

Dell Displays & Client Peripherals

Sales Guide for Partners

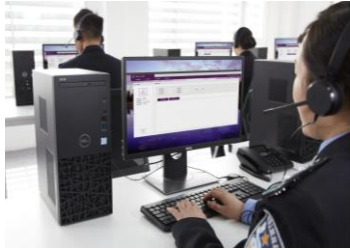
March 2023

Covering:

- [Displays Portfolio](#)
- [Displays Sustainability](#)
- [Client Peripherals Portfolio](#)
- [Client Peripherals Sustainability](#)
- [Accessories for Hybrid work](#)
- [Resources](#)

 Dell Technologies

Comprehensive Monitors Portfolio



E Series
17"-27"

Affordable /Essential Features

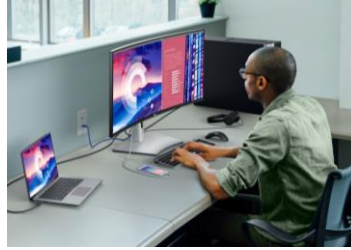
- Price focused
- Essential height adjustability*
- Up to 27"
- Up to FHD resolution
- Speakers on selected models (HS)



P Series
19"-34"

Dell ComfortView Plus** Enhanced Productivity

- Full ergonomics
- Wide connectivity incl. USB-C (+RJ-45)
- 3-sided ultrathin bezel models
- Up to 4K resolution
- Curved monitor (P34)



UltraSharp
24"-49"

Dell ComfortView Plus** Full Featured Premium

- Most innovative products
- Widest connectivity incl. USB-C (+RJ-45)
- 4-sided ultrathin bezel models
- Curved monitors up to 49"
- Multi-client 4K monitor



UltraSharp with Premier Color
25"-32"

Colour Critical Work

- More high resolution monitors
- 1st commercial 8K
- Up to Thunderbolt connectivity
- Built-in colorimeter*
- Monitors with shading hood*



Collaboration Monitors
14" - 34"

Dell ComfortView Plus** Desktop Collaboration

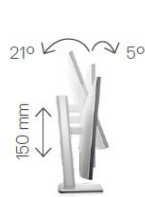
- 5MP Pop-up Camera, Integrated speakers & mic for 24", 27" & 34" Curved
- Certified Microsoft Teams
- Connectivity incl. USB-C (+RJ-45)
- 14" portable (C14) with USB-C

THE WORLD'S #1 MONITOR COMPANY

IDC Worldwide Quarterly PC Monitor Tracker, Q3 2022



Joystick control,
cable management slot



Tilt and height adjustable



Pivot



Swivel



Quick release

P Series, Dell UltraSharp and C Series Conferencing Monitors Ergonomics
Design, height and other adjustment details may vary per model

* On selected models
** HW Low Blue Light

Dell Displays: 5 new technology points to excite customers

New technology	Benefits for customers	Who are the users
1. Expand with IPS Black for all Dell UltraSharp from 27"	Deeper black and consistent image quality	High-end users from Multimedia, Creatives, Engineering and Finance
2. More Thunderbolt (TBT4) models (U32 6K and U27DE)	Faster data transfer + multi-brand connectivity support	Users that require maximum performance & connectivity
3. Premium 6K monitor with 4K webcam (U3224KB)	Best of class performance built-in webcam solution	High-end users from Multimedia, Creatives and Design
4. Internal MST on new U49 & U43 monitor models	Extended multi-tasking and collaboration	Command centres, Engineering and Financial Institutions
5. 120Hz and Ambient Light Sensor (U24/U27)	Eye comfort premium displays	Users from all industries that require best of class image quality and safety

Dell Commercial Monitors Sustainability Initiatives

1

Inside the Box



- Use of **85% Post Consumer Recyclable** plastics on all new UltraSharp, P and C Series*¹ monitor launches from CY2021
- Switch to **low Volatile Organic Compound water-based paint** on all UltraSharp, P and C series monitors
- Elimination of **substances of concern** such as mercury, arsenic, BFR/PVC and halogens
- **Reduction of power consumption** via **PowerNap** function in Dell Display Manager

2

Outside the Box



- Packaging made with up to **93% recycled and renewable corrugate** materials
- Adopt use of **virgin paper from sustainable source** certified by FSC (Forest Stewardship Council) along with recycled corrugate and fiber (on select monitors)
- **Styrofoam free** packaging in U, P and C and E series *³
- Up to 90% of packaging can be recycled*²

3

Meeting Eco-Label standards and audits



- Meets strict multi-attributes Eco-Labeling requirements globally such as **Energy Star 8.0, EPEAT and TCO Certified, Generation 9**
- Ensure suppliers meet **environmentally responsible manufacturing** via ISO50001 certification and audit programs
- Annual reporting and audit on certified products, **take-back program and recycling facilities**

*1 – exclude C1422H, *2 – exclude Large Format Monitors, *3 –exclude E-series HV modes

Monitors – Why Refresh?

We can see that monitor energy efficiency has improved but what does this mean to customers in the real world? Let's look at a couple of examples: (Calculated using the Dell Monitor Chooser Tool)

Example 1

Persona – Producer (General office)
Requirement – Dual 24" FHD
Recommendation – Upgrade from P2417H to P2422H

P2417H		P2422H	
Number of units:	1,000	Number of units:	1,000
Work Environment:	Work from office	Work Environment:	Work from office
Work Location:	United Kingdom	Work Location:	United Kingdom
Model Per Unit Annual Energy Use (kWh)	39.35	Model Per Unit Annual Energy Use (kWh)	25.75
Total Monitor Annual Energy Use (kWh)	39,352.00	Total Monitor Annual Energy Use (kWh)	25,752.00
Total Monitor Annual Energy Use (BTU)	134,274,533.28	Total Monitor Annual Energy Use (BTU)	87,869,429.28
Total CO ₂ Emissions	29.29 tonne	Total CO ₂ Emissions	19.16 tonne
Total Annual Energy Costs	£14,166.72	Total Annual Energy Costs	£9,270.72
		Total Annual Cost Difference Compared to Primary Monitor	£4,896.00

Annual Energy Usage & CO₂ emissions -34.5%

Example 2

Persona – Specialist (Trader)
Requirement – 4x 27" QHD
Recommendation – Upgrade from 4x U2719D to 2x U4919DW per trader

U2719D		U4919DW	
Number of units:	10,000	Number of units:	5,000
Work Environment:	Work from office	Work Environment:	Work from office
Work Location:	United Kingdom	Work Location:	United Kingdom
Model Per Unit Annual Energy Use (kWh)	62.03	Model Per Unit Annual Energy Use (kWh)	96.15
Total Monitor Annual Energy Use (kWh)	620,280.00	Total Monitor Annual Energy Use (kWh)	480,760.00
Total Monitor Annual Energy Use (BTU)	2,116,482,199.20	Total Monitor Annual Energy Use (BTU)	1,640,420,426.40
Total CO ₂ Emissions	461.61 tonne	Total CO ₂ Emissions	357.78 tonne
Total Annual Energy Costs	£223,300.80	Total Annual Energy Costs	£173,073.60
		Total Annual Cost Difference Compared to Primary Monitor	£50,227.20

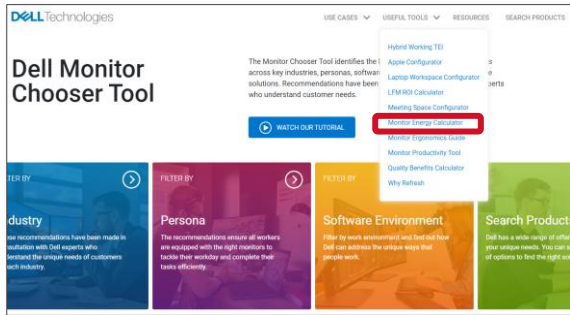
Annual Energy Usage & CO₂ emissions -22.5%

Use the Monitor Chooser Tool to configure options based on your customer requirements

Where can I find more information?

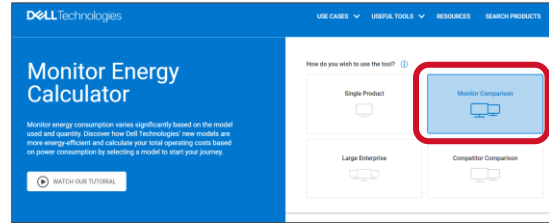
Go to the [Dell Monitor Chooser Tool](#). This is available for Channel Partners who can log in using their Partner Portal credentials

Step 1



From the homepage use the 'Useful Tools' drop down menu to select 'Monitor Energy Calculator'

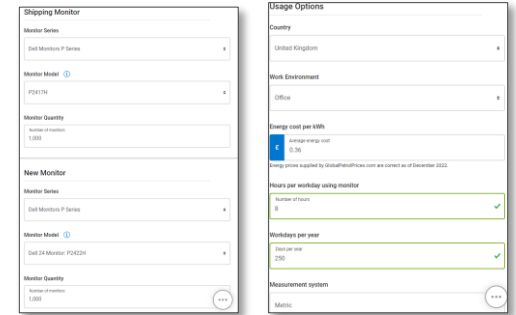
Step 2



Select the option suitable for your requirements from the 4 options:

Example above Monitor Comparison is selected

Step 3



Select details on the shipping & new monitor option along with quantity & adjust usage options if required

The tool will then calculate a comparison as below:

P2417H	DELL 24 MONITOR P2422H
Number of units: 1,000 Work Environment: Work from office Work Location: United Kingdom	Number of units: 1,000 Work Environment: Work from office Work Location: United Kingdom
Model Per Unit Annual Energy Use (kWh) 39.35	Model Per Unit Annual Energy Use (kWh) 25.75
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Total Annual Energy Costs £14,166.72	Total Annual Energy Costs £9,270.72
	Total Annual Cost Difference Compared to Primary Monitor £4,896.00

Dell Client Peripherals Portfolio

Our broad portfolio of accessories is designed to help your customers be productive no matter where they are. Everything users need to complete their work set-up – including keyboards, mice, docks, webcams, audio solutions and more.



Docks



Keyboard, Mice, Pens



Monitor arms and stands



Webcam



Speakerphones and Soundbars



Headsets



Multiport adapters



Power Banks



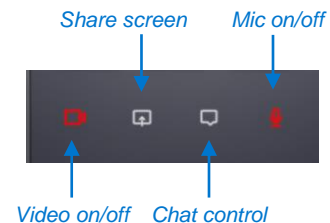
Carrying cases

Dell Premier Collaboration Keyboard KB900

Transform the way users collaborate at fingertip controls, seamless connectivity for multi-devices and long battery life.



World's first Zoom Certified collaboration keyboard



- ✓ Zoom Certified Collaboration Touch Controls
- ✓ Ultra Premium design
- ✓ Intelligent Backlighting with proximity detection*
- ✓ Multi-device connectivity & Dell Pair
- ✓ USB-C to C fast charging with ultra long battery Life**
- ✓ Customizable via Dell Peripheral Manager*



DELL Technologies

Dell Premier Rechargeable Mouse MS900

Simple yet powerful for your daily comfort and next level productivity



- ✓ Extra comfort and premium design
- ✓ Advanced 4-Way Scrolling
- ✓ Track on virtually any surfaces, even on glass
- ✓ 8K adjustable DPI (default 1600)
- ✓ Multi-device connectivity & Dell Pair
- ✓ USB-C to C fast charging with ultra long battery Life



Sustainability on Client Peripherals

How Dell Client Peripherals will help your customer achieve their IT sustainability goals.

Carry Cases



Note: EcoLoop range continues to expand with new Pro Slim Backpack & Briefcase due in May.



(Main Exterior fabric made from 100% recycled materials)

Dell EcoLoop™ carrying cases use plastic resin processed from windshield glass as weatherproof coating.

Made with responsible dyeing process that can generate up to **90% less wastewater**, up to **62% less CO2 emissions** and up to **29% less energy** than traditional dyeing processes.

Wireless Mice & Keyboards



Dell Wireless Mice & Keyboards have a battery life of up to **36 months** (market avg 12-24 months) on a single battery*.

Over a 3-year PC refresh cycle **90** batteries used on average with no replacement's vs Market average of **270** batteries used on average with 2 battery replacements (based on 30 users over 3 years).

*Battery life prediction is based on the usage mode (3.6 hours/week in active use mode, 2.4 hours/week in idle mode and 114 hours/week in sleep mode)

Sustainability on Client Peripherals

How Dell Client Peripherals will help your customer achieve their IT sustainability goals.

Docks



Dell Commercial Docking Family – WD19S, WD19TBS, WD22TB4, WD19DCS

The modularity of Dell docks allows easy power and connectivity upgrades without having to replace the entire dock, reducing unnecessary e-waste.

Compatibility across Dell commercial laptops, limiting the need for additional devices and reducing e-waste.

Arms & Mounts



Compatibility across multiple sizes of monitors, reducing the need to buy additional devices when changing screen sizes.

Maximize use of existing displays or take advantage of WOST (without stand) options

Dell Webcams : 30 Seconds Sales Talk



Dell UltraSharp Webcam – WB7022

Seamlessly integrated for an intelligent experience

- Dell's premium 4K, DOL-HDR webcam with clarity at various lighting conditions (harsh or low light), AI Auto-Framing, Windows Hello and Presence Detection

Target Users

- Executives and Professionals who want to look their best on video calls and recordings or during broadcasts / live streaming
- Live Streamers or Content Creators doing broadcasting, teleconsultation, distance teaching/ learning



Dell Pro Webcam – WB5023

Professional webcam with advanced image processing technology to always look your best

- Budget-friendly webcam without sacrificing core experience – 2K DOL-HDR, clarity at various lighting conditions, AI Auto-Framing

Target Users

- Executives and Professionals who want to look their best on video calls and recordings, but do not need 4K resolution or Windows Hello / ExpressSign-In



Dell Webcam – WB3023

Essential webcam for everyday use

- For those who require just the essentials without advanced features. Relevant for users not worried about low light, bright sunlight and don't need automatic tracking.

Target Users

- Day to day essential conferencing users

Docks – 2023 Product Overview

Dell Dock Portfolio

WD

Office Assigned Desks



WD22TB4

WD19DCS – For Precision 7000, 57xx
WD19S, HD22Q – As an alternative

HD

Home Desks / Office*



HD22Q

WD22TB4 – For expansive setups
WD19DCS – For Precision 7000, 57xx

*HD22Q includes Enterprise features so can also be used in an office environment

UD

Hoteling Desks



UD22

Multivendor / OS environment*

*DisplayLink software

Customer requirements for Hybrid Working

Help customers position the correct peripherals by asking these 4 questions:

1 How will they enable their workforce to be more productive?



A wireless keyboard and mouse improves ergonomics/comfort for fast and efficient data entry



A wireless mouse ensures users stay productive wherever they are

2 How will they keep their workforce connected?



Docks support single USB-C cable connectivity for fast, efficient connection to monitors and peripherals while delivering power to the notebook



Enhance connectivity when mobile using a multi-port adapter or adapter

3 How will they help their workforce to collaborate effectively?



A webcam delivers high quality video to maintain the personal aspect of a face-to-face conversation



A headset and/or speakerphone offers clear audio to help users stay focused on conversation and collaborate from anywhere

4 How will they help their users keep their device protected?



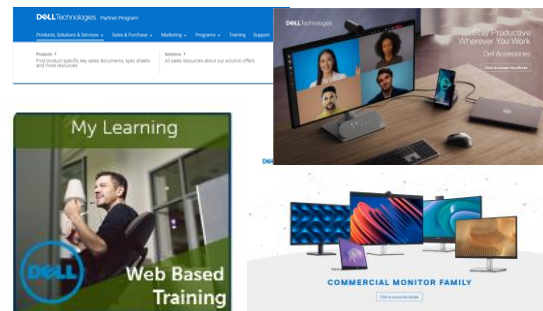
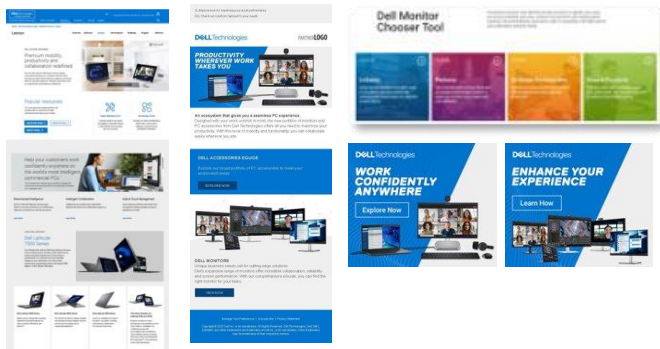
A case can protect the device when not in use when remote and when travelling to the office, or moving from location to location



Locks ensure security of the device, and the data on that device when left unattended

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Displays & Client Peripherals Resources



Platforms & Tools

- [Partner Demand Gen Center - Monitors](#)
- [Displays and Peripherals Campaign Page Digital marketing tool](#)
- [Displays & Client Peripherals Knowledge Center Sales Resources](#)
- [Competitive Product Information](#)
- [Partner Academy Training Page](#)

Sales Enablement Resources

- [Monitor Family Guide](#)
- [Client Peripherals Guide](#)
- [Client Solutions Customer Presentation for Channel Partners](#)
- [Modern Workforce Brochure](#)
- Training Courses*
 - [Dell Displays Training](#)
 - [Dell Docking Solutions Training](#)
 - [Dell Client Peripherals Training](#)

*Training links can only be accessed by Dell Partners. Dell employees can access [here](#)

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