AGENDA

- Intel 10th Generation Core vPro Product Launch Overview
- Overview of 10th Generation Core vPro Key Messaging
- Performance/Security/Manageability/Stability
- Call to Action

Intel vPro® Platform

REMOTE WORK & REMOTE EDUCATION

The Intel vPro® platform is built for business.

PERFORMANCE & CONNECTIVITY

The latest Intel® Core™ vPro® processors delivers performance where it matters most to remote business users: streaming content, attending virtual calls, and collaborating over the cloud 24x7.

Remote workers rely on WiFi. IT needs to help optimize network bandwidth and protect data traffic from hackers. This platform features integrated WiFi 6, for the optimal connectivity experience.

SECURITY

Security threats don't necessarily have to go up because of remote work, overcrowded VPNs or increased cloud app usage. Intel vPro platform-based PCs come with security features built into the hardware.

CFOs looking to make remote work, telecommuting more permanent following COVID-19, says Gartner survey

REMOTE MANAGEMENT

Businesses must support devices that:

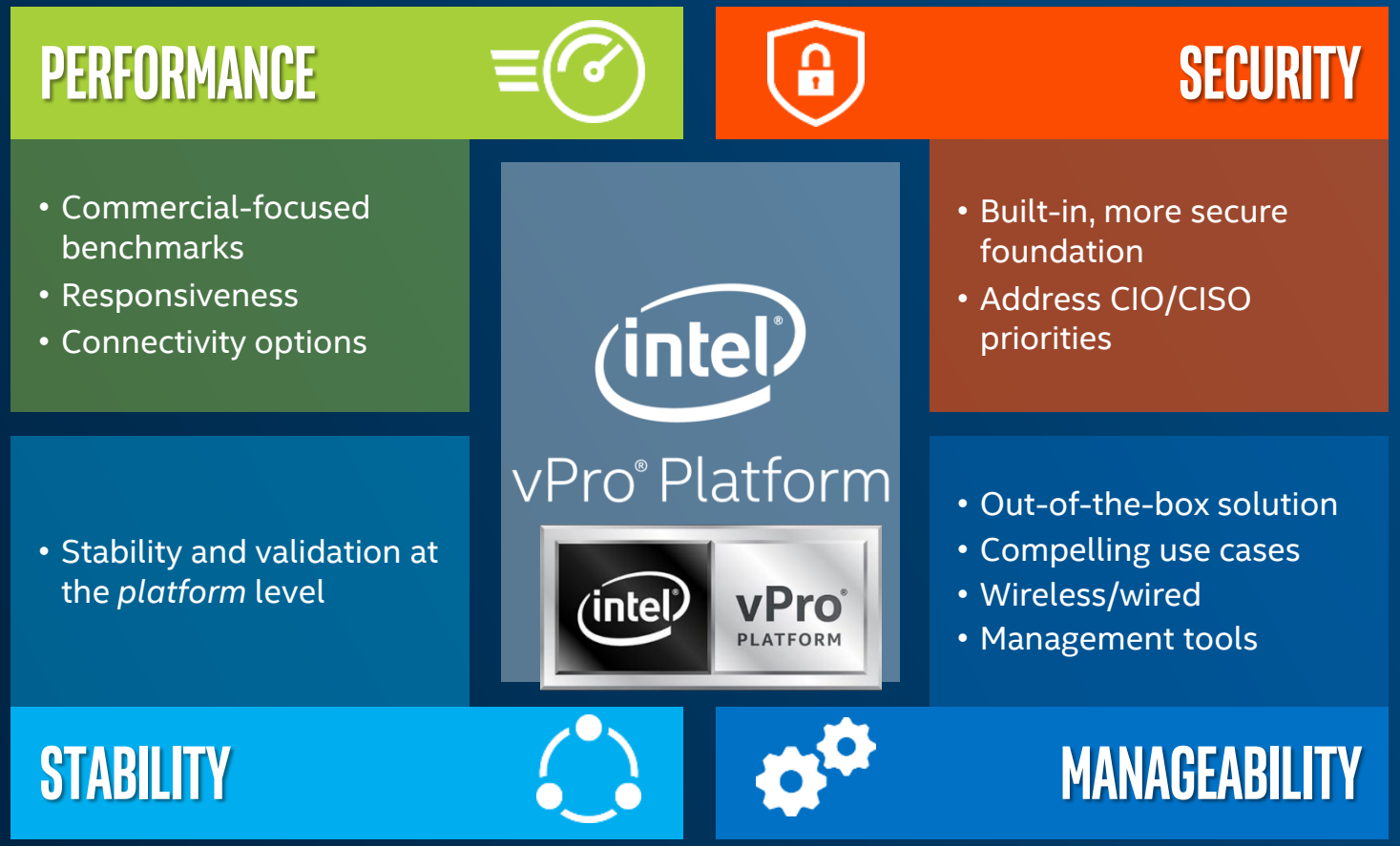
- Are inside or outside the firewall
- Are connected via WiFi or wired Ethernet
- Have a healthy or inoperable OS

This platform features Intel Active Management Technology which provides: Cloud-based management inside and outside the firewall, Hardware-based management that works over WiFi and wired Ethernet, whether the OS is operating or not, and Consistent features across notebooks, desktops, and workstations.

INTEL VPRO® IS THE BEST BUSINESS PLATFORM

A platform targeted to the business experience for IT, InfoSec, and end users

FOR MORE INFO
- Forrester TEI study
- Intel vPro platform TCO calculator



1. Based on a comparison (as of September 11, 2019) of features in the following categories: manageability, security, stability, and processor performance, between Intel vPro®-enabled platforms and other selected x86 architecture-based platforms marketed for use in business PCs. Selection of manageability, security, stability, and processor performance features are based on a 2018 web-based survey, conducted by Intel of more than 500 IT decision-makers, to assess desired features when purchasing PCs for business use.

10TH GEN CORE VPRO PLATFORM OVERVIEW

MAINSTREAM MOBILE (CML-U)

- First platform with up to 6 cores in mainstream commercial notebooks
- Up to 40% better overall application performance vs. 3 year old laptop.[1]
- Shipping May 2020

HIGH-END MOBILE & MOBILE WORKSTATIONS (CML-H)

- Up to 8 cores
- Up to 36% better overall application performance vs. 3 year old laptop.[2]
- Shipping May 2020

DESKTOP & ENTRY WORKSTATIONS (CML-S)

- First platform with up to 10 cores in mainstream commercial desktops
- Up to 46% better overall application performance vs. 5 year old desktop.[3]
- Shipping May 2020

1. As measured by SYSmark 2018 Overall Score on pre-production 10th Gen Intel® Core™ i7-10810U vs. 8/15/19 testing of 7th Gen Intel® Core™ i7-7600U
2. As measured by SYSmark 2018 Overall Score on pre-production 10th Gen Intel® Core™ i7-10875H vs. 7th Gen Intel® Core™ i7-7920HQ
3. As measured by SYSmark 2018 Overall Score on pre-production 10th Gen Intel® Core™ i7-10700 vs. 6th Gen Intel® Core™ i7-6700

Feature available on Intel vPro® eligible SKUs only

PERFORMANCE AND USER EXPERIENCE

NEW!

- Up to 40% better overall application performance vs. 3 year old laptop[3], and up to 46% vs. 5 year old desktop[4].

NEW!

- Nearly 3x faster Gigabit speeds and improved performance in dense environments with integrated Intel® Wi-Fi 6 (Gig+)[1]. Best Wi-Fi technology for video conferencing[5].
- Rapid responsiveness, worry-free battery life, and instant resume with Project Athena verified laptops. [2]

A MORE SECURE FOUNDATION

NEW!

- Intel® Hardware Shield provides built-in platform protection features that helps prevent malware attacks – now with advanced threat detection and extended protection beyond system memory to help protect critical resources.

NEW!

- Intel® Platform Trust Technology integrated Trusted Platform Module for Intel® vPro systems with Intel® TXT, and is Federal Information Protection Standard 140-2 L1 certified
- Intel® Transparent Supply Chain helps enable the traceability and authenticity of PC components for greater peace of mind.

10TH GEN CORE VPRO PLATFORM

MODERN LIFECYCLE MANAGEMENT

- Save time and money on deskside support, PC maintenance, and employee downtime with remote manageability of devices, whether on-premises or in the cloud, with Intel® Active Management Technology

SMOOTH STABLE OPERATIONS

NEW!

- 2020 Intel® SIPP platform including full PV support for additional (post TTM) Windows* 10 Enterprise SAC releases; including up to 2 previous OS releases (RS5).

1. Theoretical performance compared to standard 802.11ac. For more information about the data presented, visit www.intel.com/wifi6disclaimers.
2. Intel's design verification process ensures that certain product specifications for user experience are included. Intel does not guarantee specific performance of any system. Actual performance will vary with use, system configurations, and settings.
3. As measured by SYSmark 2018 Overall Score on pre-production 10th Gen Intel® Core™ i7-10810U vs. 8/15/19 testing of 7th Gen Intel® Core™ i7-7600U
4. As measured by SYSmark 2018 Overall Score on pre-production 10th Gen Intel® Core™ i7-10700 vs. 6th Gen Intel® Core™ i7-6700
5. See backup.

RELIABLE STABILITY: INTEL® STABLE IT PLATFORM PROGRAM (INTEL® SIPP)

MAINTAIN BUSINESS CONTINUITY AND MANAGE COMPUTING LIFE-CYCLE COMPLEXITIES WITH CONFIDENCE

Provides platform stability for 15 months on key hardware and software components

RIGOROUS TESTING AND VALIDATION PROCESS

Intel partners with OEMs for a full year—every year—conducting thousands of tests and feedback loops to certify that devices in the Intel SIPP are built for business.

PREDICTABLE CADENCE. FEWER CHANGES.

Upgrading to 2020 systems based on the new 10th Gen Intel® Core™ vPro® platform can help keep changes to key components and drivers to a minimum for at least 15 months or until the next Intel SIPP platform release.

BROAD WINDOWS® 10 ENTERPRISE SUPPORT

2020 systems based on 10th Gen Intel® Core™ vPro® platform with Intel SIPP support offer IT managed organizations a broad choice of Windows 10 Enterprise OS support options (versions 1809 through at least version 20H2*) for smoother transition to the latest hardware platform.

Comprehensive list of Intel® components includes processors, graphics, chipsets, and networking

PROJECT ATHENA
LAPTOP INNOVATION ROOTED IN HUMAN UNDERSTANDING

READY TO GO BEFORE YOU ARE
- Modern Connected Standby/Lucid Sleep
- Biometric Login –fingerprint/face recognition
- Wake from sleep in <1 sec

PERFORMANCE & RESPONSIVENESS
- Core™ i5 or i7
- Consistent responsiveness on battery
- > 8GB DRAM dual channel mode
- > 256GB NVMe SSD
- Intel Optane option

ADAPTIVE INTELLIGENCE
- Far Field voice services
- OpenVINO AI on PC
- WinML support

WORRY FREE DAY OF BATTERY LIFE
- 16+ hours local video playback target*
- 9+ hours real wireless web browsing**
- Charge to 4 hours of battery in <30mins***

ALWAYS FAST, RELIABLY CONNECTED
- Thunderbolt™ 3
- Wi-Fi 6 Gig+
- Gigabit LTE option

FORM FACTOR & INTERACTION
- Ultra Slim 2 in 1/Clamshell
- 12-15.x" at 1080P or better, touch display, 3 Side Narrow Bezel
- Backlit keyboard, precision touchpad, pen support

*Based on 150nit screen brightness
**Wi-Fi connection based to typical tasks at 250nit screen brightness
***When powered off

Latitude 9510 vPro = First 10th Generation Core vPro Built for Business Project Athena Verified Platform

intel

DELL SAFE BIOS + INTEL HARDWARE SHIELD = BUILT IN PROTECTION BELOW THE OS

Emerging threats need a new approach

The IT landscape is shifting rapidly. The need to protect data and devices is growing against a backdrop of zero-trust networks, a cloud-first world, and increasingly sophisticated cyberattacks. Advanced attacks are moving down the compute stack below the software level.

Intel® and our partners in this ecosystem are changing how we handle PC security, moving beyond a software-first approach and into a security-first approach. Leveraging strategic partnership with Integrated Software Vendors (ISVs) and Original Equipment Manufacturers (OEMs), Intel® is developing built-in security features to help protect organizations.

Teaming up for better security

Together, Intel® Hardware Shield—part of the Intel vPro® platform—and Dell SafeBIOS provide robust, built-in device security protection below the OS level to:

- ✓ Support advanced threat protection
- ✓ Ship with the right BIOS
- ✓ Lock down the BIOS to prevent a compromised OS

Giving organizations peace of mind

Dell SafeBIOS and Intel® Hardware Shield work cooperatively to help IT, end users, and organizations by helping:

- Verify BIOS integrity remotely
- Discover hard-to-detect and new classes of attacks with advanced threat detection features
- Enable the OS to isolate images and security credentials for better security
- Enforce a more comprehensive security policy with hardware-to-OS security reporting
- Meet compliance standards within your industry

Explore the technology

Dell SafeBIOS

Dell SafeBIOS helps provide advanced endpoint security by giving visibility to hidden and lurking attacks. Alerts are provided when the BIOS has been tampered for swift action to quarantine and investigate that device. With Dell exclusive off-host verification[1], the comparison image remains in a protected and separate location giving you confidence in the post attack forensics.

Intel® Hardware Shield

As part of the Intel vPro® platform, Intel® Hardware Shield helps minimize the risk of malicious software injection by locking down system critical resources when software is running to keep the operating system from becoming compromised. Hardware-to-OS security reporting provides clarity in how the BIOS is using the hardware. And advanced threat protection features offloads routine security functions for lower user impact and continued productivity.

Enjoy built-in security features at the hardware level

The combined security features of the powerful device protection technology from Dell and Intel® helps create a trusted device environment.

Intel® Hardware Shield security feature	How it works	Complimentary solutions
Below the OS security	Helps reduce BIOS/SMM attack surface by locking down memory and system critical resources	Integrates Dell SafeBIOS and the default activation of memory access protection in the Intel vPro® platform
	Helps reduce BIOS/SMM attack surface by locking down memory and system critical resources	Available on Intel vPro® platform, but requires activation in BIOS via Dell OEM
Advanced threat detection	Improves detection via memory scanning and behavioral detection	Supported on Intel® Core™ systems with integrated graphics, which is default on the Intel vPro® platforms

Questions to ask your customer that may uncover opportunities

- What have been your biggest issues regarding data protection on end-user devices?
- Do you have automated or built-in security measures and solutions in place to protect end users working inside and outside the corporate firewall?
- What device security protection do you have in place below the software layer?
- Are there security and compliance standards you intend to meet in the upcoming months?

DELL SAFE BIOS + INTEL HARDWARE SHIELD = BETTER TOGETHER

INTEL® WI-FI 6 (GIG+): FOR COMMERCIAL CLIENTS

IMPROVED SCALABILITY, RELIABILITY, SECURITY, AND PERFORMANCE

(Gig+) is the Best[1] Wi-Fi 6 Implementation, with New Features & the Fastest Possible Theoretical Maximum Speeds to Help Accelerate Workplace Transformation

NEARLY 3X FASTER[1] PERFORMANCE

1024 QAM and support for optional 160 MHz channels enable new PCs and routers with Intel® Wi-Fi 6 (Gig+) technology to deliver best-in-class Gigabit speeds for the office or home.

REDUCED INTERFERENCE

The Wi-Fi 6 OBSS feature helps routers and devices identify local traffic and tune out noise from other networks.

IMPROVED SECURITY[1]

Wi-Fi 6 requires new WPA3 security features, enabling next-generation authentication and military-grade encryption.

Improved Protection

4X GREATERCAPACITY/ SCALABILITY[1]

The Wi-Fi 6 OFDMA feature enables managed, reliable, efficient connectivity across more devices. This means plenty of headroom for future growth, or fewer APs required to support existing devices.

Intel® Wi-Fi 6 (Gig+)

[1] For more information about the data presented, visit www.intel.com/wifi6disclaimers
No product or component can be absolutely secure.

THUNDERBOLT™ 3 SAVES TIME AND INCREASES PRODUCTIVITY

EFFORTLESSLY CONNECT EVERYTHING ON INTEL® MOBILE BUSINESS PLATFORMS

INCREASED PRODUCTIVITY

Thunderbolt™ 3 single cable solution

- Thunderbolt™ 3 provides the most advanced, efficient, and versatile I/O solution available - up to 40Gb/s for data and video
- Supports two 4K 60 Hz displays
- Moves data at speeds 8X faster than USB 3.0*
- Quick notebook charging up to 100W

SIMPLIFIED CONNECTIVITY

Delivers comprehensive solution

- Reduces complexity via fast and easy single cable connection
- Concentrates the most I/O capability on USB-C along with the widest device compatibility in the industry
- Reversible cables make connecting easy

FUTURE READY

Helps IT organizations reduce the number of peripheral variants, support calls and IT cost

- Thunderbolt 3 delivers more performance on Intel® Core™ processor systems via higher end-to-end video and data bandwidth
- Delivers the performance and capability headroom needed to keep pace with the evolving workforce

*8X improvement over USB 3.0 refers to total available bandwidth for data and display, not data transfer rates. Data transfer rates depend on system configuration.

CALL TO ACTION

Now is the time……

1. Understand the benefits of 10th Gen Core vPro Platform
2. Ensure your customers are aware of the new platform benefits and have transition plans
3. Ask about your customer's security, manageability & transition plans for a distributed workforce. Remote work is driving a new conversations and providing Services opportunity.
4. Be on the look out for 10th Gen Core vPro Channel assets