

# Don't Wait to Refresh

## Dell and Windows 11: built for secure hybrid work

Windows 10  
end of support  
on October 14, 2025.

Start planning now for your migration to Windows 11 on the latest Dell devices. Discover a completely re-imagined experience that better fits today's more modern hybrid work environments.

### Refresh your devices to avoid risk

"Workspaces" are increasingly replacing "workplaces." Using outdated PCs built with older operating systems may pose serious risks by not upgrading to new Dell devices with Windows 11 Pro.



#### Challenges

**Increased cybersecurity threats** and sophistication as hybrid workstyles can increase risk and security management complexity.

**Reduced productivity** due to ineffective communication/ collaboration and complex processes.

**Lower employee satisfaction** due to frustrating or chaotic experience.

**Higher TCO** due to increased maintenance and support costs.

#### Benefits of replacing aging PCs

- 3.1x reported reduction in firmware attacks<sup>1</sup>
- 2.8x fewer instances of identity theft<sup>1</sup>

- Newer Windows 11 devices can increase end-user productivity by up to 15%<sup>2</sup>
- Newer Windows 11 devices can increase IT productivity by up to 20%<sup>2</sup>

- 14% higher Windows customer satisfaction in organizations with modern devices<sup>3</sup>
- 94% improved employee experience<sup>\*</sup>

- 3x lower cost for a newer Windows Pro PC vs. maintaining a 4-year-old+ PC<sup>1</sup>
- 20% reduction in overall PC lifecycle costs with PCaaS<sup>\*\*</sup>

<sup>1</sup>SMB Windows 11 Survey Report. Techaisle, February 2022. Windows 11 results are in comparison with Windows 10 devices.  
<sup>2</sup>The Total Economic Impact™ Of Windows 11 Pro Devices, Forrester.com, 12/2022.  
<sup>3</sup>Modern Device Concept Claim Exploration, June 2019.

<sup>\*</sup>Forrester, The Case for an Accelerated PC Refresh Cycle, 2022. 94% of respondents whose organization adopted an accelerated PC refresh cycle said their company has seen improved employee productivity <sup>\*\*</sup>Forrester "Total Economic Impact™ Study for Dells PC as a Service" commissioned by Dell Technologies, November 2020. Results derived from customer interviews and survey data. Estimated savings in U.S. Dollars, calculated over 3 years for 1000 users. Actual results will vary.

# 5 key reasons to purchase new Dell devices with Windows 11

Dell and Microsoft are dedicated to providing reliable solutions that enable organizations to overcome the challenges of the modern workplace.

Our commitment to innovation and excellence ensures that your organization stays ahead of the curve in an ever-evolving landscape.

## 1 Secure, out-of-the-box endpoint security

Dell Windows 11 PCs feature built-in protections and a Trusted Platform Module (TPM) chip for greater security. Protect with the industry's most secure commercial PC.<sup>5</sup> And with the most secure Windows ever, businesses report a 58% drop in security incidents.<sup>4</sup>

## 2 Modern collaborative ecosystems

Help employees get the job done, faster and easier with the more intuitive UI in Windows 11 Pro. AI-powered Dell PCs intelligently connect to the best network, ensure apps open faster, and maximize battery life.\* Dell Meeting Space Solutions simplify group conferencing and drive more effective team collaboration.

## 3 Passwordless identity & access

Cloud-based Microsoft Defender for Identity detects and investigates malicious threats while Dell Optimizer ExpressSign-in with Windows Hello for Business intelligently wakes and locks employees' systems—without needing to provide passwords.

## 4 Fast, zero-touch device management

Dell and Microsoft enable IT teams to provision and control end-user devices faster and easier. Dell Command | Endpoint Configure for Microsoft Intune\*\* remotely configures BIOS settings to fit your IT teams' needs—and Microsoft App Assure reduces migration complexity with 99.6% application compatibility.<sup>6</sup>

## 5 Lower TCO

Modernize the work experience whilst reducing costs. Reductions in PC maintenance and lifecycle costs as well as freeing up IT teams with PC as a Service offerings to manage budgets effectively.

# Meet the challenges of the modern workplace

Microsoft and Dell have re-imagined how PCs should work. Together, we've created a best-in-class experience that's more collaborative for employees, more productive for IT, and more secure for all.



Contact your Connection Account Team for more information.

Business Solutions 1.800.800.0014  
Public Sector Solutions 1.800.800.0019

[www.connection.com/Dell](http://www.connection.com/Dell)

<sup>4</sup>Windows 11 Survey Report. Techaisle, February 2022. Windows 11 results are in comparison with Windows 10 devices

<sup>5</sup>Based on Dell internal analysis, September 2022. Not all features available with all PCs. Additional purchase required for some features.

<sup>6</sup>Microsoft App Assure program data from Oct 2018-Feb 2022

\* Features available on Dell Commercial PCs with Dell Optimizer.

\*\* Dell Command | Endpoint Configure for Microsoft Intune is currently available in select offerings - general availability to be announced.

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