

Why Dell for PCs

Modern work demands security, performance, and scale—without compromise.

Dell is recognized as IDC's #1 trusted enterprise PC vendor* and the one strategic partner for the entire modern workplace.

01 Comprehensive, innovative portfolio

Most scalable mainstream business laptops¹, #1 in monitors for 11 years² and #1 workstation brand globally³

02 Most secure and manageable PCs⁴

State-of-the-art supply chain controls and Dell-exclusive firmware verification

03 Unmatched global services

95% satisfaction⁵, \$873 saved per PC⁶, and 75% less downtime⁷



*Dell is recognized as IDC's #1 trusted enterprise PC vendor Based on IDC, The Enterprise PC Trust Perception Index, 2025: Measuring Customer Perception of Trustworthiness (in Security, Privacy, Compliance, and ESG) for Enterprise PC Vendors, Doc #US53220125, March 2025.

¹ Most scalable mainstream business laptops

Disclaimer: Based on Dell analysis of publicly available information, November 2024.

² World's leading monitor company for 11 years CLM-013631**Source: IDC Worldwide Quarterly PC Monitor Tracker, Q2 2025, From 2014 to 2024, Claim Expires on 2/28/2026.

³ #1 workstation brand globally CLM-000058 *Source: IDC Quarterly Workstation Tracker, CY24 Q3 (based on units), Claim expires 4/21/2026

⁴ World's most secure and most manageable commercial PCs: Based on Dell internal analysis, October 2025 (Intel) and March 2025 (AMD). Applicable to PCs on Intel and AMD processors. Not all features available with all PCs. Additional purchase required for some features. Intel-based PCs validated by Principled Technologies, July 2025, CLM-013650, Claim expires: 03/05/2026

⁵ 95% customer satisfaction for Dell Configuration Services With Dell ProDeploy Suite for PC. Based on Internal analysis, Customer Satisfaction number updated Q32025- Q22026 (may-July) 95.5% in those 4 quarters

⁶ IDC Business Value Solution Brief, "Dell Lifecycle Hub," commissioned by Dell Technologies, January 2024.

⁷ Based on a Forrester Total Economic Impact™ Study commissioned by Dell Technologies and Verizon "The Total Economic Impact™ Of Dell AI PCs With 5G And Dell APEX PC as a Service" May 2025. Actual results will vary.