



PartnerDirect

Edition 25

Partner Insight



Page

6

Make life easier – and make experiences richer

Dell peripheral devices are designed to make the most of our powerful hardware.

Page

10

More storage – more choice

The growth of big data means enterprises need not just more storage, but flexibility in developing it and managing it.

Page

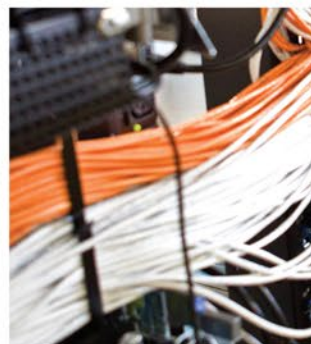
12

The Need for Speed

To get the best out of their smart end-user devices, customers need great wireless connectivity at fast speeds



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CONTENTS

4 | Introduction

Welcome to the Latest edition.

CONSUMER

6 | Make life easier – and make experiences richer

Dell peripheral devices are designed to make the most of our powerful hardware.

COMMERCIAL

8 | Reliability. Productivity. World-beating security

The wait is over. The Latitude E7240 and E7440 are here, and they're the world's most secure Ultrabooks.

10 | More storage – more choice

The growth of big data means enterprises need not just more storage, but flexibility in developing it and managing it.

12 | The need for speed

To get the best out of their smart end-user devices, customers need great wireless connectivity at fast speeds.

PRODUCTS AND SERVICES

14 | Did you know?

Find out more about the latest Dell™ news, products and services.



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Partner Insight

Your source for the latest consumer and commercial channel news from Dell™.

Introduction

Welcome to the Latest edition.

Summer's here and things are hotting up.

In this edition of Partner Insight, In this edition of Partner Insight you will learn about our latest peripherals, new Ultrabooks and recently launched Storage solutions.





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Product
Brochure



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Make life easier – and make experiences richer

Dell peripheral devices are designed to make the most of our powerful hardware. Easy to use, they also bring new rich levels of functionality – whether you're in front of a screen or in front of an audience.

Great extras can make all the difference, which is why at Dell, we try to think of everything.

Take the M900HD mobile projector, for instance. Highly mobile and easily affordable, your customers will be able to turn up to any event and project wirelessly and confidently, with a smooth audio and video performance. It's versatile and reliable, making collaboration simple in conference rooms, classrooms and client sites. And with broad operating system support, customers will have the freedom to project from virtually any laptop, tablet or smartphone.

And there's more, too – much more. Our wireless mouse makes interactivity both simple and accurate, while the S2340T 23" multi-touch monitor and Dell UltraSharp U2412M 24" monitor provide high resolutions, rich colours and multiple positioning options.

Make life richer and simpler for your customers. Introduce them to our great portfolio of versatile add-on products.



Dell M900HD Mobile projector

- Wireless projection using Intel® Wireless Display and Miracast™
- Broad operating system support — including Windows, Mac OS®, Android™ and iOS — giving the freedom to project from virtually any laptop, tablet or smartphone
- Projects clearly with a powerful, 900-lumen LED light source
- Reduces IT maintenance costs – rated for up to 30,000 hours



S2340T 23" multi-touch monitor

- 23" widescreen with LED backlight
- Full HD, 1920x1080 at 60Hz
- 178°/178° (vertical/horizontal) ultra-wide viewing angle
- 8 million:1 (max.) mega-dynamic contrast ratio
- Multi-position articulating stand
- Integrated camera, microphone & speakers
- USB 3.0 hub, G/Ethernet, HDMI & USB 3.0, DisplayPort
- Multi-touch, certified for Windows® 8



Dell wireless mouse

- Precision laser tracking
- Wireless connectivity
- Excellent battery life
- Designed for comfort
- Compact size
- Easy to set up and use



Dell UltraSharp U2412M monitor

- 24" VIS with LED backlight
- 178°/178° (vertical/horizontal) ultra-wide viewing angle
- Full HD, 1920x1200 at 60Hz
- High dynamic contrast ratio of 2 million:1 (typical)
- Height-adjustable (115mm), tilt, pivot, swivel
- PowerNap and Dynamic dimming features
- VGA, DVI-D (HDCP), DisplayPort, 4 x USB ports



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Reliability. Productivity. World-beating security.

The wait is over. The Latitude E7240 and E7440 are here, and they're the world's most secure Ultrabooks. Enterprise IT will want them – and their end-users will love them too...

They're the ultimate enterprise Ultrabooks. Manageable and secure, the new Latitude E7240 and E7440 deliver peace of mind to central IT departments, and are positioned for procurement and rollout in volume right across the organisation.

End-users will love them too. Thin and light, they're highly portable, with a consumer-inspired design using high-quality materials – and their Intel® iCore™ processors and touch-screen options ensure they'll get all the productivity they need.

The Latitude E7240 and E7440. They're the next generation of Ultrabooks.





Great mobility

- Touch screen option offers outstanding experience on Windows 8 while Intel® iCore™ processors ensure consistent productivity
- Thin and light, in two form factors: the 12" E7240 and the 14" E7440
- High-quality materials, including aluminum or carbon fibre display backs and a soft-touch finish
- Use the same docking station as previous Latitude generations

Unmatched control and protection

- Designed to pass the highest standards for reliability, including drop test, extreme temperatures and water spillage
- Displays feature Corning® Gorilla® Glass*, providing scratch and damage resistance and overall reliability

World-beating security

- The highest level of FIPS disk endpoint encryption
- Data protection encryption with optional hardware encryption accelerator and fingerprint / smart card readers
- Protection from advanced malware, including zero-day threats

*The Dell notebook portfolio contains Corning Gorilla Glass 2 and Corning Gorilla Glass NB on select systems - see product specification details.





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More storage – more choice

The growth of big data means enterprises need not just more storage, but flexibility in developing it and managing it. The latest additions to Dell's Fluid Data Architecture product portfolio deliver just that...

Big data's growing fast. According to IDC*, the storage segment of infrastructure technology for big data deployments is expected to increase at a rate as high as 53.4 percent.

Great timing, then, for the arrival of the new Dell Compellent SC280 super dense data storage enclosure, which can store up to 336 terabytes and significantly reduces data centre space requirements.

Part of Dell's Fluid Data approach that provides open, scalable, integrated and automated solutions, the Dell Compellent SC280 offers the best rack unit density of any major storage solution, with up to 2.8 times more capacity than competing 2U enclosures.

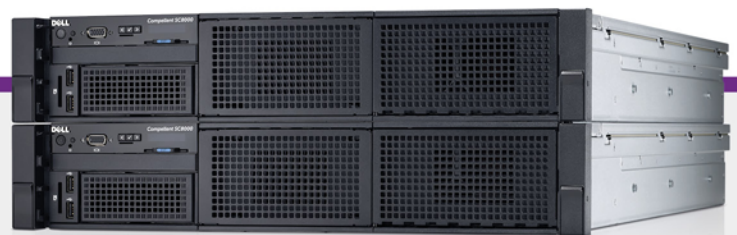
The enclosure is joined by the Dell Compellent SC8000 Controller, an efficient, agile and resilient SAN that enhances storage flexibility, resiliency and performance.

It's all designed to simplify and generate the most value out of your customers' IT investment – and help them make the most of all that big data.



Dell Compellent SC280 Enclosure

- 84 4TB drives delivering 336TB storage in a 5U footprint
- The best rack unit density of any major storage solution
- Up to 67.2TB of raw capacity per installed enclosure RU
- Up to 2PB raw capacity per 48U rack



Dell Compellent SC8000 Controller

- 2U rack chassis with dual six-core, 2.5GHz (with Turbo) Intel® Xeon® E5-2640 CPUs
- 16GB to 64GB total available cache per controller, with a maximum 128GB per dual controller system (a dual controller configuration is required to support full high-availability and failover capabilities in production environments)
- Six PCIe Gen3-enabled expansion slots to extend I/O capabilities for future growth
- Integrated Dell controller to add hardware and environmental monitoring capabilities to the Storage Center solution
- Storage Center OS 6 with 64-bit support for improved scalability and performance

* Source: IDC, "Worldwide Big Data Technology and Services 2012-2016 Forecast (IDC #238746)," December 2012.



The need for speed

To get the best out of their smart end-user devices, customers need great wireless connectivity at fast speeds. Dell's latest W-Series access points use IEEE 802.ac technology – which delivers three times the performance of 11n...



W-Series access point benefits

- At a maximum speed of 1300Mbps (1.3Gbps) per radio, purpose-built 802.11ac-ready Dell networking 220 series APs are up to three times faster than the fastest 802.11n APs and provide gigabits of bandwidth
- Enable higher speeds for 2.4GHz clients. 220 series APs enable high-speed 802.11ac data rates in the 2.4GHz spectrum, providing high performance for supported mobile devices – an industry first

Wireless networking software

- **AirWave 7.7** network management software offers a single intelligent console from which to monitor, analyse, and configure wireless networks automatically
- **VisualRF** is a powerful tool for monitoring and managing radio frequency (RF) dynamics within wireless networks
- **ArubaOS (AOS)** is an operating system, software suite, and application engine that operates mobility and centralises control over the entire mobile environment

Customers are facing a dramatic increase in the number of smartphones, tablets and notebooks they have to manage. To give their users fast wireless network connectivity they are looking for solutions based on the latest IEEE 802.ac technology, which provides higher speeds and scalability for their wireless network infrastructure.

The latest models to join Dell's W-Series of access points provide just what they need. The purpose-built 220 series models deliver gigabit speeds to large numbers of mobile devices in conjunction with unique

ClientMatch technology, ensuring predictable wi-fi performance for the entire network.

The AP-225 and IAP-225 APs feature 2.4 and 5GHz radios respectively, each with 3x3 MIMO and three integrated omnidirectional downtilt antennas. The AP-224 and IAP-224 models feature the same radios with three (combined, diplexed) external antenna connectors.

Launched alongside the new access point models are accessories including mounting kits, antennae and cables, as well as W-AirWave 7.7, Visual RF Plan 7.7 and W-Series ArubaOS 6.3.



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Latest news

Dell Software launches SonicWALL OS 5.9

This month Dell Software announced the largest release of its award-winning SonicOS operating system for Dell SonicWALL Next-Generation Firewalls (NGFWs) and Unified Threat Management (UTM).

Dell Software wins award

Dell SonicWALL SuperMassive 9000 Series won the Silver Award in the Tech Awards Circle 2013 Enterprise Hardware category

Positive reviews for the Dell SonicWALL SuperMassive 9600

"SonicWALL's SuperMassive 9600 appliance lives up to its name and offers carrier-class security to enterprises."

Sell PowerEdge VRTX with new assets and analyst validation

VRTX is a leading solution for small businesses and remote offices looking to capitalize on the convergence of servers, storage, and networking.

Make a customer's day easier with OpenManage Essentials

Server administrators and channel partners struggling to manage and maintain servers in multiple remote locations are in for a major upgrade with the latest release of OpenManage Essentials (OME).

Jumpstart your customer's VDI project

VDI and unified communications projects continue to gain momentum, but planning and implementation is still a hurdle customers face.

Share Czech retailer's success

Pass along the OBI story for retail to other SQL-server customers contemplating a server or storage refresh.

Showcase the speed of flash

Server-based storage can deliver critical performance to customers using transaction-heavy applications.

Prep for the S5000 LAN/SAN RTS

Help customers simplify and optimize their networking infrastructures with the S5000 converged LAN/SAN switch, the first fully-modular 1RU top-of-rack fabric switch from Dell.

Capitalize on enterprise win momentum

Significant wins continue to roll in across the enterprise. Take a look inside these successes for tips and techniques to leverage during your next head-to-head.

Focusing on compute environments

Introducing the Intel Xeon Phi coprocessors on PowerEdge R720 and T620.

Could you be an expert?

We're looking for volunteers for our Client Expert programme...

Transforming cloud client computing

With new Windows 8 embedded thin clients, the thin client user experience is changing radically.

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