

Dell Global Portal

Simplify procurement across the globe

DELL Technologies



Dell Global Portal offers a sophisticated answer for large-scale technology procurement. Customers with global operations can take advantage of a secure, personalized purchasing and support site that ensures efficient and consistent ordering.

Why Dell Global Portal?



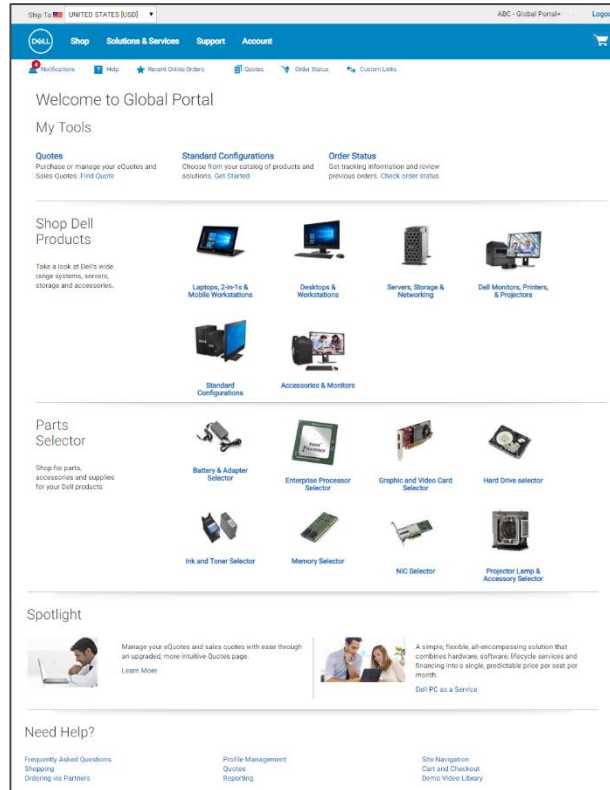
Total customization

Replace regional pages with one portal for global ordering efficiency, utilize robust reporting capabilities, and benefit from the convenient connection to Dell Authorized Partners.



Next-level optimization

Save time and money with a wide view across your entire ecosystem. See product options and quotes specific to selected ship-to country to ensure consistent pricing.



Convenient localization

Shop country-tailored catalogs with localized currency, options and quotes.



Control manageability

Control what users can see and do: from seeing product options, reports and payment methods to creating and approving eQuotes.

Key Benefits

Simplify procurement across the globe

A common user experience with globally consistent pricing and standards.

One-stop global procurement



Implement standard purchasing policies and procedures more effectively, enterprise-wide.

Order in a multi-country, multi-currency environment.

View agreed upon standards and pricing in local currency based on country selection.

Customized for you



Control what users can see and do: from seeing product options, reports and payment methods to creating and approving eQuotes.

View and manage global orders with powerful tools and robust reporting capabilities.

Indirect country ordering



Manage your business in Dell indirect countries through a seamless and convenient connection with Dell Authorized Partners.

Experience the built-in Partner Request tracking.

Scalable



A Global Portal solution can be integrated with most ERP systems, such as SAP, Ariba and Oracle.

Optimize your business through a procurement integration.

Eliminates the need for dual entries.

Electronic purchase orders reduce cycle time and improve order accuracy.

One-Stop Global Procurement

A common user experience with globally consistent pricing and standards.



Multi-country

- Place orders in a multi-country and multi-currency environment.

Simplicity

- Save time and hassle with simple, user-friendly tools.

Global Control

- Gain control and visibility on all orders globally.

Consistency

- Implement standard purchasing policies and procedures more effectively, enterprise-wide.

Customized for You

Implement global purchasing and pricing standards.

For your IT Standards

- Populate with standard configurations for different departments and specific user groups.

For Security and Control

- Control what each user can see — products, reporting, payment methods, etc.
- Control what users can do - creating and approving eQuotes, managing access levels, etc.
- Manage the Dell Authorized Partners listed on the page.



For How You Work

- Get product options and quotes specific to you and your selected ship-to country destination.
- Receive relevant and timely updates from the Notifications Center.
- Organize your global Address Book for a faster checkout.
- Place orders from a central location or multiple.

Indirect Country Ordering

A seamless and convenient connection with Dell Authorized Commercial Partners

Partner connection

- Seamless, convenient connection with Dell Authorized Partners.

Training

- Customer and Partner training available on Indirect Country ordering.

Request tracking

- Built-in Partner Request tracking.

Consistent process

- Provides a consistent approach to the quoting and ordering process



Scalable Solution

A Global Portal solution can be integrated with most ERP systems such as SAP, Ariba and Oracle at any time during deployment or sustainment via a procurement integration.



Complete Solution

- Utilize your existing procurement system and leverage the features of Global Portal when procuring IT.
- Reduce paper use in the ordering process to minimize your operating costs and your environmental footprint.
- Optimize your business and reduce order-processing errors significantly over offline methods.
- Leverage Dell expertise to guide you through the entire process of adopting, integrating and ordering through Global Portal.

Dell's Global Portal Onboarding Process

Dell's three-step process builds your Global Procurement path

1 Define

Assess customer needs around Global Portal solution with Dell and customer stakeholders

2 Develop

Implement an online solution aligned to customer requirements.

3 Deploy

Complete training and ensure a successful Go-live customer experience.



Getting Started



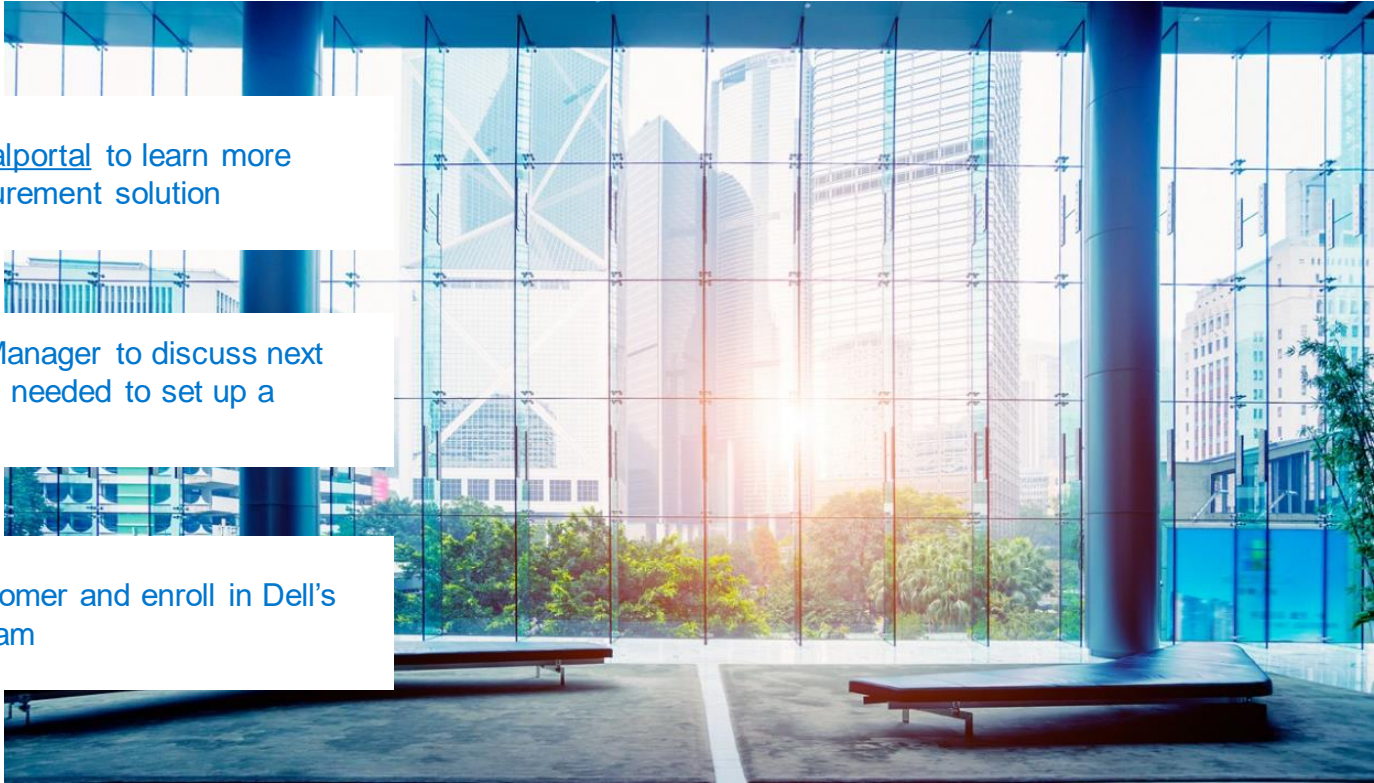
Visit www.dell.com/globalportal to learn more about Dell's global procurement solution



Contact your Account Manager to discuss next steps and requirements needed to set up a Global Portal



Qualify as a global customer and enroll in Dell's Global Customer Program



Learn more about the Global Procurement features: Visit the [Global Portal Video Library](#)

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