Dell Displays

Sales Guide for Partners

May 2021

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Dell Commercial Displays Portfolio

DELL MONITORS ARE #1 WORLDWIDE FOR 7 CONSECUTIVE YEARS*

E Series

Affordable with essential features for everyday use.

P Series

Performance monitors with user comfort and productivity enhancing features.

UltraSharp

Top tier monitors with state-of-the-art technology and design for the ultimate performance.

UltraSharp With PremierColor

Top tier monitors with added features specific to color critical tasks.

Collaboration Series

Purposely built for collaboration on your desk or any meeting space.

Details on Dell's Collaboration and Meeting Solutions

Productivity boosting features and outstanding reliability with Dell's innovative and award-winning monitors.

*See Notes

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Dell UltraSharp Portfolio

ULTRASHARP

Top-of-the line monitors crafted with innovative design and technology for the ultimate performance

+ FHD, QHD, Dual QHD, 4K

+ 24" to ultrawide curved 49" screens

+ Accurate color, wide color coverage including DCI-P3

+ Precise color right out of the box; factory calibrated on sRGB to a Delta E < 2*

+ InfinityEdge* – virtually borderless on all 4 sides

+ Wide viewing angle with IPS technology

+ Widest connectivity options, incl. Thunderbolt™ 3, USB-C & RJ45*

+ Work on 2 PCs with KVM, Picture-by-Picture, Picture-in-Picture features*

+ Flicker-free, ComfortView, ComfortView Plus (built-in low blue light screen)*

+ Full adjustability

+ Premium Panel Exchange, Dell 3-Year Advanced Exchange

ULTRASHARP PREMIERCOLOR

Built for creative professionals with added specialized features for color-critical tasks

UltraSharp PremierColor differences

+ QHD, 4K, 8K resolution

+ 27" to 32"

+ Factory calibrated on AdobeRGB to a Delta-E < 1*

+ Incredible contrast, VESA DisplayHDR 1000*

+ Built-in colorimeter*

+ User-enabled color adjustments with look-up table (LUT)

+ Shading hood*

* Varies by model

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Dell P Series Monitors Portfolio

Work performance with user comfort and productivity-enhancing features

+Productivity-enhancing design

– Up to 4K resolution

– 3 sided narrow bezel design, perfect for dual-monitor setup

– Easy Arrange feature promotes multitasking

+Masterful usability

– Convenient connectivity with USB-C on select models

– Full adjustability (Swivel, tilt, height adjustable and bi-directional pivot)

– Flicker-free screen with ComfortView

* Varies by model

+Eco-conscious

– Meets latest regulatory and environmental standards such as ENERGY STAR®, EPEAT® and TCO Certified Displays (varies by model)

– Reduce power consumption and costs with the highest environmental standards in the portfolio

– Styrofoam-free packaging for models launched since 2016.*

+Trusted reliability

– Peace of mind with Premium Panel Exchange and Dell's 3 Year Advanced Exchange Service.

– Upgrade service to optional Dell ProSupport

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Dell E Series Monitors Portfolio

Dependable, affordable monitors that help drive business efficiency

+Essential features at a great price

– 17" to 27" screen

– HD, HD+, Full HD resolution

– Wide viewing angle on models with IPS and TN technology

+Everyday efficiency

– Compatible with legacy and current systems via VGA, DisplayPort or HDMI connectivity (varies by model)

– Tilt adjustability, Basic height adjustability on select models

– Integrated speakers on select models

+Eco-conscious

– Meets latest regulatory and environmental standards such as ENERGY STAR®, EPEAT® and TCO Certified Displays (varies by model)

– Styrofoam-free packaging for models launched since 2016.*

+Trusted reliability

– Peace of mind with Dell's 3 Year Advanced Exchange Service.

– Upgrade service to optional Dell ProSupport

* Varies by model

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UltraSharp vs P Series

Consider using UltraSharp monitors for customers requiring advanced features: best in class front of screen experience, comprehensive digital connectivity and premium design

Front of screen
Up to 8K resolution
Up to 49"
DCI-P3

Connectivity
With DP1.4,
USB-C,
Thunderbolt™ 3
& RJ45
Up to 100W
Audio line out

New Design
Virtually borderless
InfinityEdge
Curved form factor

Sleek, premium silver finish

Front of screen
Up to 4K resolution
Up to 34"
sRGB 99%

Connectivity
With DP1.2,
USB-C
Up to 65W

New Design
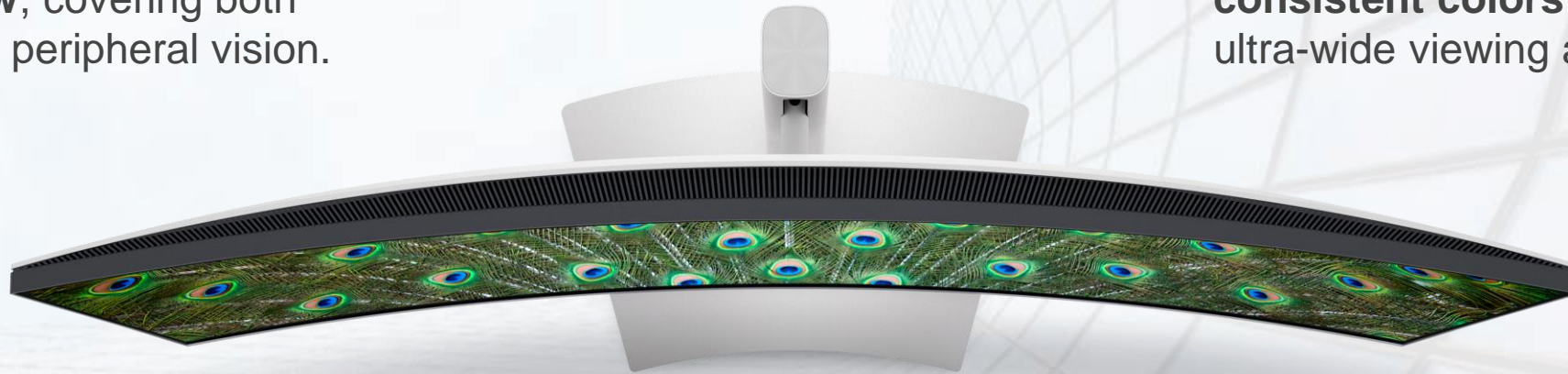3-sided narrow bezel
Flat screen

Modern, professional design

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Dell Curved Monitors

Dell Curved Monitors deliver immersive productivity that let users see and do more, wherever work takes them.

The curved screen **optimizes your field of view**, covering both primary and peripheral vision.

IPS panel technology for consistent colors across an ultra-wide viewing angle.

Enhance your senses with amazing visual and audio clarity (built-in speakers and camera available on select models).

Near uniform visual focus enables **a comfortable viewing experience** with less eye movement vs a flat screen.

Enjoy **great visual clarity** with minimal reflection from ambient light.

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Choosing the right curved monitor

	P3421W	C3422WE	U3421WE	U3821DW	U4021QW	U4919DW
Diagonal Viewing Size	34.14 inches / 86.72 cm	34.14 inches / 86.72 cm	34.14 inches / 86.72 cm	37.52 inches / 95.29 cm	39.7 inches / 100.85 cm	49 inches / 124.46 cm
Resolution	WQHD 3440 x 1440 at 60Hz	WQHD 3440 X 1440 at 60Hz	WQHD 3440 x 1440 at 60Hz	WQHD+ 3840 x 1600 at 60Hz	WUHD 5120 x 2160 at 60Hz	Dual QHD 5120 x 1440 at 60Hz
Aspect Ratio	21:9	21:9	21:9	21:9	21:9	32:9
Curved Radius	3800R	3800R	1900R	2300R	2500R	3800R
Color Gamut	99% sRGB	99% sRGB	99% sRGB, 99% Rec.709, 95% DCI-P3	100% sRGB, 100% Rec.709, 95% DCI-P3	100% sRGB, 100% Rec.709, 98% DCI-P3	99% sRGB
PBP/PIP modes	Yes - PIP/PBP	Yes - PIP/PBP	Yes - PIP/PBP	Yes - PIP/PBP	Yes - PIP/PBP	Yes - PBP
Built-in KVM	Yes, with Auto KVM	Yes with Auto KVM	Yes, with Auto KVM	Yes, with Auto KVM	Yes, with Auto KVM	Yes, with Auto KVM
Speakers	No	2 x 5W	2 x 5W	2 x 9W	2 x 9W	No
Power Delivery	Up to 65W via USB-C	Up to 90W via USB-C	Up to 90W via USB-C	Up to 90W via USB-C	Up to 90W via Thunderbolt™ 3	Up to 90W via USB-C
Network connectivity	N/A	1 x RJ45	1 x RJ45	1 x RJ45	1 x RJ45	N/A

Learn more about the benefits of Dell Curved Monitors here

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Why Dell Displays?

+ Forefront of innovative design

Delivering the best display technology with a fistful of firsts*:

– 27" 4K monitor with built-in colorimeter

– 49" dual QHD monitor – equivalent to x2 27 QHD monitors

– 32" 8K monitor for impeccable detail

– UHDA Premium-certified HDR10 monitor

+ Proven reliability

As the world's #1 monitor company*, Dell's commercial monitors are built for professional use and offers unyielding commitment to quality and customer satisfaction through:

– Advanced Exchange Service*

– Premium Panel Exchange (Available on UltraSharp and P Series models)

– Upgrade service to optional Dell ProSupport

+ Immersive productivity

Helping people focus and increase their productivity space through:

– Clear, expansive views and multi-monitor productivity

– Multi-tasking features through Dell Display Manager

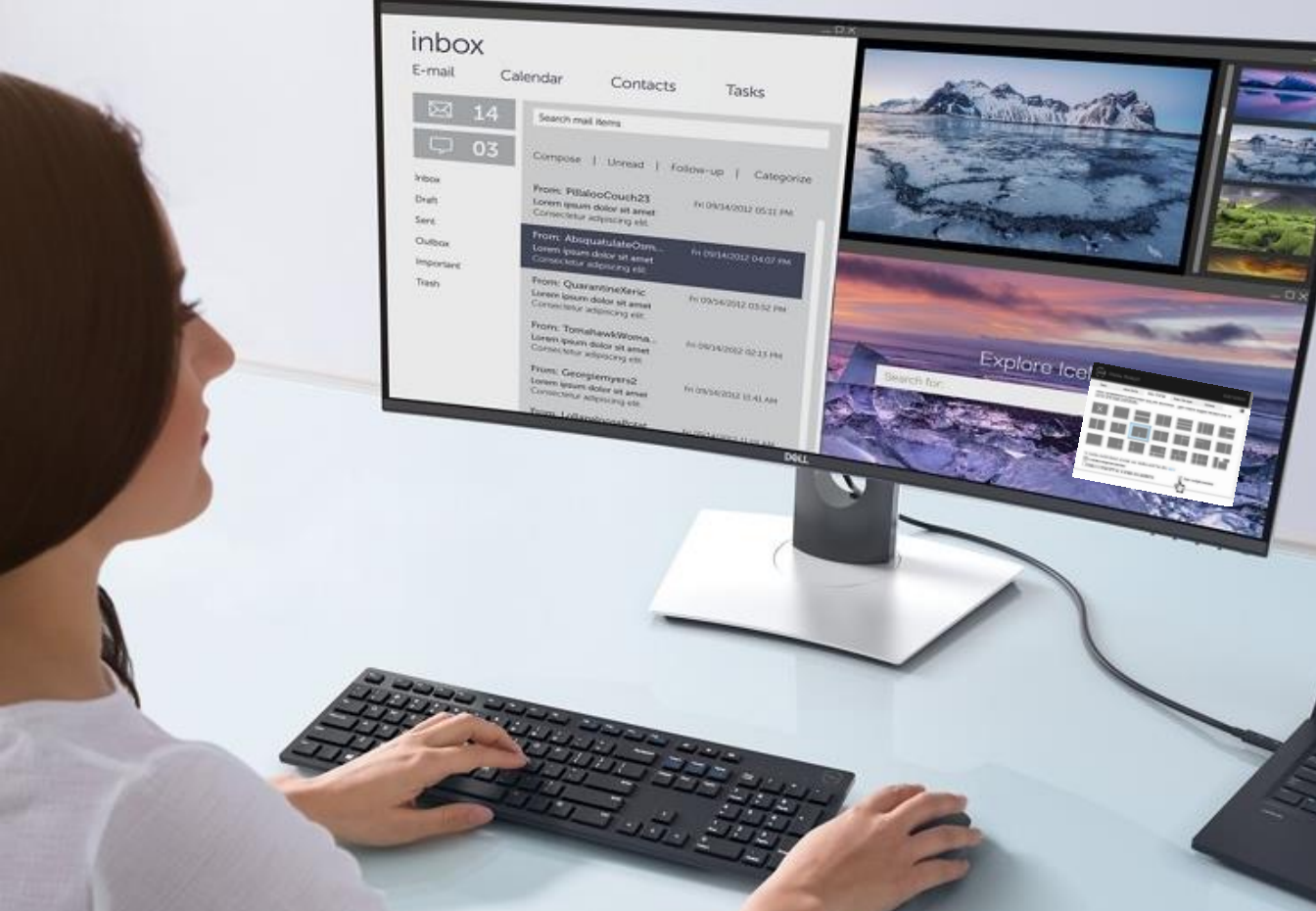– Expansive range of curved and large format displays

+ Eco-conscious design

Dell views from an eco-conscious lens for cleaner products that meet the latest regulatory and environmental standards.*

– All Dell business monitors are packaged with paper-based packaging material made of at least 75% recycled cardboard and no Styrofoam for models launched since 2016.*

– Select Dell monitors are available without stands to reduce unnecessary waste.

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Dell Display Manager* enhances everyday productivity through comprehensive management tools giving users optimal front of screen experience, efficient display management and easy, effortless multitasking.

Dell Display Manager software available free from dell.com/ddm.

Enhance productivity with multitasking features

- Organize multiple applications into up to 38 preset templates with **Dell Easy Arrange**.

- Restore previous applications quickly and easily via **Auto Restore**.

- **Automode** easily configures to your preset display settings as you multitask.

Easy configuration with convenient keys and commands

- Adjust brightness, contrast and resolution directly through the software.
- **Display Matrix Control** extends viewable workspace up to 16 monitors via the new spanning feature.

Efficient manageability with remote and energy conservation

- Manage your display inventory by generating an asset management report to tag display ID and settings within your business environment.
- Manage energy consumption when your monitor is not in use via PowerNap

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Talking Points

Who should I talk to?

And what are users' key needs?

Business Leaders

- Hybrid workforce who need to multi-task, collaborate and connect to maximize productivity
- Desk centric or remote employees who need to maximise workspace, clutter-free,
- Improve employee experience and NPS with the right tools, eye comfort optimization and flicker-free screens

What qualifying questions should I ask?

And ways to determine your customers' needs

- Describe your industry and the specialist workers you have – creators, engineers, financial, research, data processing etc.?
- Explain the type of work - creative, designers with use of colour, high resolution; heavy or light usage of speadsheets, programs?
- Are small and old displays hindering productivity, collaboration and communication?

Cater to today's evolving workforce

67%
will extend remote working arrangements in the long run[1]

40%
implementing a transition to a hot desking arrangement[2]

Up to 42%
productivity boost using 34" QHD curved monitor + Dell Display Manager, keyboard, mouse & laptop[3]

Dell Displays Solutions

Which is right for your customer?

UltraSharp are Dell's premium line of monitors - made up of UltraSharp and UltraSharp PremierColor models.
- ideal for those who require high resolution, vivid color, and productivity features in a modern design – such as Financial experts, Engineering & Manufacturing professionals, Graphic Designers, Architects, or Executives.
- UltraSharp PremierColor monitors are designed for Creative Professionals with color critical projects.

Dell P Series Monitors - Designed for productivity
- Ideal for knowledge workers with content intensive and analytical work (Heavy usage of spreadsheets, analytics, data visualization, digital thought and design)
- Target professions: Programmers, system analysts, technical writers, researchers, pharmacists, public accountants, lawyers, physicians, scientists, financial analysts, and design thinkers.

Dell E Series Monitors - a comprehensive suite of affordable, energy efficient displays designed to meet everyday business needs.

Collaboration and Meeting Solutions – built for group and desktop collaboration at home or at the office
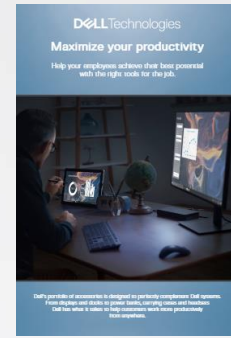- Ideal for corporate: primary presentation display in meeting spaces, video conferencing solutions, public displays
- Ideal for interactive displays in Education: primary classroom display, collaboration displays for groups.

Proven reliability
- All Dell Monitors are automatically covered with **Advanced Exchange Service** - if a replacement becomes necessary, it will be shipped the next business in most cases
- **Premium Panel Exchange** on UltraSharp/P-series - if one bright pixel is found on the monitor, this coverage ensures a free monitor replacement during the Limited Warranty period.

¹See Notes

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Resources

Platforms & Tools

Displays Knowledge Center

Displays Campaign - Digital marketing tool

Partner Portal - Monitors

Competitive Product Information

Studies

IDC Future of Work Infographic

Forrester: How Dell Monitors Deepen Employee Experience

Boost remote user productivity with Dell monitors & accessories

Sales Enablement Resources

Collaboration and Meeting Solutions Partner Sales Guide

Displays Family Brochure

Future Ready Connectivity with Dell Monitors

Client Solutions Customer Presentation for Channel Partners

Trainings*

Displays Product Launch March

Dell Displays Product Line Overview

*Training links can only be accessed by Dell Partners. Dell employees can access here

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