

Corridor warrior

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

Spotlight on: Corridor warriors

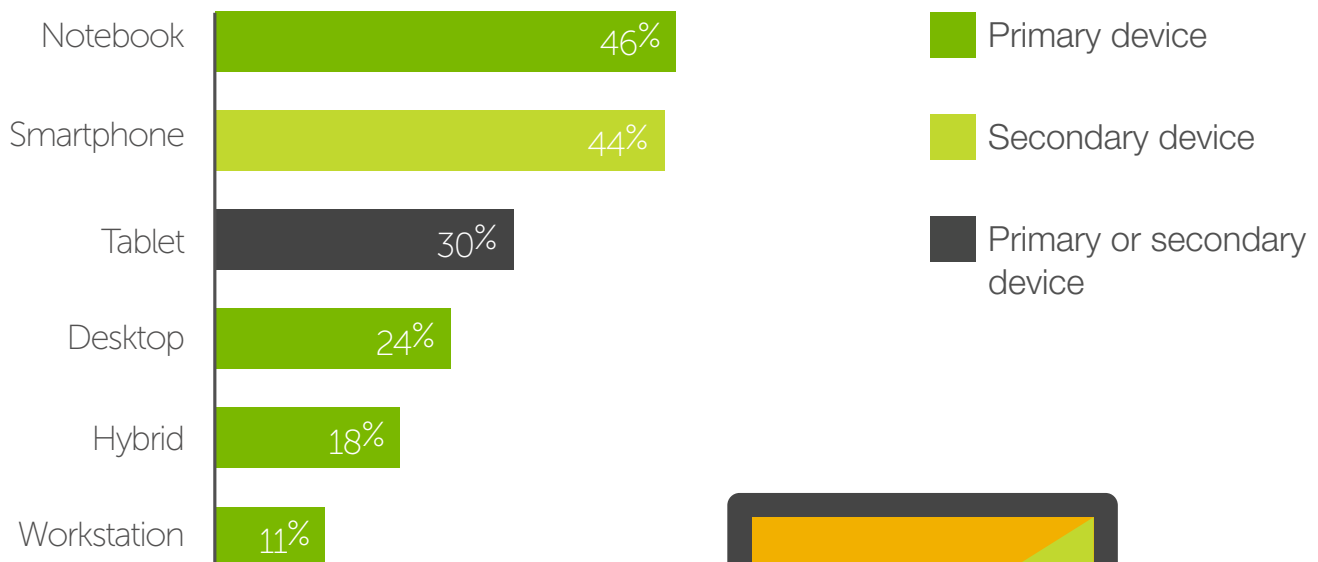
Description: Someone who is working away from their desk more than 50% of the time. They move from meeting to meeting and/or work from multiple locations within the company building(s) or campus.

Typical roles:

- Managers to high-level executives in all depts.
- Marketers
- Other professionals (e.g., program managers etc.)
- IT staff
- Professors
- Nurses
- Specialist roles (e.g., shop-floor foreman, warehouse manager, nurse)

What they're currently using:

Hardware*



These users spend most of their day moving about the building or campus. They want to seamlessly transition from desk to meeting room. So give them the tools they need to present, share and connect wherever they are.

Pain points

- Laptops too heavy/bulky
- Can't easily present or share info
- No second monitor/laptop screen too small
- Small laptop keyboard is difficult to use
- Docking station and laptop combo are not ergonomically friendly
- Difficult to power devices while on-the-go



Key needs



FLEXIBILITY. Seamlessly transition from desk to meetings.



CONNECTIVITY. Present and share info in meetings. Stay connected while on-the-go.



CONVENIENCE. Be more mobile with lightweight, portable devices.

Occasional needs



MOBILITY. Work away from the office when required.



PRINT. HR and high-level execs may need to occasionally print.



ENDURANCE. Sturdier mobile devices are ideal for specialist roles.

Opportunities



- **INCREASE MOBILITY.** Give them more flexibility, even from home by moving to lighter, more portable laptops. Switch some users to tablets and convertibles.



- **IMPROVE SHARING.** Let users share information in meetings via wireless display or content sharing.



- **GO THE DISTANCE.** Cater to specialist roles with more durable, rugged mobile devices.

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 corridor warrior roles with recommendations on technologies to consider:



Executive (moderate traveler)

Devices: Dell XPS Ultrabook (13") for a sleek premium design, Dell Latitude 13 7000 Series 2-in-1, Dell Latitude 12/13 Ultrabook, Dell Venue 11 Pro 7000 series

At-desk accessories (for expanded productivity): full-featured keyboard (wired or wireless), wireless mouse, wireless headset, charging ports for smartphone and on-the-go peripherals

Mobile accessories: additional mobile power supply or charging hub, single non-touch display (24-27") with adjustable monitor stand or ergonomic display arm, active stylus pen, detachable keyboard for tablet, display adapter, sleeve/bag

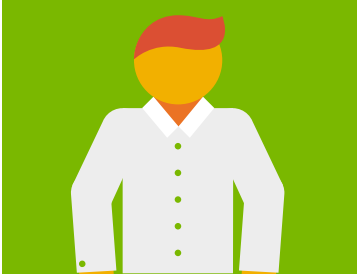


Marketing manager (moderate traveler)

Device: Dell Latitude 12/14 7000 Series, Dell Venue 11 Pro 7000 Series or Dell Latitude 13 7000 Series 2-in-1

At-desk accessories (for expanded productivity): docking station (wired or wireless), single non-touch display (24-27") 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

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



Program Manager

Device: Dell Latitude 12/14 7000 Series, Dell Latitude 12 5000 Series or Dell Latitude 13 7000 Series 2-in-1

At-desk accessories (for expanded productivity): docking station (wired or wireless), single non-touch display (24-27") 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

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

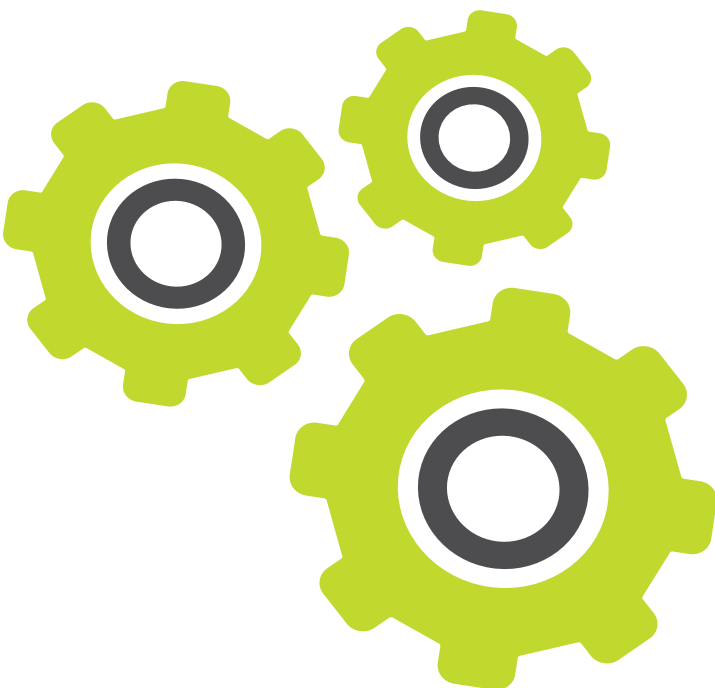


Warehouse or field manager

Device: Dell OptiPlex desktop and Dell Venue Pro 8/10 5000 Series when away from desk or Dell Venue 11 Pro 7000 Series and Dell Latitude 12 Rugged tablet for a more durable device

At-desk accessories (for expanded productivity): wired 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

Mobile accessories: active stylus pen for tablet, rugged case for tablet (unless using a Dell Latitude Rugged tablet)



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**.

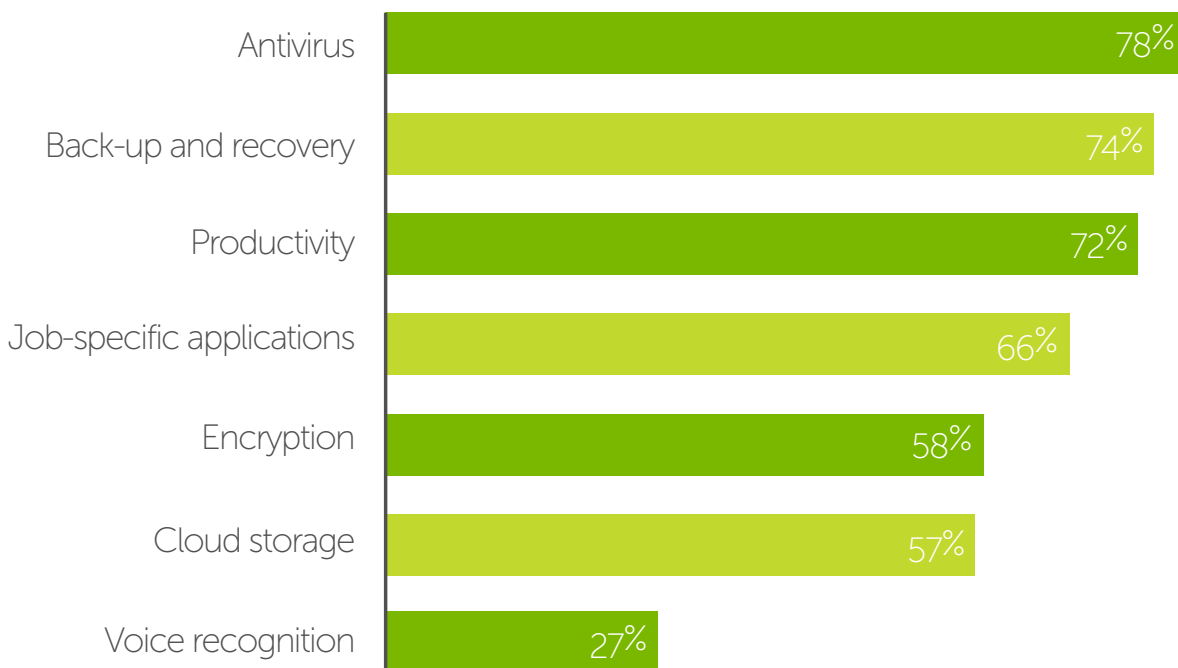


Security

Discover a proactive approach to defeat malware and threats in real time with **Dell Data Protection | Protected Workspace**.

What companies are currently using:

Software*



Dell services

Choose from a range of Dell services, such as:



Support

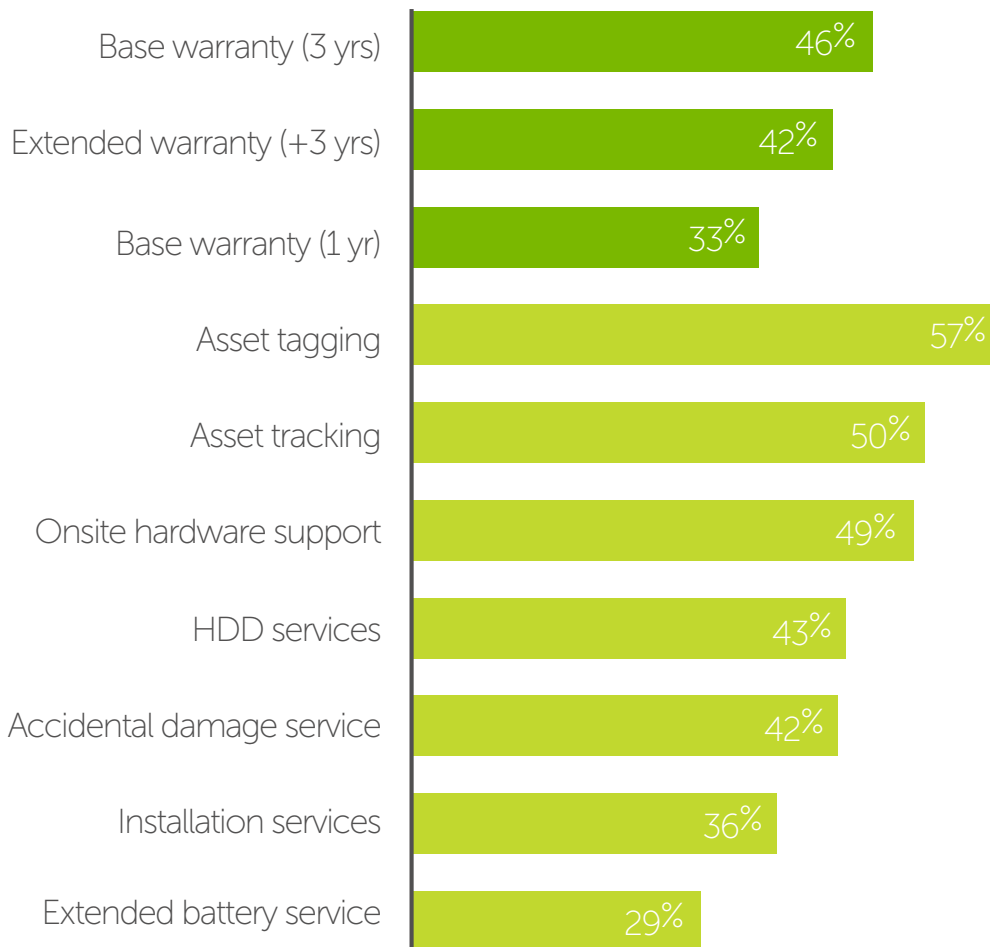
Minimize hardware and software downtime with **Dell ProSupport** including 24x7 priority access to technical support engineers.

Accident protection

Count on coverage from unforeseen events with **Dell Accidental Damage Service**.

What companies are currently using:

Services*



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