

**DELL**Technologies  
PARTNER PROGRAM

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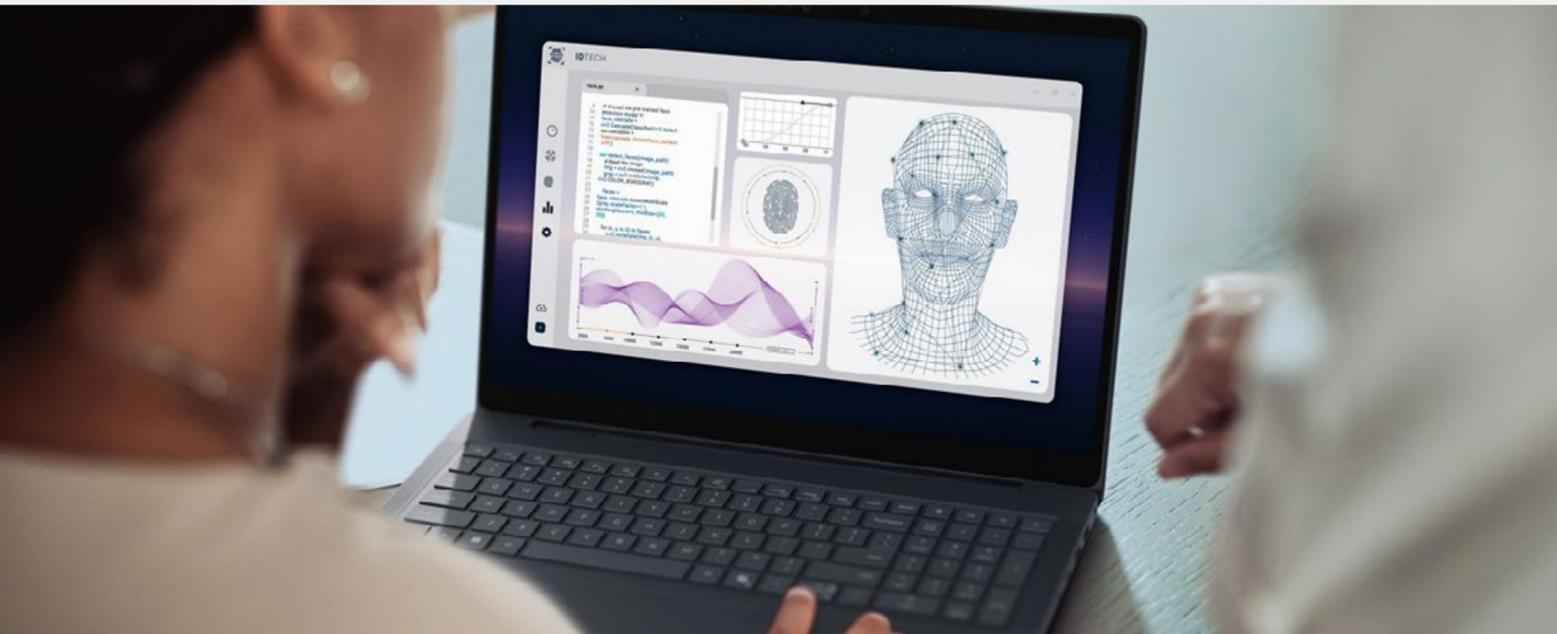
# Engineered for the Modern Workplace

Commercial Client Solutions Portfolio

December 2025 – January 2026

**intel**<sup>®</sup>

THAILAND



# AI-powered Solutions

Designed for what's next

The modern workplace demands speed, intelligence, and connectivity. At Dell Technologies, we deliver AI-ready devices and tools that boost productivity, enhance collaboration, and drive innovation.

We are on a mission to make organizations AI-ready.



### Smarter Tools

Boost performance across any workspace



### Smarter Teams

Fuel innovation and strengthen your team's expertise



### Smarter Workflows

Be future-ready with speed, precision, and insight

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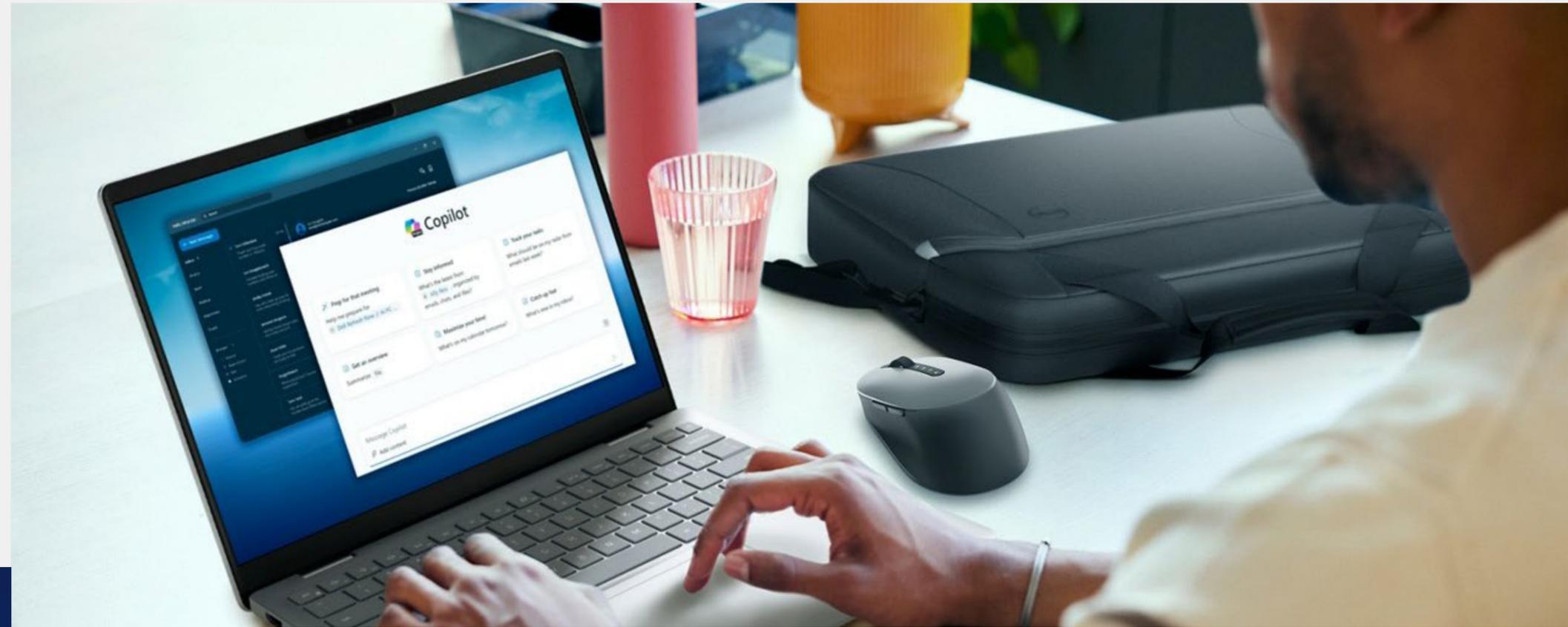
23 RISE



# Why Dell?

## Innovating for a better tomorrow

At Dell Technologies, we move with a shared purpose - to drive human progress through technology. What began as a simple belief in access for all has grown into a global mission of innovation and impact. Decades later, that same spirit powers everything we do, from shaping the future of technology to creating a workplace where every individual is empowered to excel.



# Leading market positions and a unique operating model generate consistent growth and significant value creation

## Reimagining work for the AI era



Empower your teams to do more, **anywhere**



Streamline IT operations and **keep data secure**



Accelerate your **sustainability goals**



Maximize investment with **flexible payment** options



# Dell AI PCs

Designed for professional-grade productivity

Powered by Intel® Core™ Ultra processors, Dell AI PCs deliver impressive battery life, speed, and display options so you can accomplish more each day.

With built-in AI accelerators powered by Neural Processing Units (NPUs) or discrete Graphics Processing Units (dGPUs), Dell AI PCs offer unparalleled compute capabilities, enabling AI workloads to run without an internet connection.

Run the right workload, on the right engine



Discover vibrant colours and sharp details with a 16:10 QHD+, OLED, or Tandem OLED display



Safeguard your system with advanced security provided by Intel vPro®



Rigorous military-grade testing and are crafted with high-quality and durable materials



Protect yourself against evolving threats with Windows 11



Run multiple AI tasks with on-device AI experiences like Copilot+



# Building on Innovation. Scaling with Intelligence.



## Redefine what's possible with **Dell Pro** and **Intel® Core™ Ultra**

### Lunar Lake

Powered by Intel® Core™ Ultra Processors (Series 2) and Intel vPro®, these PCs deliver smooth performance, built-in AI, and easy tech upgrades.

### Arrow Lake

With Intel® Core™ Ultra and Intel vPro®, businesses get smarter performance, stronger security, and simpler device management.



### Business Experience

- Performance, Battery & Connectivity
- AI experiences & ISV enablement
- Application/Hardware Compatibility
- Stable Drivers & Firmware
- Vast Design Choices



### More Secure

- #1 Security Assurance\*
- Reduce the attack surface
- Deep Intel Security integration in Windows 11
- Offload security scanning to XPU

\*Source: Ranked No. 1 on Forbes' 2023 'America's Most Cybersecure Companies' list and recognized by ABI Research for Product Security Assurance



### Easy to Manage

- Remote Management
- Ease of Use with Modern Tools
- ISV/OEM Integration into Existing Infrastructure and IT Processes



# Smarter work begins with AI-driven PCs

## Your workstyle, elevated by AI

We are entering a transformative era in the evolution of personal computing, driven by the power of AI.

Across industries, AI is unlocking new levels of productivity, enhancing security, and delivering smarter, more personalized user experiences.

This portfolio is designed to help your customers embrace AI-driven innovation with future-ready devices that adapt to diverse workstyles, giving them the competitive edge they need for long-term success.



### The AI PC evolution

AI PCs are redefining modern computing by integrating powerful NPU and GPU architectures with on-device AI processing, enabling accelerated performance, intelligent responsiveness, and enhanced security.



### AI use cases

Real-world use cases across industries and user profiles demonstrate how AI PCs are enabling businesses to stay agile, productive, and competitive in today's rapidly evolving digital landscape.



### Dell AI solutions

Dell AI solutions are powering real-time transformation, boosting efficiency, streamlining operations, and preparing businesses to scale for the future.





# PCs for any workstyle in the AI era



## Dell

Built for learning, working, and entertainment

AI-optimized performance that adjusts to your needs

Vivid visuals and immersive sound

Quick start-up and effortless multitasking



## Dell Pro

Engineered for exceptional productivity

Integrated AI delivers intelligent, adaptive performance

Seamless collaboration powered by smart touchpad controls

Stunning visuals enhanced by Tandem OLED display options



## Dell Pro Max

Experience enterprise-level security

Effortlessly manage demanding, compute-intensive workloads

Up to 36% faster than before\*

\*Based on internal evaluation of the new Dell Pro Max 14 and the previous generation, Precision 3490. February 2025



# Dell Pro Essential

The newest entries to the Dell Pro lineup



## Laptops

Delivering powerful productivity

Business-ready devices with essential security and manageability features to accelerate your workflow.

Cutting-edge collaboration features

Exceptional battery life and performance

Military-grade testing for added reliability and durability



## Desktops

Performance for day-to-day demands

Engineered to deliver dependable performance, empowering your business to stay productive every day.

Run multiple apps seamlessly

Protect your data with Trusted Platform Module (TPM) 2.0

Connect up to four FHD monitors via DisplayPort™





# Dell Pro 13 Plus PB13250

## Scalability meets security

Compact size for on-the-go multitasking

MIL-STD tested to ensure reliability

Ultra-quiet thermal design



MOC: SNSPB1325001

Intel® Core™ Ultra 5 235U vPro	16 GB DDR5	512 GB SSD	Windows 11 Pro
13.3" FHD+ NT	3CELL 55 WH	39M ProSupport	

This product is also available under RISE Hero Offers.

# Dell Pro 14 Plus PB14250

## A device you can rely on

An elevated design and powerful AI

MIL-STD tested for durability

Transformational leaps in battery life



MOC: SNSPB1425002

Intel® Core™ Ultra 5 235U vPro	16 GB DDR5	512GB SSD	Windows 11 Pro
14" - FHD+ NT	3CELL 55 WH	39M ProSupport	

This product is also available under RISE Hero Offers.

# Dell Pro 16 Plus PB16250

## Scalable & sleek

Faster gen-on-gen AI compute

Exceptional battery life

Accelerate AI app deployment



MOC: SNSPB1625001

Intel® Core™ Ultra 5 235U vPro	16 GB DDR5	512GB SSD	Windows 11 Pro
16" - FHD+ NT	3CELL 55 WH	39M ProSupport	

This product is also available under RISE Hero Offers.

Please reach out to your authorized distributors for more information on these products.



## Dell Pro 14 Essential PV14250

Designed for businesses on the go

A sleek design with an expansive 16:10 display

Great performance and long-lasting battery life

An optional fingerprint reader

MOC: SNSPV1425015



Intel® Core™  
5-120U



16 GB  
DDR5



512 GB  
SSD



Integrated  
Linux



14" - FHD  
NT



4CELL  
54 WH



39M  
ProSupport

This product is also available under RISE Hero Offers.

## Dell Pro 15 Essential PV15250

Reliable daily performance. Business-ready

A slim, durable chassis that passes MIL-STD testing

FHD webcam and privacy shutter

Dell ComfortView, designed to ease eye strain

MOC: SNSPV1525003



Intel® Core™  
i5-1334U



8 GB  
DDR5



512 GB  
SSD



15.6"  
FHD



39M  
ProSupport



3CELL  
41 WH



Integrated  
Windows 11 Pro

This product is also available under RISE Hero Offers.



Please reach out to your authorized distributors for more information on these products.



# Dell Pro Max 16 MC16250

Bring performance to your workspace

Run apps enhanced with AI capabilities

Energy efficiency, faster threat detection

Ideal for AI-accelerated digital content creation



MOC: SNSMC1625002



Intel® vPro



16 GB  
DDR5



256 GB  
SSD



16" - FHD+  
NT



39M  
ProSupport



4CELL  
64 WH



Windows 11  
Pro



Intel® Arc/  
Arc™



This product is also available under RISE Hero Offers.

Please reach out to your authorized distributors for more information on these products.





## Dell Pro Rugged 14 RB14250

AI performance in the field

Run apps faster and smoothly in any condition

Experience power-efficient performance

Seamless collaboration with Windows Studio Effects



MOC: SNSDPR1402



Intel® Core™ Ultra 7 165U



16 GB DDR5



256 GB SSD



3CELL - .5 WH LTE 4G



14" - FHD Touch



Windows 11 Pro



39M ProSupport

This product is also available under RISE Hero Offers.

Please reach out to your authorized distributors for more information on this products.



# Dell Pro Slim QCS1250

## Big performance in a compact frame

A sleek design with enhanced thermals

Delivers power-efficient performance

Work securely with effortless management



MOC: SNSQCS125011



Intel® Core™ Ultra 5 235 vPro



16 GB DDR5



256 GB SSD



39M ProSupport



Integrated Windows 11 Pro

This product is also available under RISE Hero Offers.

# Dell Pro Slim Plus QBS1250

## AI-ready performance

Built for heavy workloads and tight spaces

Exceptional security and manageability

Engineered to combat modern cyberattacks



MOC: SNSQBS125003



Intel® Core™ Ultra 7 265 vPro



16 GB DDR5



512 GB SSD



39M ProSupport



Integrated Windows 11 Pro

This product is also available under RISE Hero Offers.



Please reach out to your authorized distributors for more information on these products.



## Dell Pro 24 AIO Plus QB24250

Your AI-powered Productivity hub

Advanced security and manageability features

Built for top-notch collaboration

Advanced hardware and firmware protections



MOC: SNSQB2425001



Intel® Core™ Ultra 5 245 vPro



16 GB DDR5



512 GB SSD



Integrated Windows 11 Pro



NT



39M ProSupport



This product is also available under RISE Hero Offers.

## Dell Pro Tower Plus QBT1250

Designed for demanding workloads

Delivers exceptional performance

Expanded capabilities and advanced graphics options

Built with multilayer security



MOC: SNSQBT125001



Intel® Core™ Ultra 5 235 vPro



8 GB DDR5



512 GB SSD



Integrated Windows 11 Pro



39M ProSupport



This product is also available under RISE Hero Offers.

Please reach out to your authorized distributors for more information on these products.



# Dell Pro and UltraSharp Monitors

Available in different form factors and connectivity options, designed to boost workday productivity and make collaboration seamless.



## Dell Ultrasharp

Design-forward monitors with cutting-edge technology delivering unparalleled color accuracy and the best eye-comfort solutions.

Dell UltraSharp, 27/32 4K | Thunderbolt Hub



## Dell Pro Plus

Monitors offering enhanced performance, connectivity, and collaboration.

Dell Pro 14 Plus | Dell Pro 24/27/32/34 Plus  
Dell Pro 75 Plus



## Dell Pro

Essential and reliable monitors that effortlessly connect with your PCs for business productivity.

Dell Pro 22/24/27 | Dell Pro 22/24 Adjustable Stand





# Accessories

End-to-end solutions to support Dell PCs, boost productivity and accelerate AI



## Manage your entire PC ecosystem - locally or remotely

Only Dell offers a singular application to manage and customize the broadest range of PC accessory categories for end users and the industry's first holistic AI PC & peripheral management solution for ITDMs.<sup>10</sup>



### Keyboards, Mice, Active Pens

Industry-leading battery life of up to 36<sup>7</sup> months on Dell wireless keyboards and advanced drop-in-box options.



### Power

Dell is industry-leading in the use of 98% recycled aluminum in the new power adapters.<sup>11</sup>



### Bags, Cables & Travel Hubs

Work everywhere with the smallest and lightest 7-in-1 connectivity adapter<sup>1</sup> and Dell Pro Plus EcoLoop backpacks, that offer 30% more recycled materials than the previous series.<sup>6</sup>



### Audio

Connect and collaborate with the largest portfolio of AI-enabled<sup>8</sup> collaboration headsets with the longest battery life at 80 hours of listening time.<sup>9</sup>



### Webcams

Dell webcams deliver best-in-class resolution vs competitors in its class.<sup>2</sup>



### PC Upgrades and Spare Parts

Extend the PC lifecycle with Dell spare parts and upgrade your PC for optimized performance across memory, graphics and storage.



### Dell Pro Docks

Dell Pro Docks are the industry's most manageable commercial docks<sup>3</sup> and offer the highest percentage of post-consumer recycled plastic in the industry, at 65%.<sup>4</sup>



### Arms & Stands

Dell's exclusive Quick Release feature lets monitor panels snap on or off effortlessly, streamlining setups and especially when deploying multiple Dell monitors.



# Simplified Peripheral Management Solutions

Manage the broadest range of PC accessory categories, locally or remotely, with ONE application

## For end users

### Dell Displays & Peripheral Manager

ONE software to manage and customize the entire desk.

Dell Display and Peripheral Manager (DDPM) enables end users and IT to effortlessly manage their Dell displays and PC accessories, boosting productivity, enhancing user experiences, and streamlining control through a user-friendly, simple interface.

Only Dell offers a single application to manage and customize the broadest range of PC accessory categories.

## For it decision makers

### Dell Device Management Console

ONE console to simplify Dell client device management at scale.

Elevate the IT experience with fleet-wide peripheral deployment, secure firmware updates, and insights for lifecycle planning, all with easy, centralized accessibility through the management console and Microsoft Intune.

Only Dell offers a holistic solution to manage your fleet of AI PCs and peripherals, delivering seamless and secure integration with leading management platforms such as Microsoft Intune and Azure.



# Displays & Client Peripherals

## Dell Pro 24 Plus Monitor - P2425H

Work in clear details



Vibrant colours across wide viewing angles

1500:1 contrast ratio for deeper blacks

Easy Arrange tiles apps across screens

## Dell Pro 22 Monitor - E2225HM

An improved viewing experience



A high 100Hz refresh rate

Ultra-thin bezel design

Built-in ComfortView Plus

## Dell Pro Plus Earbuds - EB525

Productivity at your fingertips



AI-based noise-cancelling mic

Adaptive ANC

Microsoft Teams Open Office Certified

## Dell Pro 4-in-1 USB-C Travel Hub DA225

Smart power management



A slim, portable design

Prevents power overconsumption

Two USB-C ports and a USB-A port

## Dell Pro 24 Monitor - E2425HM

Dependable from every angle



A high 100Hz refresh rate

Coupled with ComfortView Plus

Suitable for any desk size

## Dell Pro 24 Adjustable Stand Monitor E2425HSM

See the difference



Height-adjustable monitor certified by TÜV Rheinland®

A high 100Hz refresh rate

ComfortView Plus dials back yellow hues

Please reach out to your authorized distributors for more information on these products.



# ProSupport

	Basic	ProSupport	ProSupport Plus	ProSupport Flex
<b>Self-healing automations via SupportAssist AI technology</b>				
Library of Dell-authored scripts to automate tasks and remediate issues			✓	✓
Automated PC optimizations			✓	✓
Custom catalogs for remote BIOS, driver and firmware updates			✓	✓
<b>Proactive monitoring via SupportAssist AI technology</b>				
Customizable dashboard in TechDirect portal	✓	✓	✓	✓
Fleetwide view of security, health and application experience scores	✓	✓	✓	✓
Proactive and predictive hardware alerts with auto dispatch		✓	✓	✓
System-level performance and utilization metrics		✓	✓	✓
BIOS, driver, firmware and application version tracking for compliance		✓	✓	✓
PC inventory with sites and grouping for asset management		✓	✓	✓
<b>Support essentials</b>				
Technical support with AI-driven troubleshooting tools	Business hours only	24X7	24X7	24X7
In-region Pro Support expert assistance for hardware and software issues		✓	Priority access	✓
Next business day onsite repair <sup>1</sup>		✓	✓	✓
International travel support	✓	✓	✓	✓
Technical Customer Success Manager			500 system minimum	✓
Keep Your Hard Drive Service			✓	Optional
Accidental damage coverage <sup>2</sup>			✓	Optional
Extended Battery Service			Optional	Optional
Term-based subscription			US and Canada	US and Canada

## ProSupport Suite for PCs

-  Simplify PC management and save IT admin time
-  **641 hours** of admin time saved per year on recurring tasks for a 1,000-device fleet\*
-  **37 seconds** Time to initiate device driver and firmware updates for an entire fleet\*

\*Based on a Principled Technologies report, "ProSupport Plus vs manual approach comparison report" November 2023. Testing commissioned by Dell, conducted in the United States. Actual results may vary. Full report: (<https://facts.pt/PELu7lm>)



# Upgrade to Microsoft Windows 11 Pro



## Dell and Windows 11 Pro | Better together



### Trusted Security Windows 11

#### 62% less security incidents

Dell has the world's most secure commercial PCs with built-in security like fleet-wide BIOS Verification.



### Intelligent Productivity Windows 11

#### 50% faster workflows

Dell AI PCs supercharge productivity with faster performance, full-day battery life, and Dell Pro AI Studio.



### Simplified Management Windows 11

#### 25% faster deployment, 80% reduction of helpdesk tickets

Dell has the industry's most manageable commercial PCs, making the Windows 11 transition seamless via Dell Management Portal for Intune, and more.

**Windows 10 support has ended in October 2025.**

[Learn More](#)



# CSG Recommended Training for Partners

## Modern Workplace

Design smart, simple, and impactful work experiences

### Client Solutions Strategy and Portfolio Overview

**Course ID:** MR-8WN-GSTB5326

**Roles applicable:** Sales, SE

This course offers insights into our client solutions, evolving market trends, key customer challenges, and our strategic perspective.

20 min

[Explore More](#)

### Dell Client Attach Strategy

**Course ID:** MR-8WN-SLD02709

**Roles applicable:** Sales, SE

Gain insights into market trends, customer pain points, and Dell's approach to selling displays and client peripherals, plus, discover how attaching peripherals at point-of-sale adds value for customers.

20 min

[Explore More](#)

### Dell Desktops Product Line Overview

**Course ID:** MR-8WN-SLD02706

**Roles applicable:** Sales

Explore our latest FY26 Q1 desktop lineup, designed to lead the next Performance PC refresh. Get the key insights you need to guide your customers' upgrade journey.

20 min

[Explore More](#)

### Dell Pro Mobile Product Line Overview

**Course ID:** MR-8WN-SLD02698

**Roles applicable:** Sales, SE

Discover how the Dell Pro Mobile portfolio delivers powerful performance, long battery life, and advanced security, built for both users and IT teams.

20 min

[Explore More](#)





## Endpoint Security Strategy and Portfolio Overview

**Course ID:** MR-8WN-GSTB5542

**Roles applicable:** Sales, SE

Explore a high-level portfolio view, dive into key solutions and use cases, and identify upsell opportunities across our offerings.

30 min

[Explore More](#)

## FY25 2H Client Brand Unification Update

**Course ID:** MR-8WN-SLD00729

**Roles applicable:** Sales, SE

Discover how unified engagement simplifies access to our end-to-end solutions, building trust, strengthening collaboration, and empowering IT teams.

20 min

[Explore More](#)



## Artificial Intelligence

Drive smarter business outcomes

### Client Solutions for AI Sales Overview

**Course ID:** MR-8WN-GSTB5931

**Roles applicable:** Sales

This course showcases how our CSG portfolio empowers data managers and scientists with AI-driven tools, enabling innovation right where the data resides.

20 min

[Explore More](#)

### Dell AI Factory with NVIDIA Sales Overview

**Course ID:** MR-8WN-GSTB5951

**Roles applicable:** Sales

Boost your sales expertise with the Dell AI Factory with NVIDIA training. Discover how scalable infrastructure accelerates AI initiatives and simplifies model development, deployment, and management.

11 min

[Explore More](#)



# RISE

## Buy More, Earn More

Maximize your profitability and rewards as you grow your business with RISE incentive program



### No need to report your sales

Simply purchase and we'll take care of the rest



### Don't miss out

Earn rewards for every eligible purchase. As your revenue grows, so do your RISE earnings



### Earn more

Benefit from special promotions and bonuses, in addition to core rewards for eligible purchases, as and when made available



### Performance updates

Receive regular performance updates throughout the quarter by email and online

For additional details, please visit [apj.dellpartnerincentives.com](http://apj.dellpartnerincentives.com)





## Disclaimer

<sup>1</sup>Based on internal analysis, December 2021.

<sup>2</sup>Dell UltraSharpWebcam (4K), Dell Pro Webcam (2K), Dell Webcam (2K) vs competitors within its class. Based on an August 2023 Hot Tech Vision and Analysis study commissioned by Dell Technologies, "The Webcam Competitive Benchmarking Study." Actual results will vary.

<sup>3</sup>Disclaimer: Based on Dell internal analysis, December 2024. Most manageable commercial docks when comparing Dell to similar offers from the other tier 1 PC peripheral OEMs. Key manageability features, including update processes, systems management solution capabilities and integrations with 3rd party management solutions were analyzed, confirming Dell Pro Docks as the most manageable commercial docking stations.

<sup>4</sup>Based on internal analysis, December 2024. 65% post-consumer recycled plastic in the chassis. Applies to docks comparable with the Dell Pro Dock - WD25, Dell Pro Smart Dock - SD25, Dell Pro Thunderbolt 4 Smart Dock - SD25TB4 and Dell Pro Thunderbolt 5 Smart Dock -SD25TB5.

<sup>5</sup>Based on Dell internal analysis, December, 2024. Dell's solution was compared to the (4) known PC accessory management solutions from leading OEMs, finding that Logitech, and HP both support only (2) peripheral categories each, Lenovo supports (5) accessory categories and Jabra supports only (1). Dell offers the ability to manage and customize (8) PC accessory categories including a breadth of purpose-built Dell displays, docks, keyboards, mice, stylus, webcams, headsets, and speakers.

<sup>6</sup>Data comparison is based on Dell EcoLoopbags launched prior 2025. Based on internal analysis, September 2024. \*Applies to Dell Pro 13-14 Plus EcoLoopBackpack (CP5426G).

<sup>7</sup>Based on Dell analysis, January 2025.

<sup>8</sup>Based on internal analysis on commercial collaboration headsets with AI-enabled noise cancellation mics, Jan 2025.

<sup>9</sup>Based on Dell analysis (busy light and ANC off mode) of battery life usage, July 2024. Results vary depending on use, operating conditions and other factors \*applies to Dell Pro Premium Wireless Headset – WL7024.

<sup>10</sup>Based on Dell internal analysis – November 2024 'Solution' refers to a combination of Dell Management Portal's cloud-based PCs management capabilities in Microsoft Intune & Dell Device Management Console's cloud-based peripherals management capabilities.

Dell Device Management Console and its cloud-based peripherals management capabilities planned for activation in March 2025 AI PCs refer to PCs with Intel® Core™ Ultra processors, that handle AI workloads on-device efficiently.

<sup>11</sup>98% recycled aluminum in the thermal shielding. Based on internal analysis, March 2024. 65W USB-C Adapter, 130W SFF Type-C Adapter, 100W SFF Type-C Adapter, 280W Type-C Adapter, 360W Type-C Adapter.

**DELL**Technologies  
PARTNER PROGRAM

# Empower Your PC with AI Innovation

For more information:



Visit the  
Dell Technologies Partner Program



Connect with your  
Dell Account Manager



**intel**<sup>®</sup>