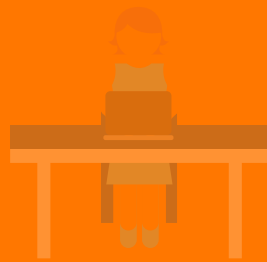# On-the-go professional

Business success is, literally, in your employees'
hands – in the form of the IT they use every day.
It's your choice: Equip employees with the solutions
that will help your organization win, or lose.

*/ future ready /*

At Dell, we create technology that empowers your staff and can run across the entire business. Our solutions are end-to-end, yet tailored to meet individual needs. Because we know that one size never fits all in the workplace today.

Desk-based worker

Corridor warrior

On-the-go pro

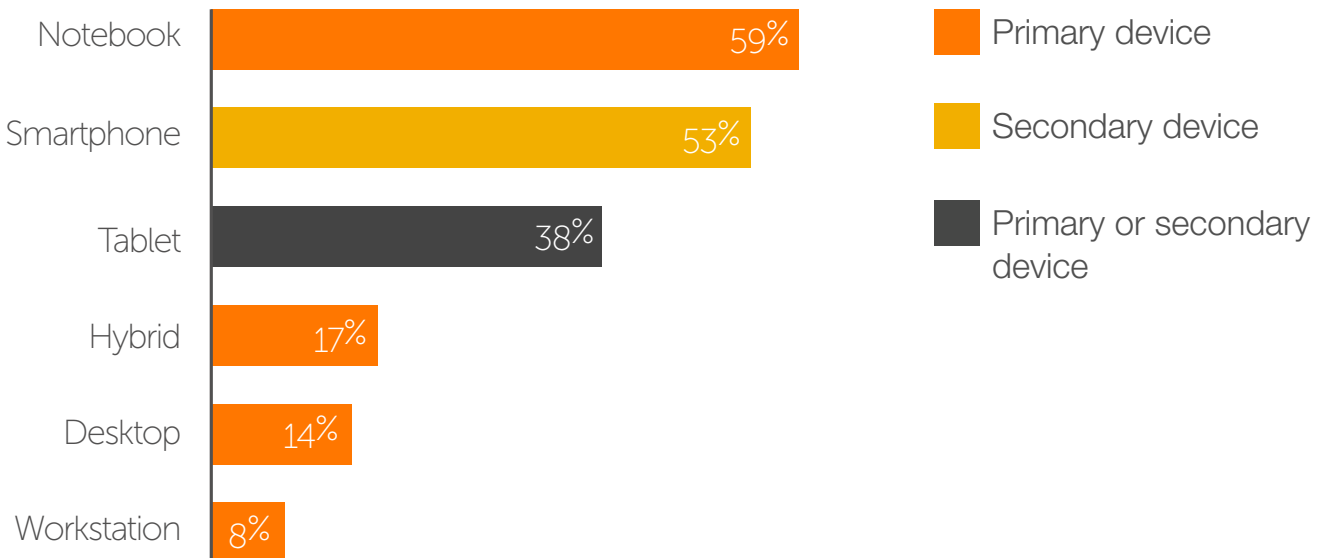Remote worker

# In the spotlight:
# On-the-go professionals

**Description:** Someone who works away from the office more than 50% of the time, traveling and going to offsite meetings.

## Typical roles:

- High/mid-level executives
- Marketing/Sales executives

- Field engineers
- Services professionals (e.g., consultant, insurance adjustor, healthcare services, architects)

## What they're currently using:

### Hardware*

| Device | Percentage |
|---|---|
| Notebook | 59% |
| Smartphone | 53% |
| Tablet | 38% |
| Hybrid | 17% |
| Desktop | 14% |
| Workstation | 8% |

- Primary device
- Secondary device
- Primary or secondary device

     On-the-go professional

From boardroom to client meeting and airport lounge, these fast-moving employees demand access to people, programs and data from anywhere. Power up their productivity with greater portability and connectivity.

## Pain points

- Multiple and heavy devices are a pain to carry
- Too many accessories can be a hassle
- Unreliable connectivity hinders productivity
- Access denied to important data
- Productivity is difficult on smaller devices
- Charging while mobile is tricky

### Key needs

CONVENIENCE. Be more mobile with lightweight, portable devices.

CONNECTIVITY. Stay connected, and even charge devices on the move.

ACCESS. Keep information within reach via cloud/VPN.

### Occasional needs

PRESENTATIONS. Share ideas and info with clients and colleagues, without a projector.

## Opportunities

- INCREASE CONVENIENCE. Give the on-the-go segment lighter, more portable devices and consider moving to tablets and convertibles.

- BOOST PRODUCTIVITY. Reduce the number of devices to be carried and kick-start efficiency with devices that multitask, such as convertibles.

- IMPROVE SHARING. Let users quickly share and collaborate via wireless projection, content sharing or desktop video conferencing.

- GET PROTECTED. Cloud services, backup/recovery services and accidental damage protection will grow alongside the mobile user segment.

On-the-go professional

# Technology in action

The first step in selecting hardware should be a careful assessment of user requirements and preferences. Offer platforms and form factors that are appealing – users are more productive if they're familiar and comfortable with their IT.

**Here are a few examples of common on-the-go user roles with recommendations on technologies to consider:**
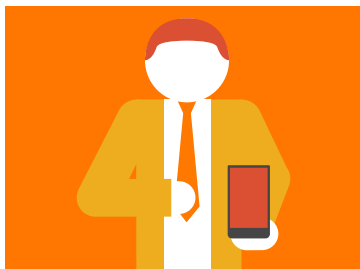
## Consultant

**Devices:** Dell Latitude 12/14 7000 Series with touch or non-touch display, Dell Venue 11 Pro 7000 Series

**Mobile accessories:** additional mobile power supply or mobile charging hub, wireless travel mouse or active stylus pen, display adapter, sleeve/bag

**At-desk accessories (for expanded productivity):** wired or wireless docking station (including stand for tablet), single non-touch display (24-27") with adjustable monitor stand or ergonomic display arm, full-featured keyboard (wired or wireless), wireless mouse, wireless headset

## Outside sales professional

**Devices:** Dell Venue 11 Pro 7000 Series or Dell Latitude 12 Ultrabook with touch or non-touch display

**Mobile accessories:** additional mobile power supply or mobile charging hub, active stylus pen, display adaptor dongle, sleeve/bag

**At-desk accessories (for expanded productivity):** wired or wireless docking station (including stand for tablet), single non-touch display (22-24") with adjustable monitor stand or ergonomic display arm, full-featured keyboard (wired or wireless), wireless mouse, wireless headset, charging ports for smartphone and on-the-go peripherals

## Service professional (field engineer, claims adjuster)

**Device:** Dell Venue 11 Pro 7000 Series or either Dell Latitude 14 Rugged laptop or Latitude 12 Rugged tablet if conditions require a more durable device

**Mobile accessories:** active stylus pen, bag/rugged case for tablet (unless using a Dell Latitude Rugged tablet), additional mobile power supply or mobile charging hub

**At-desk accessories (for expanded productivity):** docking station (wired or wireless), single non-touch display (22-24") with adjustable monitor stand or ergonomic display arm, full-featured keyboard (wired or wireless), wireless mouse, wireless headset

On-the-go professional

# Now create an end-to-end solution

Simplify IT management, mitigate risk and accelerate results with end-to-end IT solutions. Choose from a comprehensive portfolio of software and Dell services.

## Software

### Dell's wide range of software includes:



**Device management**
Securely manage PC, thin client, and mobile device access to corporate content through **Dell Cloud Client Manager**.
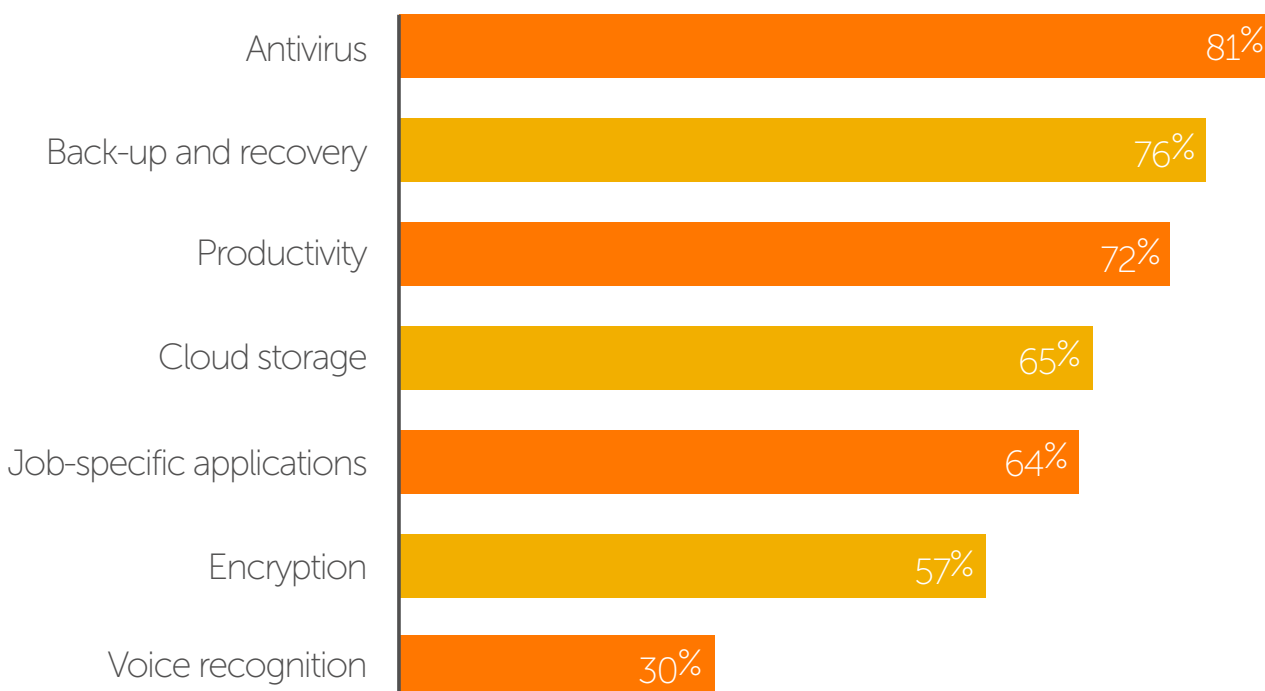


**Authentication security**
Ensure only authorized users have access to data with **Dell Data Protection | Security Tools**.

### What companies are currently using:

## Software*

| | |
|---|---|
| Antivirus | 81% |
| Back-up and recovery | 76% |
| Productivity | 72% |
| Cloud storage | 65% |
| Job-specific applications | 64% |
| Encryption | 57% |
| Voice recognition | 30% |

*Dell Commercial Ecosystem Research, Quantitative Final Report, July 1, 2014       On-the-go professional

# Dell services

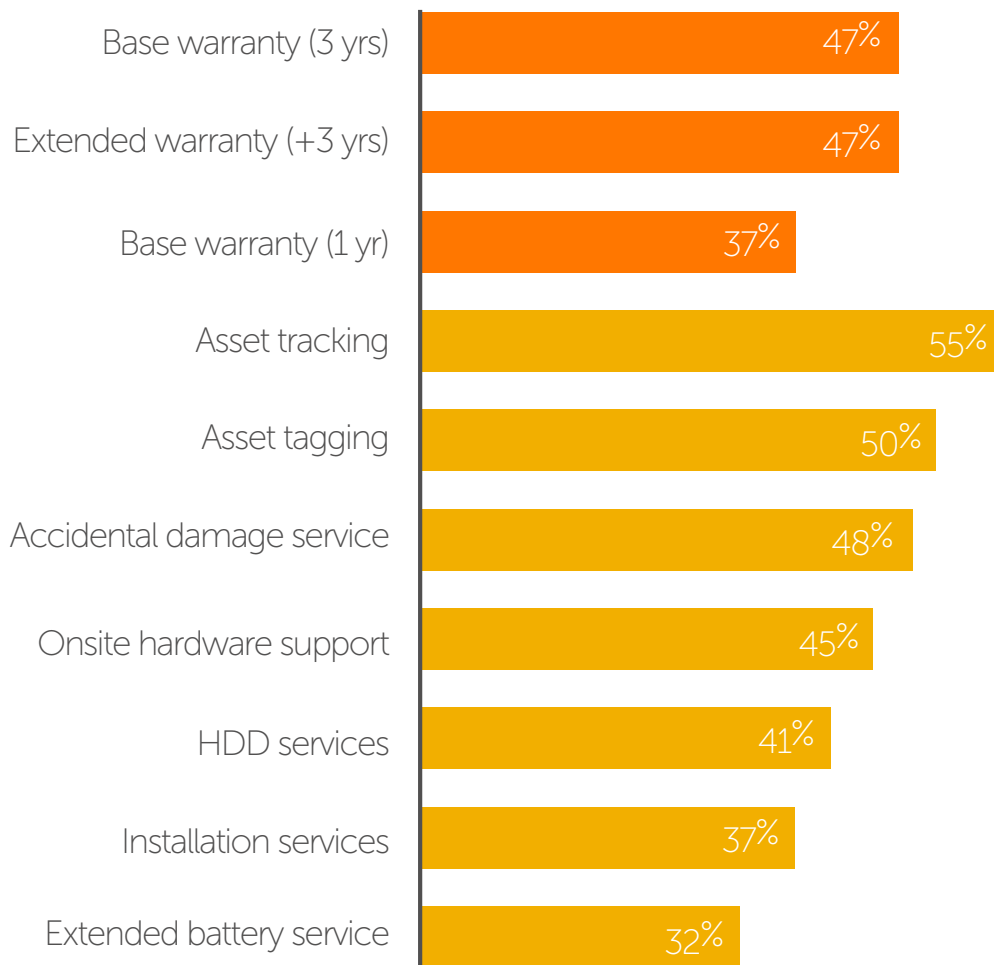## Choose from a range of Dell services, such as:
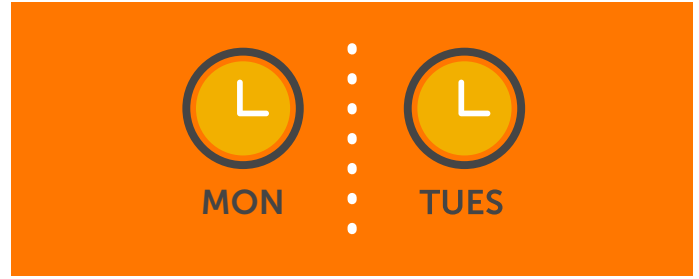


### Enhanced support

**Dell ProSupport Plus** offers 24x7 priority access to ProSupport engineers and **SupportAssist** technology actively monitors devices.



MON          TUES

### Priority support

Take advantage of **Dell Next Business Day Onsite Service** and enjoy full peace of mind with priority access plus the option for an onsite engineer.

## What companies are currently using:

### Services*

| Service | % |
|---|---|
| Base warranty (3 yrs) | 47% |
| Extended warranty (+3 yrs) | 47% |
| Base warranty (1 yr) | 37% |
| Asset tracking | 55% |
| Asset tagging | 50% |
| Accidental damage service | 48% |
| Onsite hardware support | 45% |
| HDD services | 41% |
| Installation services | 37% |
| Extended battery service | 32% |

                      On-the-go professional

www.futurereadyworkforce.dell.com

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