

DELLTechnologies

Have it all

The AI-enabled workforce
without compromise
from Dell Technologies,
Microsoft and Intel®

 **Windows 11**

intel Accelerate AI
with Intel®



Unlocking Competitive Edge: Empower Every Employee with AI-Driven Productivity

Adoption of GenAI is now widespread and gathering pace as organizations look to drive everything from greater productivity and revenue to faster time to market and higher product quality. One area that offers particularly rapid value realization is AI-driven workforce productivity. For many organizations, this means taking familiar and ubiquitous productivity tools, such as Microsoft Windows and Microsoft 365, and upgrading them to the latest AI versions with Microsoft Copilot – all running optimally on the latest Dell devices powered by Intel® Core™ Ultra processors.

By seamlessly integrating Generative AI capabilities into core productivity applications, Copilot for Microsoft 365 empowers your workforce with unparalleled productivity and efficiency.

In this guide we explore these new capabilities, and cover some of the key factors that contribute to successful implementation – from identifying the user personas, to ensuring appropriate data security and identifying the optimum consumption models. And finally, explaining how we make it easy for you to evaluate and plan your journey to AI with a Copilot for Microsoft 365 Workshop.

70%*
increase in productivity
reported by users of
Copilot for Windows 11
and Microsoft 365.

*Source: Microsoft Work Trend Index report 2023

Copilot for Microsoft 365 user experience

Organizations who have deployed Copilot are benefiting from its ability to deliver value across the organization, across multiple stakeholders and a broad range of workflows. As a result, they are realizing a return on investment that can be measured in months, not years.



Copilot

A whole new way to work



68%
said it improved the
quality of their work



10+ Hours
saved per month



3.8x faster
getting caught
up on a missed
meeting



72%
said it helped them
generate ideas
while writing



71%
Saved time on
mundane tasks



64%
Spent less time
processing email



Mapping AI advantage to individual Personas

68% of people say they don't have enough uninterrupted focus time during the working day.

*Source: Microsoft WorkLab Work Trend Index, May 2023

Over recent years, the pace and volume of work has increased, with employees struggling to keep up, reporting that they spend 68% of their time on communicating and coordinating, leaving just 40% for creation, deep thinking and collaboration.

Microsoft Copilot addresses this digital debt head-on by being a digital assistant capable of supporting different persona types across your organization.

It (Copilot) is built on powerful LLM models but is not restricted to any one application. It's a reasoning engine that works on top of all of your data and connects across all of your programs and applications – capable of addressing the specific needs of different work personas. It knows what you're writing in Word and it can carry that knowledge with you as you move into Excel or Powerpoint, therefore helping users to be more productive.

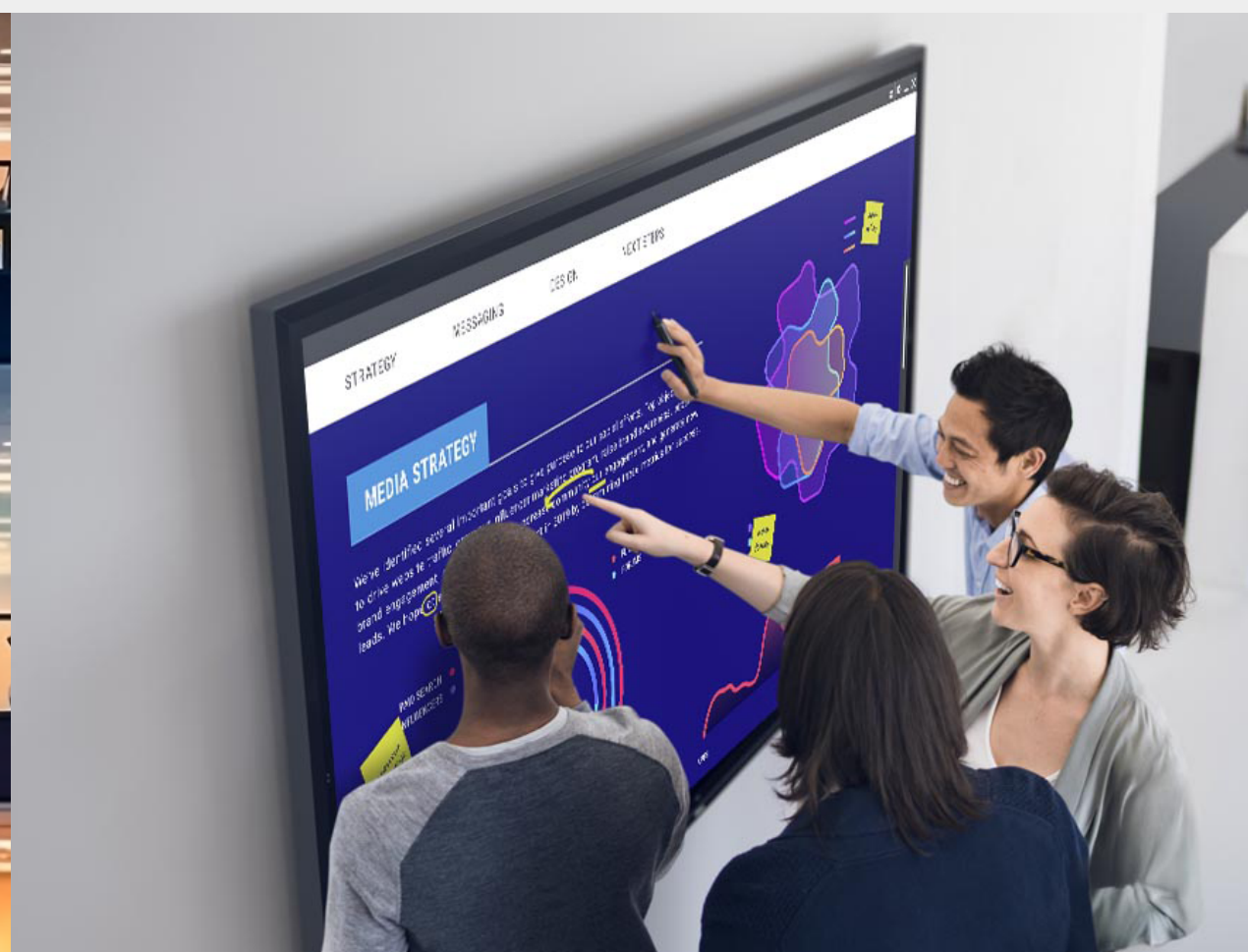
This digital assistant addresses the specific needs of these different work personas, helping them to be more productive than ever before. Examples follow on the next two pages.



Copilot in Outlook
Follow a Meeting

Stay on top of meetings – even ones you can't attend.

The image shows a Microsoft 365 interface with a video player overlay. The video player has a play button and a title 'Copilot in Outlook Follow a Meeting'. The background shows a meeting interface with a grid of participants and a meeting title 'Productive Projects Pitch & Plan'.



Persona example 1: CXO preparing for a company wide address

Executives are always pressed for time and Copilot for Microsoft 365 simplifies many tasks in preparing for a meeting. And recognizing that some things have to be perfect, Copilot also improves work quality, so big events can happen flawlessly.



Microsoft 365 Chat

Quickly catch up on the latest developments and discussions relating to the meeting announcement by having Copilot summarize relevant email threads and chat conversations.



Copilot in Teams

Meet with the executive team to review each business unit's results. When closing the meeting ask Copilot to create action items from the conversation and assign owners.



Copilot in Word

Revise the draft of the speech, asking Copilot to make it resonate more with the workers at the speech location.



Copilot in PowerPoint

Meet with the executive team to review each business unit's results. When closing the meeting ask Copilot to create action items from the conversation and assign owners.



Copilot in Teams

Revise the draft of the speech, asking Copilot to make it resonate more with the workers at the speech location.



Copilot in Outlook

Thank the team for watching the address by asking Copilot to draft a response that can be personalized in tone and length, even on the go.



Persona example 2:

Salesperson delivering more efficient sales process

From conducting industry research to creating proposals, Copilot works alongside sales teams, handling repetitive tasks – both administrative and routine. As a result, they can save time and focus on building pipeline and closing deals.



Copilot in Loop

Prompt Copilot to create a set of questions for a customer discovery session focused on the primary use cases for the product.



Copilot in Edge

Discover information on the customer using Copilot to summarize their Annual Report for goals, risks, and financial information.



Microsoft 365 Chat

Have Copilot create a bulleted list of notes using recent email threads before the meeting with the customer to understand the requirements that need to be addressed.



Copilot in PowerPoint

Ask Copilot to refine an existing sales presentation by adding new slides using customer details from the email summary and visuals relevant to their industry.



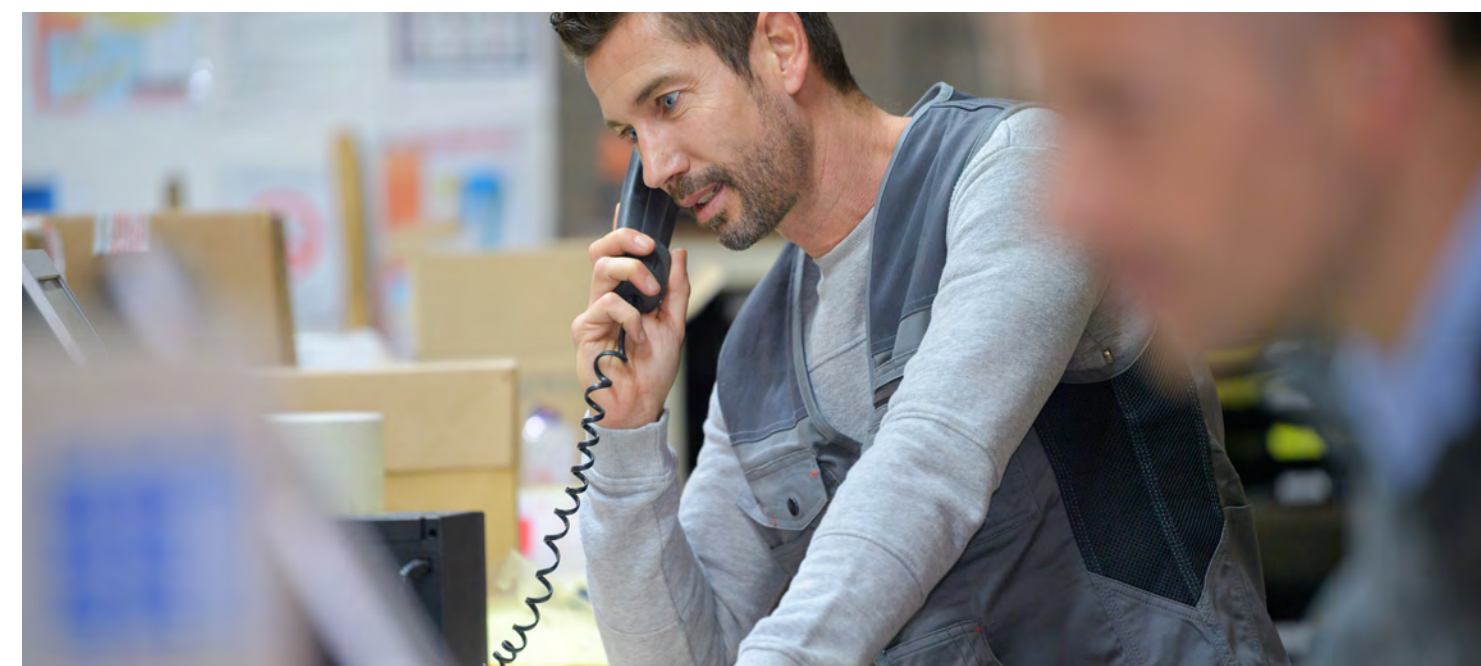
Copilot in Teams

Give the customer your full attention in the meeting by relying on Copilot to handle note taking. Ask Copilot to summarize the meeting and provide detailed action items.



Copilot in Word

Draft the final proposal using Copilot to take content from your emails, meeting notes, and presentations.



Dell modern devices — built for AI

Dell offer the widest range of AI-ready devices with the new Intel® Core™ Ultra processors, running Windows 11, with a choice of peripherals enabling organizations to select the best devices for different work personas based on understanding the unique needs and preferences of each type of worker.



Persona-specific AI solutions

Following decades of close collaboration with Microsoft and Intel®, Dell devices powered by the latest Intel® Core™ Ultra Processors are built to deliver the optimum in performance and AI-driven productivity for your workforce. For example, the Intel® Core™ Ultra processor is a multi-processor package, consisting of a CPU, GPU and NPU, that has been specifically designed to optimize the efficiency and performance of different AI workloads and applications, by splitting tasks appropriately to each engine. A CPU — ideal for quick, lightweight tasks, a GPU that makes easy work of heavy AI workloads, and an NPU, a purpose built AI accelerator that efficiently runs sustained workloads.



Cyber threats

The move to hybrid work has introduced new complexity and attack vectors — and endpoints, networks and clouds are expanding attack surfaces. And the race to adopt GenAI is raising the stakes further — introducing new security considerations, including data and IP leakage as well as high-speed contextual attacks.

What's more, attackers now employ sophisticated techniques that target different layers of the computing stack, blending in with valid system processes. Some methods even allow attackers to gain privileged access and disable software protections, completely undetected.

Better together security

No single provider can address all of these issues alone, which is why Dell, Intel® and Microsoft work strategically together to remove the burden for organizations.

Our holistic approach to security integrates hardware-based “below the OS” capabilities that help defend against attack. The Intel® silicon and vPro platform help to reduce the physical attack surface whilst also protecting the BIOS with Dell. This integrates with Windows 11 to ensure safe boot of the device and that the integrity has been checked with hardware and software working together, shielding users and valuable data.

**Discover Intel vPro®
Security benefits on
Dell Business PCs**

**See how
Microsoft 365
delivers enterprise-
grade security.**

Choosing the best consumption model

How Dell Technologies helps you make the right choices

A key consideration for delivering a winning employee experience is to understand what resources you have internally to effectively implement your AI productivity across all personas. Based on your internal resources, Dell gives you the choice to outsource as much or as little as you wish.

When examining the best consumption model for your organization, here are some of the key questions to answer:

- How will you optimize licensing?
- What are your users' current utilization levels?
- What are the best future licensing options, based on persona types?
- Should you consolidate your existing licensing landscape?
- What are your best maintenance options to minimize disruption?
- By how much can you reduce IT support costs?
- How will predictable IT costs improve your cash flow?
- By how much will simplifying your device lifecycle management reduce IT complexity and costs?

At Dell we offer flexible consumption models with Dell APEX PC-as-a-Service.

Dell APEX PC-as-a-Service

Flexible hardware and lifecycle solutions, all for a predictable monthly payment.

Dell APEX PC-as-a-Service offers customers the ultimate flexibility – customizing the entire lifecycle of their PCs from device and peripheral selection, services, support, and retirement – all combined with flexible payment terms.

Devices

Choose from some of the world's most intelligent, secure commercial devices, from Dell and Intel®, with monitors and peripherals.

Benefits include:

- Built-in AI-based optimization software that learns and responds to the way you work
- Award-winning monitors and accessories for any working style

Flexible Terms

Take control over your IT budgets and expenses, with benefits that include:

- Customizable subscription with predictable monthly payment*
- No upfront investment
- Flexibility to scale based on your business needs

Lifecycle Solutions

Customize solutions that cover deployment, management, security, support, and end-of-term retirement, with benefits that include:

- Day-one productivity with Dell provisioning solutions
- Predictive, proactive support to ensure employee uptime
- Empower employees to work from anywhere with comprehensive security solutions from Dell, Intel® and Windows 11
- Simplified management in the environment of your choice



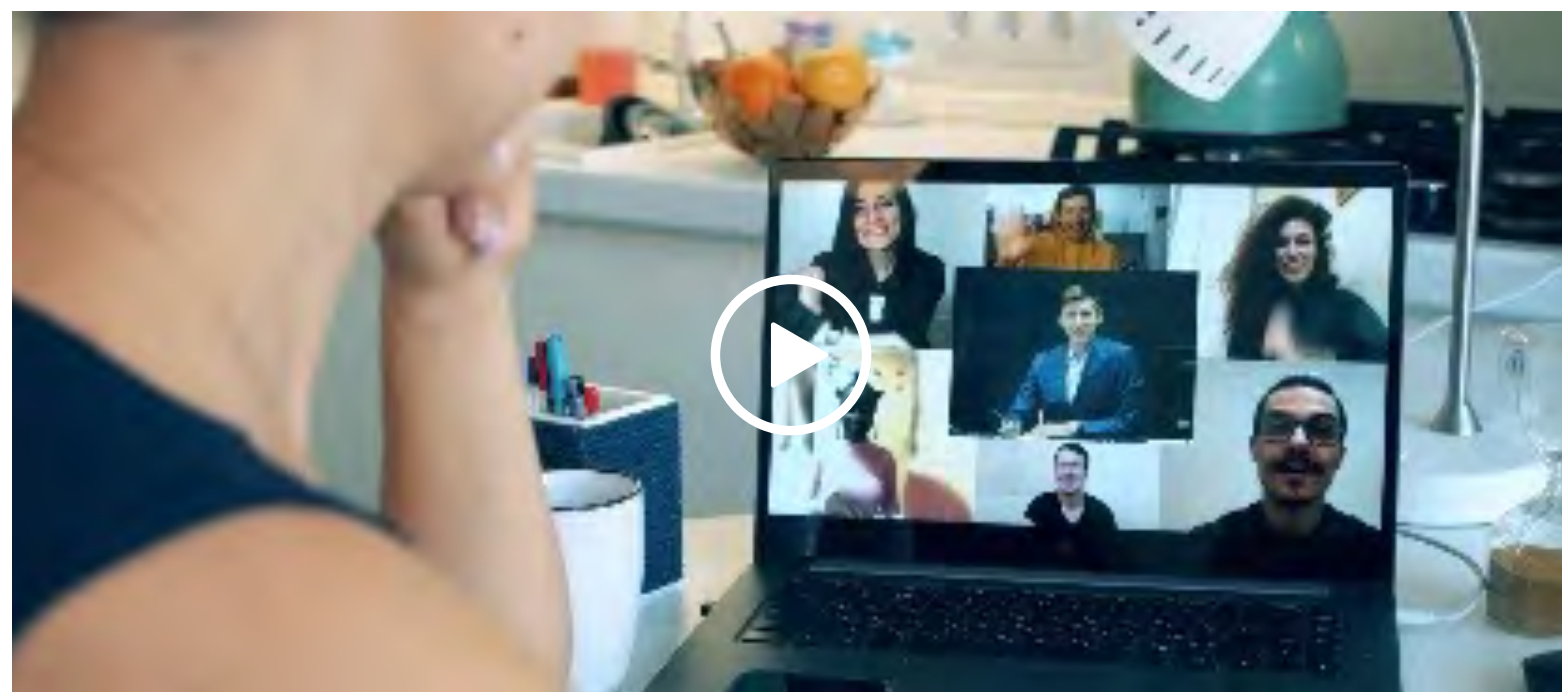
*Payment solutions provided and serviced by Dell Financial Services L.L.C. or its affiliate or designee ("DFS") for qualified customers. Offers may not be available or may vary in certain countries. Where available offers may be changed without notice and are subject to product availability, applicable law, credit approval, documentation provided by and acceptable to DFS and may be subject to minimum transaction size. Offers not available for personal, family, or household use. Dell Technologies and the Dell Technologies logo are trademarks of Dell Inc. Restrictions and additional requirements may apply to transactions with governmental or public entities. Dell APEX PCaaS. At the end of the contract, the customer may renew the contract or return the equipment to DFS.

Dell Lifecycle Hub

The Dell Lifecycle Hub combines warehousing and hardware asset management with configuration services and deployment expertise into one end-to-end solution. Including return, repair, refresh, whole unit exchange, and refurbishing services, Dell Lifecycle Hub helps keep employees working, maximizes the use of device inventory, and frees up IT resources to focus on IT-led business priorities.



Explore Dell Lifecycle Hub



Watch video

Additionally, Dell Device Refresh Management helps keep fleet refresh on track and in budget. Dell manages the ongoing, multi-vendor device refresh needs for our customers, including planning, forecasting and communications. Together with the Lifecycle Hub, Dell removes disruptions caused by ongoing fleet refresh management and makes the process easy and productive for employees.



Lifecycle Hub provides an end-to-end multi-vendor device lifecycle management solution.



Start your journey **to the AI-enabled workforce**

Copilot for Microsoft 365 Workshop

Dell Technologies, as one of the largest Microsoft partners globally — with over 16,000 Global certified Microsoft service professionals, offers a range of services to assist organizations in adopting and scaling Copilot for Microsoft 365. These services include assessment, advisory, operational readiness, and implementation services designed to help you adopt Copilot quickly and efficiently.

The first step is undertaking a workshop which looks at all key considerations and plans your journey to AI with Copilot for Microsoft 365 running on modern Dell devices powered by the latest Intel® Core™ Ultra Processors.

What you'll take away from the workshop



1. Envision secure work from anywhere

Understand your business objectives and envision your priority scenarios.



2. Implementation Planning

Develop a plan to implement Copilot for Microsoft 365 for users, devices, apps, and data.



3. Activation and adoption planning

Define a plan including risks and mitigations for a successful deployment and adoption.

To register for your Copilot for Microsoft 365 Workshop, please contact your Dell Technologies sales rep.

Or register your interest **Here**.



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