freedom**

Offers more agility, more choices and lower costs than proprietary networks with open networking solutions and proven global services and support.



**Dell Networking S3048-ON**

The Dell Networking S-Series S3048-ON 1000BASE-T Top-of-Rack (ToR) switch is purpose-built for high performance, software defined data centres. It is the industry's first 1GbE Enterprise switching platform to deliver both an industry hardened OS and open networking flexibility to run 3rd party operating systems (OS), such as Cumulus Linux.



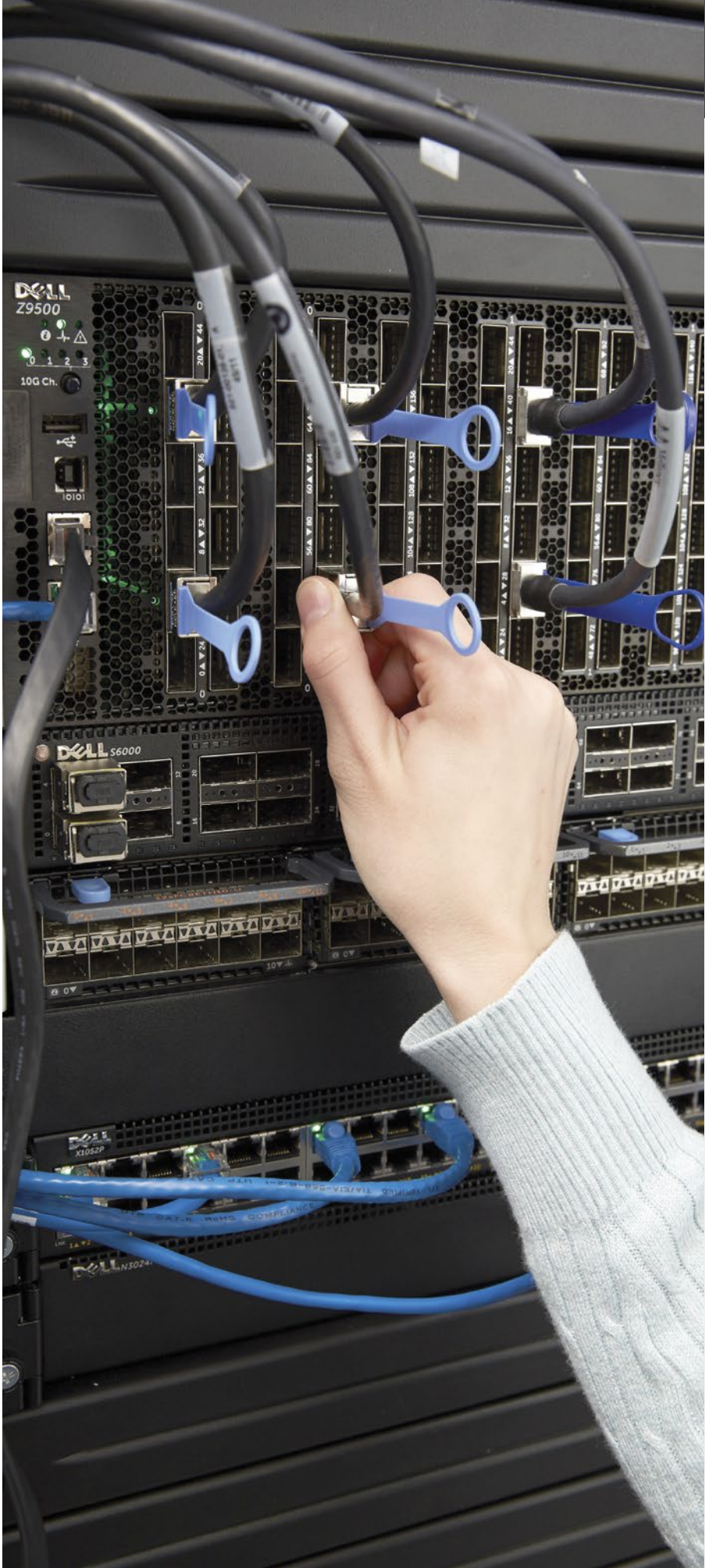
**Dell Networking S4048-ON**

The Dell Networking S4048-ON is a high-density, 1RU 48-port 10GbE top-of-rack switch with six 40GbE uplinks and ultra-low-latency to ensure line-rate performance, empowering organisations to deploy modern workloads and applications designed for the open networking era.



**Dell Networking S6000-ON**

The Dell Networking S6000-ON 10/40GbE top-of-rack (ToR) switch is purpose-built for applications in high-performance data centre and computing environments. The compact design provides industry-leading density of 32 ports of 40GbE or 96 ports of 10GbE and eight additional ports of 40GbE to conserve rack space while enabling denser footprints and simplifying migration to 40Gbps in the data centre core.



## Dell ProSupport Plus

Gives the fast problem resolution and support needed to keep businesses running.

[Dell.co.uk/ProSupportPlus](https://Dell.co.uk/ProSupportPlus)



**Dell Networking S4810-ON**

The Dell Networking S4810-ON switch is the industry's first disaggregated hardware and software data centre networking switch that empowers organisations to deploy open networking applications and ensures line-rate performance.



**SonicWALL NSA 3600**

A single platform that integrates automated and dynamic security for outstanding enterprise-level firewall protection.





# Virtualization made simple.

Delivers the power of a complete data centre in a single chassis the size of a tower server with the PowerEdge VRTX. Integrates servers, storage, networking and management in remote offices, small businesses or branch offices.

### Simple management

Helps users deploy, monitor, update and maintain through a unified console that covers servers, storage and networking.

### Scalable performance

Flexible to support specific workloads and budget needs now, and to scale with growth over time.

### Shared storage

All four server nodes have access to the low-latency internal shared storage that is ideal for virtualization and clustering.

Intel® Technology helps builds a more secure Cloud.

### PowerEdge VRTX

Specifically built for the growing office.



## Accessories



**AppAssure - Helps protect, recover and restore with confidence.** AppAssure is advanced data protection that unifies backup, replication and recovery in one, easy-to-use software solution.

### Foglight: Performance monitoring for business-savvy IT.

Foglight is the premier solution for performance monitoring and management across multiple technologies and capturing the experience of end-users interacting with created business applications.

**Call your Dell Account Manager for details.**

### Training is key if you want to become an expert in Dell's solutions.

Why dont take the VRTX0613WBTS - PowerEdge VRTX Sales Overview training? This online course covers the technical features and customer benefits of the PowerEdge VRTX all-in-one solution. Click **here** to take the training now.





# Workload-defined infrastructure, converged.

Engineered for both modern and legacy workloads, the flexible building blocks of the Dell PowerEdge FX architecture lets businesses precisely tailor, quickly deploy and easily manage their infrastructure. Intel® Technology helps builds a more secure Cloud.

**Flexible scalability**

With compute, storage, and IO modules in just 2U of rack space, FX enables a software-defined converged infrastructure.

**Tailored management**

Tailored management with the choice of 1-to-1 rack or 1-to-many chassis-based management, the entire FX infrastructure can be monitored from a single console.

**Demand-driven performance**

Customisable IT building blocks, including IO, server and storage, let companies deploy now and scale as needed later.



**PowerEdge FC630**

Ideal for hosting virtualization environments or running business intelligence applications, databases and private clouds.



**PowerEdge FM120x4**

With up to 16 microservers per FX2 enclosure, the FM120x4 is a cost-effective, high-density solution, ideal for web serving, dedicated hosting and lightweight analytics.



**Dell Networking FN IO Aggregator**

Reduces additional cabling and LAN/SAN adapters up to 50 percent and upstream top-of-rack (ToR) switches up to 75 percent throughout the data centre.



## Dell ProSupport Plus

Delivers fast problem resolution and support to keep businesses up and running.

[Dell.co.uk/ProSupportPlus](https://Dell.co.uk/ProSupportPlus)

## Did you know?

Dell PowerEdge M-Series blade servers can reduce power costs by up to 20% compared to identically configured competitive offerings.

## Financing and Leasing

Our Fair Market Value Lease can reduce TCO by 30% while facilitating a technology refresh schedule. Deferral options are also available, which can enable businesses to start paying for equipment only after it is fully deployed.

**Call your Dell Account Manager for details.**



# Storage economics redefined.

With a networked storage system from Dell, legacy IT limitations no longer apply.

**Enterprise-class performance and value**

Optimise SAN and NAS environments with a virtualised, scalable pool of disks that automatically, intelligently adapt to application and workload demands.

**Exceptional efficiency**

A single platform for block and file with built-in efficiency, resiliency and intelligence optimises any IT budget.

**Simplified scalability**

A single platform for block and file with built-in efficiency, resiliency and intelligence optimises any IT budget.

Intel® Technology helps builds a more secure Cloud.



**Dell Storage PS4100**

Next-generation 1GbE iSCSI SAN arrays designed for growing environments. Consolidate your remote office storage needs with the strong random IOPS performance of iSCSI arrays with all software licenses Snapshot, Remote Replication and Load-Balancing inclusive on price.



**PowerVault MD3200i**

The PowerVault MD3200i iSCSI SAN array series are designed for maximum performance and capacity and entry level virtualization.



**NX Series**

Dell Storage NX3330 and NX3230 offer simplified management with Windows Storage Server 2012 R2, powered by an Intel® Xeon® processor.



## More performance. Less investment.

This fully-optimised all-flash or hybrid array provides the low latency and high performance your applications demand. Support up to 10,000 Exchange mailboxes in a 2U SAN.

Call your Dell Account Manager for details.



## Dell EqualLogic PS6100X

Deploy-high performance, high-capacity and cost-effective Dell EqualLogic PS6100X arrays for Microsoft® exchange servers, databases, virtual environments and more.

Call your Dell Account Manager for details.





# Ongoing support service from the start.

Reducing your production rate isn’t an option. So when you need fast, reliable expertise to keep you connected and up to speed, look no further than Dell’s comprehensive Support Service solutions.

### Dell Deployment & Configuration Services

Efficiently deploy new, fully-integrated PCs powered by Intel® Core™ processors.

- Support made easy and efficient with a single source
- Reduce deployment time, risk and costs
- Ensure consistency of your IT environment
- Maximise IT and end-user productivity by leveraging Dell scale and skill
- Spend less time on imaging, more time on business

### Dell ProSupport

Minimise your IT burden by using Dell’s highly trained experts instead of your in-house staff. We help you increase productivity across your environment, including software and peripherals.

- 24x7x365 direct access to in-region Dell ProSupport Experts
- Convenient next business day On-site service after remote diagnosis
- A single resource for software, hardware and operating system expertise

### Accidental Damage Service

Get a handle on life’s mishaps easily and cost-effectively, so you can spend less time dealing with spills or drops and more time enjoying your device.

- Minimise unplanned expenses and downtime
- Protect PCs in high-risk usage environments
- Get fast repair for unexpected mishaps or theft

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## Did you know?

We’re on call 24x7 to simplify your IT needs.

### Need assistance?

Contact your Dell Account Manager.

## Finance options

As a trusted advisor, Dell Financial Services will bring value and trust to your business. We understand your leasing, financing and technology needs and can customise your solution to give you maximum cash flow flexibility. Contact us for more information.

## Training is key if you want to become an expert in Dell’s solutions.

Are you interested on the Dell Support Services portfolio? This training looks at the features & benefits of our support service offerings :DSST0214WBTS- Dell Support Services. Click **here** to take the training now.



#1 Dell monitors are #1 worldwide\*



27" (68,6 cm)

Screen image simulated.

**The world's first Ultra HD 5K monitor: Detail beyond imagination**  
Discover amazing 5K clarity on the highest-performing Dell UltraSharp display, featuring over 14 million pixels, precise, accurate colours and amazing acoustics from Harman Kardon®.† Dell UltraSharp 27 Monitor – UP2715K:

# Lets users see and do more - clearly.

When employees refresh their monitors with a Dell monitor, they see work in a whole new way. Discover all the latest features with the #1 monitor worldwide in 2013\* - Dell monitors.



**Dell UltraSharp monitors**  
Perfect for video conferencing - camera, mic and speakers are all built in.



**Dell touch monitors**  
Intuitive multi-touch capability with superb picture quality and multiple connectivity options.



Mounted on a Dell MDS14 dual monitor stand.

**Dual monitor productivity**  
Help boost productivity and reduce clutter with a dual monitor setup from Dell.

## Accessories



**Dell Wireless Keyboard & Mouse- KM714**  
Keep your desk clutter free with a wireless keyboard and mouse combo.



Monitors not included.

**Dell Dual Monitor Stand - MDS14**  
Optimise your dual monitor setup to improve productivity



**Dell AC411 - Speaker system - for PC - wireless**  
Stream music from your phone, tablet or any other Bluetooth device.

Product availability can vary by country.

## Dell service store

Add 24x7 Dell ProSupport to your 1-year Limited Hardware Warranty.  
[Dell.co.uk/ProSupportPlus](http://Dell.co.uk/ProSupportPlus)

\*Source: NPD DisplaySearch Quarterly Desktop Monitor Shipment and Forecast Report, 2013.  
†Harman Kardon® is a trademark of Harman International Industries, Inc.





**Dell colour Multifunction Printer - C2665dnf**  
The world's smartest colour multifunction printer\* helps increase collaboration.

# Perfect prints.

User can manage documents and print with ease using award-winning Dell printers that fit their needs and budgets.



**Dell single function printers**  
Reliable and affordable, Dell mono and colour printers are easy to use and manage.



**Dell multifunction printers**  
Delivers efficiency and versatility. Selected models offer cloud connectivity with Dell Document Hub.



**Dell printers for larger teams**  
Secure printers that improve productivity for medium to large organisations (up to A3/Tabloid size, selected models only).

## Dell service store



**Dell Toner**  
Get outstanding quality prints and overall savings.



**Reliable support**  
Dell offers phone and online support with standard 1-year Limited Hardware Warranties. For selected printers, we include a year of Next Business Day On-site Service after Remote Diagnosis.



**Maintenance kit coverage**  
Fuser maintenance kit replacement is included in the base and extended limited hardware warranties for Dell Laser Printers based on usage and service level.

## Dropbox for Business

Get more work done anywhere, anytime with Dropbox for Business.

\*Based on 30 features of Dell C2665dnf, compared against product features from manufacturers' published specifications of comparative colour A4 laser MFPs < \$1,499 with printing speeds of 21-44ppm (Letter), as of Aug 2013 (based on market models as reported by IDC Hardcopy Peripheral Tracker Q2, 2013).



# Dell PartnerAdvantage reward programme.

## What is Dell PartnerAdvantage ?

PartnerAdvantage is exclusively for Dell Channel partners and as the name suggests has been introduced to give our partners additional advantage when selling Dell products and solutions.

## Who can participate ?

General Managers, sales and technical pre-sales representatives from Dell Registered, Premier and Preferred Partners are eligible to register on the program.

## Sell/Learn

Within each campaign, you will have the opportunity to earn Advantage Points. For this you need to acquire knowledge on Dell products by taking online courses and passing the corresponding exams and to claim the eligible products that you have sold. Each incentive campaign has a different technology focus ; your sales and training courses will determine your success on the campaign. New this quarter, some campaigns are rewarding you for your eligible sales made through distributors.

## Earn great rewards

When you claim your sales and earn Advantage Points you can then exchange them for a reward of your choice from the extensive catalogue. There are hundreds of rewards available, giving you the choice of everything from once-in-a-lifetime rewards such as hot-air ballooning, Ferrari racing and white-water rafting to the latest audiovisual equipment and weekend breaks. It's up to you whether you redeem your Advantage Points as you earn them or save them up for that dream reward.

For more information, visit [www.dellpartnerincentives.com](http://www.dellpartnerincentives.com).





# PartnerDirect training.

- Dell provides partners with comprehensive training resources to help them build their business by developing and strengthening their knowledge and expertise.
- Partners have access to a variety of online and instructor-led training, ranging from partner certification to in-depth product, solutions and installation knowledge. Most training is in the form of online modules, which can be taken on-demand. This training is free of charge. For some technical instructor-led training, e.g. those leading to installation qualification, there may be a charge.
- Participating in our training programmes not only turns expertise into profit, but enables partners to earn PartnerAdvantage points on specific training and benefit from rebates for completed competencies.

Visit the Training and Competencies pages on PartnerDirect and explore:

- 1) The Dell Certified Partner Programme Guide. Click **here**.
- 2) Dell Online Course catalogue. Click **here**.
- 3) Dell Partner Learning Centre - **<http://emea.dell-partnerdirect.com>**
- 4) Get access to our online training modules by contacting **[Channel\\_EMEA\\_Program\\_Office@Dell.com](mailto:Channel_EMEA_Program_Office@Dell.com)**







# How to buy.

Ordering your Dell products and solutions is easy, whether it's directly through your Dell Account Manager or the Dell site, or via one of our distribution partners.



## Distributors

Dell preferred distribution partners stock many of Dell's key product lines, priced competitively and available for next day delivery. You can find your nearest Dell distributor [here](#).



## Online

Premier and Preferred Partners can buy products directly from Dell via Premier Pages:

- Log into [Dell.co.uk/Premier](https://Dell.co.uk/Premier)
- Choose your configuration from the comparison grids of this catalogue by clicking on the product image.
- If you are signed into Premier you will go directly to the configuration page.



## Phone

Premier and Preferred Partners can call their Dell Account Manager.

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## Solutions Configurator

Configure validated Dell enterprise solutions with over 400 products across servers, networking, storage, switches, rack infrastructure with list price. Easily collaborate with a sales rep to quickly obtain your price and quote. Go to [Dell.co.uk/partner/SolutionsConfigurator](https://Dell.co.uk/partner/SolutionsConfigurator).





# Dell's thinnest tablet ever.



**Dell Venue 8 7000 series**

- Only 6mm thin
- New – Intel® RealSense™ Snapshot Depth Camera Technology
- Front firing stereo speakers with WaveMaxx® Audio
- Infinity bezel surrounding an ultrasharp 8.4" (21,3 cm) super bright 1600p OLED display
- The latest Android 5 Operating System (Lollipop)



Best value, prebuilt systems ready to ship in just 24 hours.

Find out more about Dell's products and solutions at [Dell.co.uk/partnerdirect](http://Dell.co.uk/partnerdirect) or contact your Channel Account Manager.