

Клиентские решения Dell Technology в сфере образования

Менеджер по продаже клиентских решений

Алексей Лупешко

OptiPlex

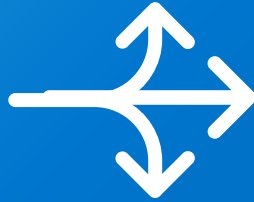
DELLTechnologies

Cross Selling Towers; CY22 to CY23

- ONE PRODUCT
- Two Different Configurations



OptiPlex 7000
MT/SFF/MFF



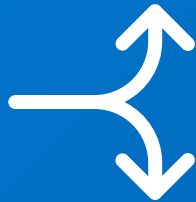
2. Tower
PLUS BOARD



- ★ 1. **MT/SFF:** i3 to i9 processors
- ★ 2. **MFF:** 35W/65W i3 to i9 processors
- ★ 3. **Up to 128GB** memory (MFF 64GB)
- ★ 4. **DDR5** memory
- ★ 5. Support for VR enable dGFX
- ★ 6. Enhanced multi storage options
- ★ 7. **Type C USB** (up to 9 USB Type A)
- ★ 8. 3 x DP1.4
- ★ 9. 3 years base warranty
- ★ 10. Up to **vPro™ Enterprise**



OptiPlex 5000
MT/SFF/MFF



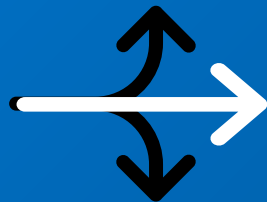
1. Tower
STD BOARD



- 1. **MT/SFF:** Celeron to i5 processors
- 2. **MFF:** 35W Celeron to i7 processors
- 3. Up to 64GB memory
- 4. DDR4 memory
- 5. Integrated & Discrete Graphics
- 6. Essential storage options
- 7. USB A ports (MT/SFFx8; MFFx6)
- 8. 1 x DP1.4 / 1 x HDMI 1.4
- 9. 1 year base warranty
- 10. Up to **vPro™ Enterprise**



OptiPlex 3000
MT/SFF/MFF



Cross Selling AIOs; CY22 to CY23

- ONE PRODUCT
- 3 Different Configurations



OptiPlex 7400AIO



OptiPlex 5400AIO

AIO PLUS

3. AIO
(65W)



- ★ 1. 65W; Up to Core i9 processors
- ★ 2. **Optional discrete graphics**
- ★ 3. Dual M.2 Storage & RAID
- ★ 4. **Premium Silver chassis**
- ★ 5. **Optional EMZA cam w Exp sign-in**
- ★ 6. Bronze and **Platinum PSU**
- 7. DDR5 Memory
- 8. Type C USB
- 9. Up to vPro™ Enterprise

AIO

2. AIO
(65W)



- ★ 1. 65W; Up to Core i7 processors
- ★ 2. DDR5 Memory
- ★ 3. Dual M.2 Storage
- 4. Integrated Graphics
- 5. Dark grey chassis
- 6. FHD webcam
- 7. Type C USB
- 8. Bronze PSU
- 9. Up to vPro™ Enterprise

1. AIO
(35W)



- 1. 35W T; Celeron to i5 processors
- 2. Integrated Graphics
- 3. DDR4 Memory
- 4. Single M.2 Storage
- 5. Dark grey chassis
- 6. USB Type C
- 7. External PSU Adapter
- 8. FHD webcam
- 9. Up to vPro™ Enterprise

Re-imagine Micro

Designing for the best desktop experiences of the future

Micro with AIO stand coming in D13



1. Monitor size up to 27"
2. Collaboration monitor options with integrated camera, audio, and USB-A ports
3. Stand with Micro behind the screen
4. One cable from Micro to Display for power and video (USB-C)
5. Bluetooth wireless connective devices
6. Supports up to 4 displays through integrated graphics & display port single cable daisy chain
7. Stand locks for PC, and click in assembly for PC & display

Latitude

Latitude 2023 Portfolio

Latitude 9000 Series



Latitude 9330 **5G**
13" 2-in-1
ADL U series (Gen13)

Latitude 9440 **5G Only**
14" 2-in-1
RPL U Series



Latitude 7000 Series

Latitude 7340 **5G**
13" laptop or 2-in-1
RPL U series
Ultralight (1kg)



Latitude 7440 **5G**
14" laptop or 2-in-1
RPL U series, P series
Ultralight (1.1kg)



Latitude 7640 **5G**
16" laptop
RPL U series, P series



Latitude 7320 **4G**
13" Detachable
TGL UP4 (Gen12)



Latitude 5000 Series

Latitude 5340 **5G**
13" laptop or 2-in-1
RPL U series

Latitude 5440 **5G**
14" laptop
RPL U series, P series

Latitude 5540 **5G**
15" laptop
RPL U series, P series



Latitude 3000 Series

Latitude 3340
13" laptop or 2-in-1
RPL U series

Latitude 3440 **4G**
14" laptop
RPL U series

Latitude 3540 **4G**
15" laptop
RPL U series



3000 Series Tenets

New sleek and Modern design

Essential & affordable

Intelligent Optimization to Boost Productivity



2023| Latitude 3140

EDUCATION

NEW Improved Performance

New Intel Alder Lake Processors. Quad Core N100 and Quad Core N200

For better grip and fewer drops



Modern Keyboard

New Palmrest-Mounted keyboard with a cleaner design and retention keys

Advanced Chassis Design

D-Tub design for even better durability

World Facing Camera

Optional WFC on 2-in-1

NEW Snapdragon LTE

Optional Snapdragon LTE with eSIM support available on the 2-in-1

TNR Camera & Dual Mics
Optional TNR Camera & Dual Mics for even better conference calls



Pen Support
Dell Active Pen No.2 Pencil

Dragontrail Pro glass

For better durability on the 2-in-1

Better Battery Life

Optional 53WHr battery

AX201 Wifi 6

Wifi 6 for fast wireless performance

DELLTechnologies

2023 | 3x40 13"/14"/15" Series

Up-leveled essential productivity

CAMERA

Improved FHD+IR camera offered also on non-touch configs for 14" and 15"

UPDATED DESIGN

New refined Laser Texture with Soft Charcoal colour and smaller footprint for 14" and 15"

DISPLAY

Leveraged with Lati 5000

Active touch and pen support on 13" 2in1
FHD non-touch and touch panels

COMMERCIAL INTELLIGENCE

Dell Optimizer 4.0

UPGRADED TOUCHPAD

Leveraged from Latitude 5000 CY22

Quieter and more premium clicks with higher rigidity

Smooth glass-like feel

POWERFUL PERFORMANCE

Intel U15 RPL CPU up to i7

Entry-level 8GB memory

LPDDR5 memory up to 16GB on 13"

DDR4 up to 64GB on 14/15

SSD only storage options

128GB SSD* on 14/15 for NA Academic OS only (EDU)

Optional Discrete MX550 on 14" and 15"

IMPROVED KEYBOARD

Leveraged from Lati 5000 CY22

Longer key travel, laser-etched key prints

Mic mute

NEW BATTERIES

3-cell 42Whr and 3-cell 54Whr

Each battery will offer Long Life-Cycle version

Shared with Latitude 5000 CY23

Improved battery life



5000 Series

Leading Sustainability

Intelligent Productivity

Most Scalable



2023 | Latitude 5x40 13"/14"/15" Series

Our most scalable and sustainable Latitude



Notebook Vostro 2023 Portfolio

New models

Vostro 5000 Series



Vostro 5630
16" laptop 16:10
RPL U15, P28

Latitude 5635
16" laptop 16:10
AMD Ryzen 7000



Vostro 3000 Series

Vostro 3430
14" laptop RPL U15 from Oct,
alum chassis upsell



Vostro 3435
14" laptop AMD alum chassis
upsell



Vostro 3535
15" laptop AMD alum chassis upsell



Vostro 3530
15" laptop RPL, alum chassis
upsell




Accessories

The Modern Day Learner

DELL TECHNOLOGY SOLUTIONS FOR STUDENTS

In the Classroom



Devices used at school, in the classroom

11-inch laptop
LATITUDE 3140



Dell Essential Sleeve 13
ES1520V



Dell Stereo Headset
WH1022



Dell Mobile
Wireless
Mouse
MS3220W



Dell 75 4k Interactive Touch Monitor - C7520GT


- Intuitive, easy to use design
- 20 points of simultaneous touch
- 4K resolution
- Software and hardware agnostic
- Wireless presentation solutions with Dell OptiPlex Micro / Flatfrog software



Dell Compact USB-C Pre-Wired
Charging Cart - 36 Devices
CT36UC20

Pre-wired with USB-C power adapters, conveniently charge up to 36 devices, and move seamlessly between classrooms and crowded hallways.

Anytime, Anywhere



Devices used at home or on-the-go during the school day

11-inch convertible
LATITUDE 3140 2-IN-1



Dell Pro Stereo Headset
WH3022



Dell Mobile Wireless
Mouse MS3220W



Dell Pro Slim
Backpack 15
PO1520PS



Dell Adapter -
USB-C to DisplayPort
470-ACFC

Dell 24 Monitor P2422H



Dell Active Pen
PN350M



Dell Notebook Power Bank
Plus - USB-C, 65Wh
PW7018LC

In Specialized Labs



Devices used in labs for power intensive programs

Dell UltraSharp 27 USB-C
Hub Monitor U2722DE



Dell Pro Webcam
2K QHD WB5023



14-inch Latitude 3440 Laptop



Dell Pro Wireless Keyboard and Mouse KM5221W
Dell Precision 3480, coupled with creativity-enhancing accessories, empowers students to bring their biggest ideas to life.



Dell Pro Wireless
Headset
WL5022

Whether you need a fully expandable desktop with mount and display, or a flexible modular design, OptiPlex offers choices to fit your school's needs.

OptiPlex Micro
Form Factor
with Dual
Vesa Arm

Space saving solution, providing easy deployment and system management.



OptiPlex Mini Tower
For advanced computing
and Entry VR consumption.



OptiPlex All-in-One
Completely modular and
upgradeable on your terms.



Dell Premier Multi-
Device Wireless
Keyboard and Mouse
KM7321W

Commercial USB-C Docking and Adapter Portfolio



	Dell Dock: WD19S 130W WD19S 180W	Dell Thunderbolt Dock: WD19TBS	Dell Thunderbolt Dock: WD22TB4	Dell Performance Dock: WD19DCS	Dell Universal Dock – D6000S
Recommended for	Latitude 3000 & 5000	Latitude 5000, 7000 & 9000, Precision 3000, 5000, and XPS	Latitude 5000, 7000 & 9000, Precision 3000, 5000, and XPS	Precision 7000	XPS, Latitude
Connection	USB-C/ DP Alt mode docking	Thunderbolt Alt mode docking	Thunderbolt Alt mode docking	Dual USB-C docking	USB-C or USB-A DisplayLink Technology*
Max Power Delivery	Up to 90W (WD19S 130W) Up to 130W (WD19S 180W) ExpressCharge	Up to 130W ExpressCharge	Up to 130W ExpressCharge	Up to 210W ExpressCharge	Up to 65W via USB-C only
HBR2 PC**	<ul style="list-style-type: none"> •2 x FHD @ 60 Hz •1 x QHD @ 60 Hz •1 x 4K @ 30 Hz 	With TBT system: <ul style="list-style-type: none"> •3 x FHD @ 60 Hz •3 x QHD @ 60 Hz •2 x 4K @ 60 Hz Also compatible with non-TBT systems	With TBT system: <ul style="list-style-type: none"> •3 x FHD @ 60 Hz •3 x QHD @ 60 Hz •2 x 4K @ 60 Hz Also compatible with non-TBT systems	<ul style="list-style-type: none"> •3 x FHD @ 60 Hz •3 x QHD @ 60 Hz •1 x 4K @ 60 Hz 	With USB-C connector: <ul style="list-style-type: none"> •3 x FHD @ 60 Hz •3 x QHD @ 60 Hz •2 x 4K @ 60 Hz •3 x 4K (2 x 4K at 60 Hz, 1 x 4K @ 30 Hz)
HBR3 PC**	<ul style="list-style-type: none"> •3 x FHD @ 60 Hz •2 x QHD @ 60 Hz •1 x 4K @ 60 Hz 	With TBT system: <ul style="list-style-type: none"> •4 x FHD @ 60 Hz •4 x QHD @ 60 Hz •2 x 4K @ 60 Hz •3 x 4K @ 60Hz + 1 x 4K @ 30Hz *** Also compatible with non-TBT systems	With TBT system: <ul style="list-style-type: none"> •4 x FHD @ 60 Hz •4 x QHD @ 60 Hz •2 x 4K @ 60 Hz •3 x 4K @ 60Hz + 1 x 4K @ 30Hz *** Also compatible with non-TBT systems	<ul style="list-style-type: none"> •3 x FHD @ 60 Hz •3 x QHD @ 60 Hz •2 x 4K @ 60 Hz •1 x 8K @ 30 Hz 	With USB-C connector: <ul style="list-style-type: none"> •3 x FHD @ 60 Hz •3 x QHD @ 60 Hz •2 x 4K @ 60 Hz •3 x 4K (2 x 4K at 60 Hz, 1 x 4K @ 30 Hz)

Dell Mobile Adapter Speakerphone MH3021P I
 “All-in-One” USB-C Mobile Adapter that integrates Video + Data ports and Speakerphone, designed to deliver unified communication and connectivity needs.



Dell USB-C Mobile Adapter DA310
 Compact and portable 7-in-1 USB-C mobile adapter provides superb video, data connectivity and up to 90W power pass-through to your PC



* DisplayLink Technology works independent of DP and HBR versions

** High Bit Rate (HBR) is a DisplayPort standard which determines the bandwidth available for displays. Please refer to your system’s specifications or the [Docking Train the trainer presentation deck](#) to identify the HBR version.

*** Display Stream Compression (DSC) offered on DP1.4 capable ADL systems enables compression of video streams (up to a 3:1 compression ratio). This allows more overall bandwidth

Ragged

Dell Rugged Portfolio



Latitude 7230
Rugged Extreme Tablet



Latitude 7330
Rugged Extreme Laptop



Latitude 5430
Rugged Laptop

7000 SERIES - FULLY RUGGED | FOR EXTREME ENVIRONMENTS

MIL-810H Certified Fully-Rugged
4 to 6 feet drop (1.2m to 1.8m)
IP65 Protection for Dust/Water
Certified for Hazardous Location Use
MIL-461G for Electro-Magnetic Control

**5000 SERIES
SEMI-RUGGED |
FOR HARSH CONDITIONS**

MIL-810H Certified Semi-Rugged
3 feet drop (0.9m)
IP53 Protection for Dust/Water

Precision

Precision 3480

Enhanced camera and privacy

Up to FHD IR camera with an AI-based proximity sensor, contextual privacy, intelligence noise cancellation with manual privacy shutter; Express Sign-in 2.0

14" display with up to FHD 100% sRGB, 400 nits display

PremierColor, Touch and ComfortView Plus, Low blue light (LBL) and super Low Power (SLP)

Express experiences

Express charge, express sign-in and express power on

Up to WIFI 6E with optional WWAN 4G or 5G WWAN



Pro2 ID keyboard

with optional backlight, no 10 key number pad

Optional smart card reader

Mission critical reliability

ISV certifications provides the peace of mind knowing that Precision has been tested and works with your essential workplace applications + MIL-STD tested

Dell Optimizer for Precision 4.0

Launch apps faster, maximize battery life, enhance conferencing collaboration. Workstation storage optimization & Advanced Analytics

Starting weight: 3.09 lbs / 1.4 kg

Glass-like click-pad

Glass-like click-pad for enhanced texture / responsiveness (not pictured)

13th Gen Intel Core U15W or P28W RPL i5 vPro/Trans, i7 vPro/Trans

Latest professional grade memory, storage, and graphics

Up to 64GB DDR4 or DDR5 NECC Gen 4 PCIe M.2 SSD (single slot storage, up to 2TB) NVIDIA RTX A500 (4GB)

Advanced thermal management

Industry leading workstation thermals: single-fan Dual Opposite Outlet (DOO), and User Selectable Thermal Tables (USTT)

Optional Finger Print Reader integrated with power button

Windows Hello capable

Up to 3 cell 54WHr battery

Standard and Long-lifecycle Express Charge 1.0 65W, 100W or 130W adapter options

Precision 3580



Enhanced camera and privacy

Up to FHD IR camera with an AI-based proximity sensor, contextual privacy, intelligence noise cancellation with manual privacy shutter; Express Sign-in 2.0

15" display with up to FHD 100% sRGB, 400 nits

PremierColor, Touch and ComfortView Plus, Low blue light (LBL) and super Low Power (SLP)

Express experiences

Express charge, express sign-in and express power on

Up to WIFI 6E with optional WWAN 4G or 5G WWAN



Pro2 ID full-size keyboard with optional backlight

Optional Smart Card Reader and Finger Print Reader (FPR)

FPR integrated with power button
Windows Hello capable

Glass-like Click pad

Glass-like click pad for enhanced texture / responsiveness (not pictured)

Starting weight: 3.63 lbs / 1.65 kg

Expansion of recycled and renewable plastics content

13th Gen Intel Core U15W or P28W RPL i5 vPro/Trans, i7 vPro/Trans

Latest professional grade memory, storage, and graphics

- Up to 64GB DDR4 or DDR5 NECC
- Gen 4 PCIe M.2 SSD
- NVIDIA RTX A500 (4GB)

Advanced thermal management

Industry leading thermals: single-fan Dual Opposite Outlet (DOO), larger fan-size, and User Selectable Thermal Tables (USTT)

Mission critical reliability

ISV certifications provides the peace of mind knowing that Precision has been tested and works with your essential work-place applications + MIL-STD tested

Up to 3 cell 54Wh battery

Express Charge 1.0 (80% in 1 hr, 35% in 20 min)

65W, 100W or 130W adapter options

Precision 3581



Enhanced camera and privacy

Up to FHD IR camera with an AI-based proximity sensor, contextual privacy, intelligence noise cancellation with manual privacy shutter; Express Sign-in 2.0

15" infinity display with up to FHD 100% sRGB, 400 nits

PremierColor, Touch and ComfortView Plus, Low blue light (LBL) and super Low Power (SLP)

Express experiences

Express charge, express sign-in and express power on

Up to WIFI 6E with optional WWAN 4G or 5G WWAN



Pro2 ID full-size keyboard with optional backlight

Optional smart card reader

Mission critical reliability

ISV certifications provides the peace of mind knowing that Precision has been tested and works with your essential work-place applications + MIL-STD tested

Glass-like click pad

Mylar glass-like click pad for enhanced texture / responsiveness (not pictured)

Starting weight: 4.01 lbs / 1.82 kg

Expansion of recycled and renewable plastics content

13th Gen Intel Core H45W
i5 vPro/Trans, i7 vPro/Trans, i9 vPro

Latest professional grade memory, storage, and graphics

- Up to 64GB DDR5 NECC
- Gen 4 PCIe M.2 SSD
- NVIDIA T600, RTX A1000 and RTX A2000, NVIDIA 3000 Class GPU

Advanced thermal management

Industry leading thermals: single-fan Dual Opposite Outlet (DOO), and User Selectable Thermal Tables (USTT)

Optional Finger Print Reader integrated with power button

Windows Hello capable

Up to 6 cell 97Wh battery
Express Charge 1.0
100W or 130W adaptor options

FWS Portfolio – CY22 Launches



7960* Tower and 7960 with
Expansion Chassis

5860
Tower

3660
Tower

3460
SFF

3260
CFF

DELLTechnologies

*7960 Rack image is unavailable

FWS 3000 Series: Feature Comparison

Precision 3260 Compact



Precision 3460 SFF



Precision 3660 Tower



Value Prop.

Most affordable

Best price/performance

Most performance and scalability

Processors

ADL S-Series, up to 65W Core i9 16Cores
RPL S-Series, up to 65W Core i9 24Cores

ADL-S Series, up to 65W Core i9 16Cores
RPL S-Series, up to 65W Core i9 24Cores

ADL S-Series, up to 125W, Core i9K 16Cores
RPL S-Series, up to 125W, Core i9K 24Cores

Graphics

Up to
NVIDIA Quadro RTX3000 (6GB)

Up to
NVIDIA RTX A2000 (6GB GDDR6)
[Dual NVIDIA Quadro T400]

Up to
NVIDIA Quadro RTX A6000 (48GB)
NVIDIA GeForce RTX 3090 (24GB)

Memory

Up to 64GB 4800MHz
w/ECC options
5600MHz coming Jul CY23

Up to 64GB 4800MHz DDR5
w/ ECC support
5600MHz coming Jul CY23

Up to 128GB or up to 4400Mhz
w/ECC options

Storage

(2) M.2 SSD, up to 8TB total
(1) 2.5", up to 1TB total

(3) M.2 SSD, up to 12TB total
(2) 2.5", up to 2TB total or
(1) 3.5", up to 8TB total

(3) M.2 SSD, up to 12TB total
(4) 2.5", up to 8TB total or
(3) 3.5", up to 24TB total

AIC Slots

(1) PCIe x8 Gen 4

(1) PCIe x16 Gen 4
(1) PCIe x4 Gen 3

(1) PCIe x16 Gen 5
(1) PCIe x4 Gen 4
(1) PCIe x4 Gen 3

Chassis

HxWxD
7.40"x2.76"x7.05" (18.8x7.18x17.65cm)
Starting Weight
5.07lb (2.03Kg)

HxWxD
11.42"x3.65"x11.53" (29.0x9.3x29.3cm)
Starting Weight
8.5 lbs. (3.9 kg)

HxWxD
14.53"x6.81"x16.54" (36.9x17.3x42.0cm)
Starting Weight
18.62 lb (8.45 kg)



Making your Work
Better and our
Footprint Smaller

OptiPlex Sustainability

Sustainability is at our Core

OptiPlex is made with up to 65% recycled material

OptiPlex micro are designed with ocean-bound plastics in the fan and fan-housing

120+ EPEAT registered products

Energy Star 8.0 throughout the portfolio

TCO 9.0

Multipack offers



DELLTechnologies