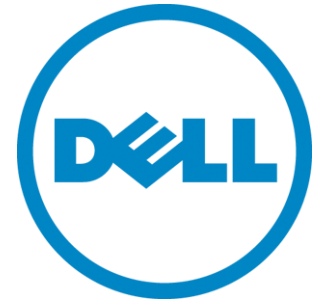

Dell | S&P LOB Elevator Pitches

October 2013



Why Dell monitors?

Dell's **award-winning monitors** fit your needs and budget, offering **productive** ways to work, **proven reliability**, and the industry's **most advanced** monitor technologies.

Why choose Dell?

- Established **LEADER** in displays
- **AWESOME** viewing experience
- Advanced Exchange Service; 3-Year Limited Hardware Warranty**



High-Performance

- Impressive color precision & accuracy
- Wide viewing angles
- Brilliant screen resolution

Productive

- Multiple adjustability options
- Wide connectivity array
- Ergonomic features

Reliable

- Premium Panel Guarantee**
- Exhaustive testing
- Dedicated technical support

Responsible

- Environmental certifications
- Eco-conscious materials
- Energy-efficient features

Thank you
for making
Dell monitors

#1
Worldwide*

*Dell was #1 in the Worldwide PC Monitor market in Q2 2013. Source: IDC Worldwide Quarterly PC Monitor Tracker, Q2 2013. Market share based on unit shipments.

**Select monitors.



Dell Monitors | 2nd half 2013 Key Products



Bringing Touch Within Reach

Dell Touch Monitors | P2714T, P2314T, E2014T

- ✓ Natural and intuitive multi-touch
- ✓ Extensive connectivity
- ✓ Edge-to-edge glass and smooth, adjustable stand



Beautiful innovation

Dell UltraSharp 24 Monitor | U2414H

- ✓ World's thinnest border
- ✓ Seamless view enables beautiful multi-monitor experience
- ✓ *Available 11/21*



Envision the big picture

Dell UltraSharp 32 Ultra HD Monitor | UP3214Q

- ✓ Stunning Ultra HD resolution
- ✓ PremierColor accuracy
- ✓ *Available 11/28*



Why Dell imaging?

Dell improves **collaboration** across devices by delivering award-winning imaging solutions that are **affordable and manageable**, giving you **flexibility** to:



Connect

- Collaborate and share digital data from virtually anywhere
- Connect, share and print from many devices
- Easy WiFi setup

Manage

- Robust security features
- Efficient fleet management tools
- Convenient print management services

Own

- Printers with exceptional value to meet varying needs
- Easy to use productivity features
- Industry leading warranty and dependable support



Dell Imaging | 2nd half 2013 Launch

Accelerating digital collaboration with new line up of smart multifunction devices

Performance with outstanding value

Accelerate digital collaboration in cloud for SMBs

Enterprise ready solutions made affordable for mid-market



Dell Color SFP
C2660dn
\$379



Dell Mono MFP
B2375dnf/dfw
4-in-1
\$449

Compatible with Dell Doc Hub App



Dell Color MFP
C2665dnf
4-in-1
\$599



Dell Doc Hub



Dell Color MFP
C5765dn A3
4-in-1
\$3,499



Dell Color MFP
C7765dn A3
4-in-1
\$7,499

- 28ppm(LTR)/27ppm(A4)
- 50,000 pages monthly duty cycle
- Secure Print ready

- **Cloud ready connectivity** (B2375dxx connects to GoogleDrive and Sharepoint Online)
- **Comprehensive security features** (B2375 dxx features secure print, secure PDF up to 128 bit, secure walkup LDAP authentication)

- **In-built OCR for easy document conversion**, eliminating complex software licensing and cost management
- **Intuitive workflow shortcut composer** automates and simplifies data sharing tasks for users



Dell | Essential accessories – Notebooks

In the office, at home or on-the-go, Dell's complete portfolio of recommended, easy-to-buy accessories is designed to complement your Dell Notebook and enhance your experience.

At Your Desk

Docking Solutions

Achieve full desktop functionality and seamlessly connect multiple devices at once



Displays

Be productive with a monitor on your desk from an industry leader



Keyboards & Mice

Work smart with a complete range of mice and keyboards



Safe & Secure

Security Enhancements

Secure your data and physical assets with privacy screens, locks, and security software (DDPE)



On the Go

Cases

Protect and transport your Dell system with durable, stylish carrying cases



Dell | Essential accessories – Desktops

In the office, Dell's complete portfolio of recommended, easy-to-buy accessories is designed to complement your Dell desktop and enhance your productivity.

On Your Desk

Displays

Be productive with a monitor on your desk from an industry leader



Keyboards & Mice

Work smart with a complete range of mice and keyboards



Storage

Help eliminate the risk of data loss with additional storage



Safe & Secure

Security Enhancements

Secure your data and physical assets with smartcard keyboards, locks, and security software (DDPE)



Connected

Unified Communications & Audio

Complete your workspace with headsets, webcams and speakers for online meetings and listening to audio content



Dell | Essential accessories – Tablets

In the office, at home or on-the-go, Dell's complete portfolio of recommended, easy-to-buy accessories is designed to complement your Dell Tablet and enhance your experience.

At Your Desk

Docking Solutions

Achieve full desktop functionality and seamlessly connect multiple devices at once



Displays

Be productive with a monitor on your desk from an industry leader



Keyboards & Mice

Work smart with a complete range of mice and keyboards



Safe & Secure

Cases

Protect and transport your Dell Tablet with durable, stylish protective cases and ergonomic folios



On the Go

Mobile Keyboards

Get work done on the go with mobile keyboards



Active stylus

Take notes or draw with precision using a Dell stylus



Power

Stay fully charged with a spare tablet charger

