# **TechDirect**

Services Technologies

April 2025



# Modern, intelligent device management at your fingertips



TechDirect is our self-service platform that streamlines IT workflows. We provide services for all phases of device lifecycle management, from initial configuration and deployments to monitoring, support and refreshes.

- Tailored views, dashboards and on-demand reporting for faster issue resolution
- A library of Dell-authored scripts to automate tasks and remediate issues across the fleet
- Fleetwide proactive and predictive detection for faster issue resolution
- Quick analysis of health, application experience, and security scores in a single screen
- Automate creation and deployment of custom update catalogs for Dell BIOS, driver, firmware, and applications
- Access imaging and configuration tools and services for client and infrastructure device deployments
- Self-dispatch and support for in-warranty client and enterprise systems
- Securely and responsibly retire IT assets
- APIs to easily integrate with your existing help desk
- Allows Dell Technologies partners to manage their activity and work on behalf of customers



# Why TechDirect?

More than a decade of self-service online support with 730K support requests & 1.8 million self-dispatches globally each year.<sup>1</sup>

# Security first.

Secure, real-time monitoring that collects only the information needed to resolve issues, keeping your data secure in the process.

89M+

Million connected devices to **SupportAssist**, globally.<sup>2</sup>

Trusted by **62K enrolled companies** and **6K partners** enabled to centrally manage PCs.

We have the scope and scale to manage the entire process, **end-to-end**, to save you from multiple tool headaches.

<sup>1</sup>Based on an internal analysis of Dell Technologies portal data including support requests, self-dispatches and users as of December 2024

<sup>2</sup>Based on an internal analysis of Dell Technologies connectivity and portal technologies for client systems as of December 2024



# Experience the lifecycle of TechDirect

#### **BUILD & DEPLOY**

Manage every detail of your PC fleet and infrastructure devices from project management to planning, configuration and deployment with greater speed and less effort. Explore our offerings:

- ProDeploy Client Suite
- Enterprise Project Services for ProDeploy Infrastructure Suite
- Image Assist
- Connected Provisioning
- Self-Healing Image Recovery
- Ready Image

# 0

#### **CONNECT & MANAGE**

Unlock our connectivity intelligence for visibility into your entire PC fleet with telemetry-driven insights and updates, wherever you are. Explore our automated support technology and services offer:

- SupportAssist for Business PCs
- ProSupport Suite for PCs
- Data Frase

### **RECYCLE & RETIRE**

From deployment to retirement, we've got your back. Let us help you retire IT equipment in a secure and sustainable manner, unlocking value that can be put towards future innovation. Explore the value of Asset Recovery Services.

#### **SUPPORT & SELF-DISPATCH**

Get the support you need when you need it, self-dispatch replacement parts and boost your team's productivity from a single, customizable dashboard. From APIs for help desk integration to a dedicated onsite parts depot, we've got you covered.



# Unlocking more intelligence when you activate our services

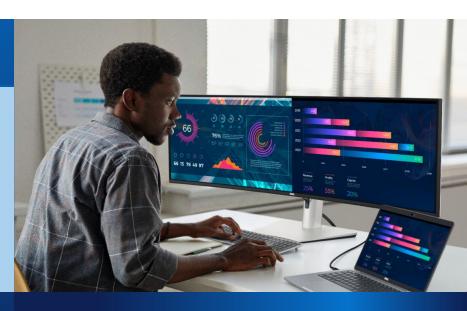
All **Dell Technologies** customers have access to many TechDirect features with **no added cost**:

#### Client PCs & Infrastructure\*

- Centralized, online access to technical support
- Self-dispatch for replacement parts
- APIs for integration into preferred helpdesk tools
- Asset Appraisal

#### Client PCs

- Image Assist features
- Driver catalog management



Customers who purchase services manage every detail in TechDirect – anytime, anywhere.

#### **Client PC offers**

ProDeploy Client Suite

Connected Provisioning

**ProSupport Client Suite** 

Asset Recovery Services

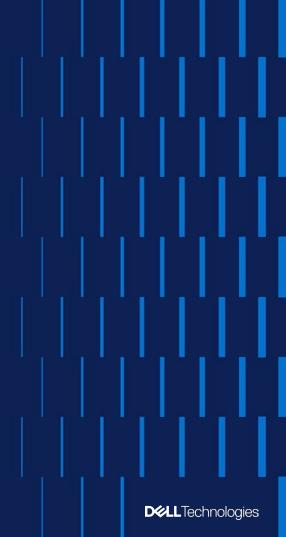
Self-Healing Image Recovery

Data Erase

#### Infrastructure offers

ProDeploy Infrastructure Suite

# Onboarding to TechDirect

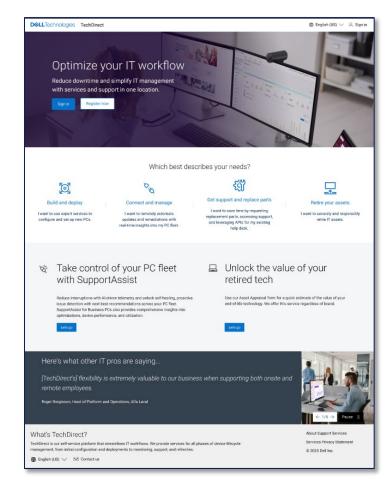


# **BEFORE** you create a free account in TechDirect, you need to:

- Understand if your company already has an existing account
- Know who your company admin is
  - The easiest way to join an existing company is if the IT admin adds you to their account
- A user can only have ONE TechDirect account

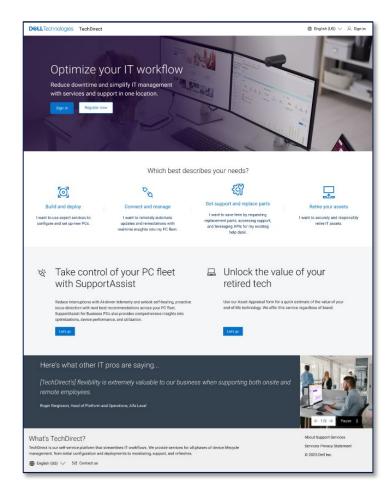
Sign in or register for a user account

- Navigate to <u>TechDirect.Dell.com</u>
- If you are already logged in at Dell.com and have an existing TechDirect account, you will automatically open to your company dashboard in TechDirect.
- If you are already logged in at Dell.com and you do not have an existing account in TechDirect, you will be prompted to login (again) with your TechDirect specific credentials.
  - If you do not have an account in TechDirect, this is also where you can register from our landing page.
  - Please ensure you have read the disclaimer on the previous slide.



If you find yourself on the landing page of TechDirect:

- Sign in to TechDirect if you are an existing user.
- Fill in credentials and sign in.
- Register for an account if you do not have one.
- Complete 2-Step verification for first time account creation. Retrieve code from email used to create your TechDirect account.
  - The code is time sensitive, use within 15 minutes.
- Read Terms of Use agreement, scroll to the end to Agree.

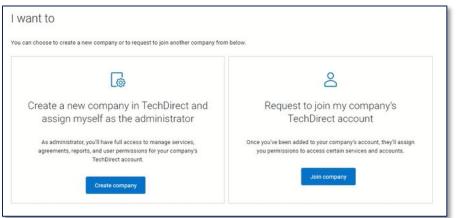


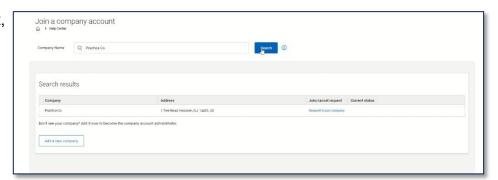
Link your user account to your company's account in TechDirect

- If you know your company has an existing account and know who the administrator is, ask the administrator to invite you to the account. This ensures you join the correct company and are assigned the appropriate access rights. This best practice can help eliminate issues later.
- If you and your company are new to TechDirect, select option one to complete your individual profile and create a new company profile assigning yourself as the administrator.
- If you are unsure if your company has an existing account, search to see if one already exists through option two. If one does exist, you can request to join the company account.

# Please do NOT create a new account if you are unsure.

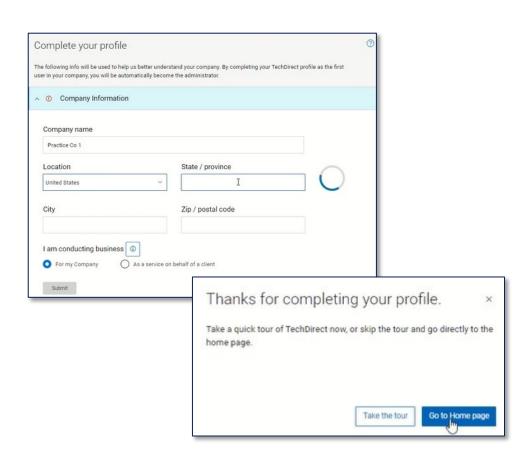
This could place orders in the wrong accounts and cause delays.





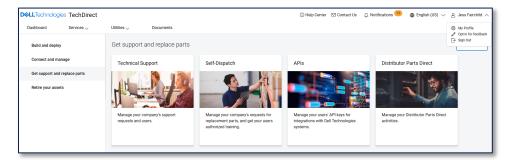
### Completing your company profile

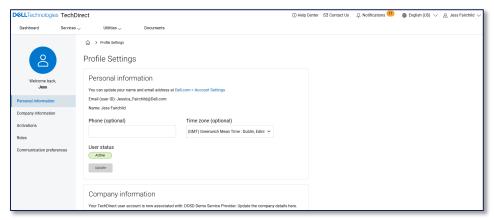
- If you selected option one to create a new company and assign yourself as the administrator, you will be prompted to complete the company's profile.
- Fill in your company name and select your region from the drop down.
- Complete your company address information.
- Select who you are conducting business for.
   This training follows the steps for an individual company.
  - If you are managing multiple company accounts, you would select "I am conducting business on behalf of a client."
- Click submit.
- Opt to go to the homepage or take the tour.
  - The tour option will route you to an in-depth overview of all TechDirect functionality.
  - You can share our simulator.



### Finishing profile set up and enrolling in services

- After completing your initial profile setup, you will be taken to the homepage. Click your profile icon in the top right corner and select My Profile.
- Your comprehensive profile settings will appear.
   Complete the **Personal information** section.
  - NOTE parts can be auto-filled from this information, so ensure accuracy on shipping addresses and contact information.
- Select **Update** to save changes.
- Complete the Company Information section.
- Ensure you enter your company's domain name(s) to help facilitate user requests to join your company.
- Select **Update** to save changes.



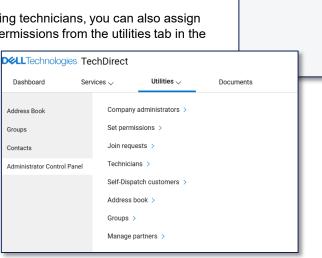


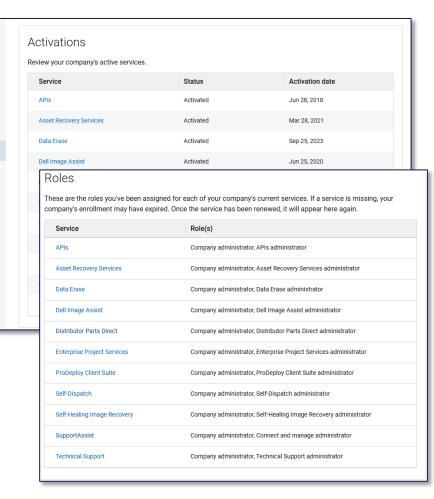
Finishing profile set up and activate services

- Activate the services you plan to utilize for your company.
- After the activation section, review the role(s) you have been assigned. You can also manage your communication settings here for each service.

If you are managing technicians, you can also assign them roles and permissions from the utilities tab in the

top navigation.





Welcome back.

Personal information

Company information

Communication preferences

Activations

Roles

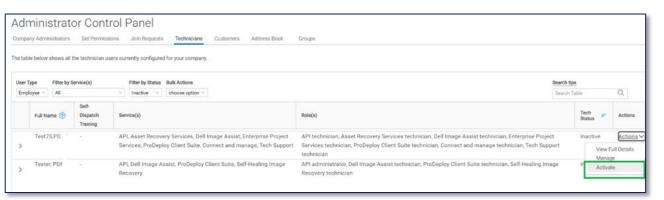
# Security updates

### As of May 2024, user accounts will be inactivated after a user has not logged in for 180 days.

- The end user is sent an email 30 days prior to being inactivated with a link to login and remain active.
- If no response, they receive another email 7 days before they are inactivated.
- If still no response, the end user is sent a final email that they have been inactivated.

# Company admins **CAN REACTIVATE** users that have not logged into TechDirect within 180 days, but less than 365 days. How:

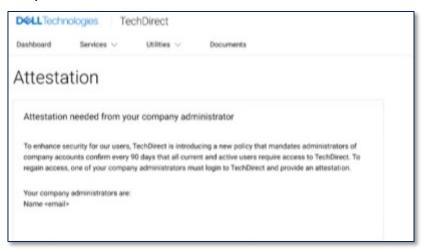
- Company admin navigates to the Admin Control Center in Utilities.
- Select technician
  - Search for technician, if applicable
- Select the "activities" drop down for the technician
- Select "Activate"



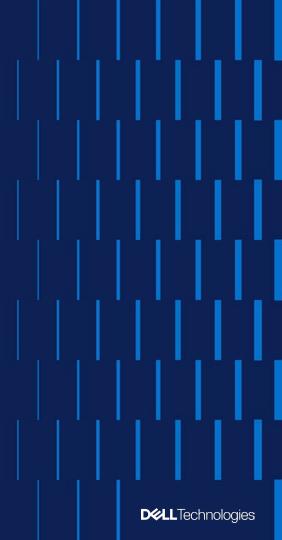
# Security updates

As of May 2024, company admins must ATTEST their active technicians every 90 days.

- This is to ensure that users within a company still have permission to access the account and data
- Company admins will receive an email 30 days before the attestation expiration date and again on the attestation expiration date
- If the admin has not confirmed the attestation by the required date, technicians will not be able to login to TechDirect until the admin takes action (by logging in and completing the quarterly attestation)
- Technicians will receive a message in TechDirect that attestation is required from their company admin and they will be provided a list of admins



# Lifecycle Ecosystem



# Getting Started

Understand the lifecycle ecosystem of TechDirect

### Which best describes your needs?



### Build and deploy

I want to use expert services to configure and set up new PCs.



### Connect and manage

I want to remotely automate updates and remediations with real-time insights into my PC fleet.



### Get support and replace parts

I want to save time by requesting replacement parts, accessing support, and leveraging APIs for my existing help desk.



### Retire your assets

I want to securely and responsibly retire IT assets.

# Cross platform images ready when you are



Build & deploy

Connect & manage

≡**ਊ** Get support

Retire your assets



Effortlessly create, deploy and update crossplatform images faster than ever. **Image Assist** empowers you to quickly create a custom cross-platform image—ready to deploy when you say so.

The simple user interface helps you prepare your custom image, including OS, licenses, applications, desktop customization, and network configuration settings.

# Direct your deployment with control and speed



Build & deploy

Connect & manage

≡**∜** Get support

Retire your assets



From TechDirect, manage every detail of your **ProDeploy Client Suite deployments for PCs** to:

- Define configuration settings
- Select box labels, asset tags and reports
- Select your imaging or provisioning service and provide your image
- Enter your deployment criteria

### **Pre-configure**

- Explore TechDirect with no purchase commitment prior to placing an order
- Try various scenarios, use the information provided when you order

# Faster, ready to work devices made easy for IT



Build & deploy

Connect & manage

≡**ੂ** Get support

Retire your assets

Less effort and more control provisioning
PCs with **Connected Provisioning** in
TechDirect:

- Simplify IT setup
   In minutes, not days, customers can create profiles, assign them to orders and provision PCs from the cloud
- Convenient control
   Easily manage and update your profiles and orders centrally
- End to end insight
   View status at every step and receive updates
   from request through successful delivery





# Manage enterprise deployments with total transparency



Build & deploy

Connect & manage



Retire your assets

# ProDeploy Infrastructure Suite (Invitation only)

From *Enterprise Project Services* in TechDirect, collaborate on **field-based deployment projects to integrate Dell infrastructure systems**.

- · View ProDeploy and ProDeploy Plus orders for the project
- Collaborate real-time with Dell planning engineer on design
- Approve design after providing inputs online or offline (SPD)
- View final verification reports
- Track history of actions and tasks by any team member creating a robust audit trail
- · Add team members to view and take action (Admins only)
- Append notes to the dashboard





# Telemetry driven support for IT admins and users



Build & deploy

OO OO Connect & manage





Modern, intelligent support from Dell is moving the industry light years past the foundation we've come to expect: 24x7 in-region support, onsite service, accidental damage, and priority access to IT experts.

### **ProSupport Suite for PCs allows you to:**

- Tap into a library of scripts to automate tasks and remediate issues across the fleet
- Update BIOS, driver, firmware and applications across the fleet with custom catalogs or best fit recommendations from Dell
- Perform automatic software optimizations to clean files, tune performance, optimize network and remove viruses and malware

Connect to SupportAssist, our connectivity technology, to manage your entire PC fleet from TechDirect and stay in control for a better user experience.





# Privacy and security is paramount

SupportAssist only collects the information needed to resolve issues and keep devices secure

### You are in control.

- Authorization must be given before information including configuration, event notifications and system diagnostic information are collected.
- The customer has to opt-in for software inventory information to be collected for issue diagnosis.
- IT admins managing SupportAssist alerts in TechDirect can review the information collected <u>here</u>.

Information is safe during transport and storage.



# **Transport**

- 256-bit encryption
- Secure web ports
- Firewall protected one-way communication from the customer's site to Dell
- Device usage and login credentials are never collected



### **Storage**

- Proxy credentials, if supplied, are encrypted and never leave the customer site
- Dell My Account authentication leverages anti-forgery mechanisms

Learn more about how TechDirect with SupportAssist securely monitors your environment

# Se

# Securely erase data – wherever you are



Build & deploy

Connect & manage





**Data Erase** enables IT administrators to remotely erase PC data from the cloud or equip their organization with a secure solution that the employees can use to locally sanitize their devices from any location.

As an IT admin, manage all aspects of **Data Erase** within **TechDirect** from *Connect* & *Manage* view.

With each **ProDeploy Plus** purchase you are entitled to one erase credit. One erase credit can be used to erase one drive all manged from TechDirect.

Data Erase performs an erasure that is compliant with the National Institute of Standards and Technology (NIST) Special Publication (SP) 800-88 Revision 1 "Guideline for Media Sanitization": NIST 800-88 Purge – ATA



# APIs to enhance your connectivity expectations



Build & deploy

Connect & manage

≡**∜** Get support



Easily discover, flexibly integrate and securely consume our library of APIs to fit your business needs.

### We provide APIs for:

- Proactive and Predictive Alerts
- Hardware Health Insights
- Security Scores
- Help Desk Integration
- Warranty Status
- Technical Support Requests
- Self-Dispatch Support Requests



# Over 1.8 Million Self-Dispatches every year

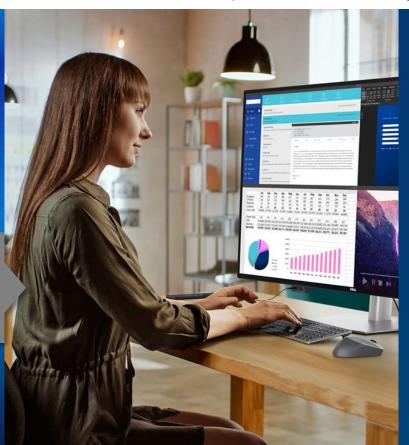


Build & deploy

Connect & manage

≣**∜** Get support

Retire your assets



Empower your support team to submit their own requests for replacement parts through Self-Dispatch and enjoy the time saved.

View, create and manage all service requests from your dashboard in TechDirect – including performance metrics for your technicians.

- Technicians must complete free training before being authorized to self-dispatch parts
- A single hub to manage requests & technicians
- Companies dispatching a high volume of parts can opt in to the labor reimbursement program



# **TechDirect** | Supported solutions

### Technical Support and Self-Dispatch

Categories	Technical Support	Self-Dispatch
Laptops, PCs & Monitors	Alienware   Chromebook   Dell Printers   Docking Stations   Inspiron   Latitude   Monitors   OptiPlex   Precision (Mobile)   Precision (Fixed)   Tablets (Venue, Venue Pro, XPS, Latitude)   Vostro (Fixed)   Vostro (Mobile)   Wyse Thin Clients   XPS	
Servers	PowerEdge Rack (R Series)   PowerEdge Modular (M, MX, FX2 Series; VRTX) PowerEdge Tower (T Series)   PowerEdge FX2   PowerEdge Cloud (C Series) Speciality / Industrial (XE/XR Series)*   EqualLogic (PS Series)	
Edge Computing	Embedded Box PCs 3000/5000 series   Gateways 3000/5000 Series	
Converged / Hyperconverged Infrastructure	VxFlex Ready Nodes   vSan Ready Nodes	
	XC Family	
Data Protection		
Data Storage	PowerVault ME/MD/NX/DR/DL/DX/Tape   SCv Series	
	SC Series   Legacy Compellent   Powerscale	
	PowerStore*	
Networking	Force10   N-series   PowerConnect	
	SD-WAN / VEP   C, H, S, W, X, Z Series   KVM Switches	
Other	KACE	

Availability of products and service contracts may vary by market.

\*For an enhanced support experience, visit Dell.com/Support.

\*XE devices not supported at this time.

Supported products for Support and Services contracts vary by services plan.



# Simplified, modern refresh and recycle services



Build & deploy

Connect & manage

≡**∜** Get support

Retire your assets



More transparency and control with **Asset Recovery Services** in TechDirect:

- Quick Appraisal
   In just a few clicks, create appraisals to easily discover the value of your assets
- Convenient control and insight
   Schedule services, track orders and manage payments from anywhere
- On-demand reporting
   See what you want, how you want with instant access to customize and download reports

# What about ISG

# Portals for Dell IT infrastructure solutions

Customers can utilize all three self-service portals concurrently to manage and optimize their Dell solutions.

TechDirect & MyService360 dashboards are available at no charge after purchase of supported Dell solutions

### **Support & Services**

### **TechDirect:** Shift from maintenance to innovation

Supported products: Dell PCs, PowerEdge servers, eligible storage & networking

- Parts replacement, technical support & warranties
- Support, warranty, and self-dispatch into your IT help desk with TechDirect APIs
- Invitation-only collaboration on ProDeploy Infrastructure Suite projects (All infrastructure products)

### MyService360: Services management and analytics for IT infrastructure

Supported products: Dell storage, data protection, converged & hyperconverged systems

- Services risk assessment & mitigation globally, by site or system
- Incidents, technical support, advisories, on-site services, contracts, code levels, connectivity & more
- Expertly manage evolving priorities with tailored analytics and rich data

### **Product**

### **APEX AIOPs Infrastructure Observability (formerly CloudIQ):**

Assure infrastructure integrity

Supported products: Dell server, storage, data protection, networking & hyperconverged systems

- Proactive issue resolution for system health, cybersecurity, capacity, and sustainability
- Provides predictive analytics and recommends actions for remediation
- Only available for products with ProSupport and ProSupport Plus services contracts



# Technology platform experience

Our services portals and connectivity software for enterprise customers

**Deploy** 

Manage & support

**Boost IT services health** 

Next-gen consolidated connectivity solution – secure connect gateway 5.x technology

SupportAssist Enterprise: Retired July 31, 2022. Secure Remote Services\*: EOSL on June 15, 2023 & full retirement on January 31, 2024.



### **TechDirect experience**

Current capabilities



Supported products

ProDeploy Infrastructure

Technical support | Parts self-dispatch | APIs

# MyService360 experience Current capabilities

Supported products

**Incident Management** 

Service request | Escalations
On-site activities | Parts replaced

**Install Base** 

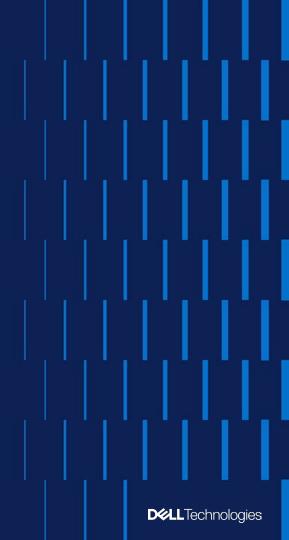
Total assets | Code Contracts | Connectivity

#### Health & Risk

Field change orders
Security & technical advisories



# Dell Management Portal



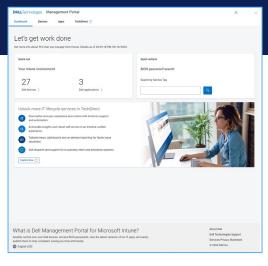


# The Dell Management Portal

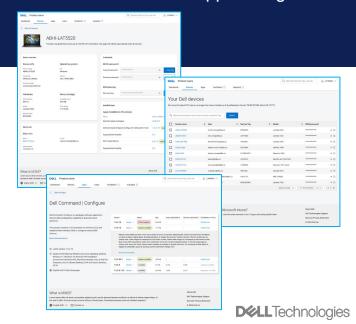
https://manage.dell.com Landing Page



Dell Management Portal Authenticated Home Page to easily connect with your TechDirect Services

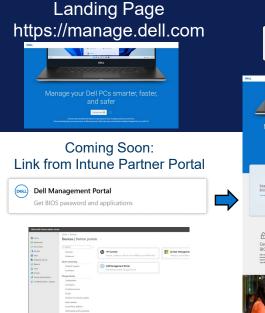


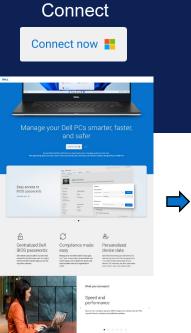
Features: BIOS & App Management



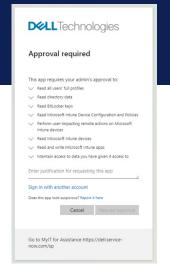
# First Time Experience

It's easy to get started.

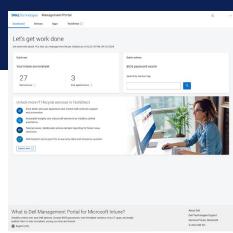




Access and Approve



Dell Management Portal
Authenticated Home Page
to Easily Connect
with your TechDirect Services



#### **Bios Password Quick Access**

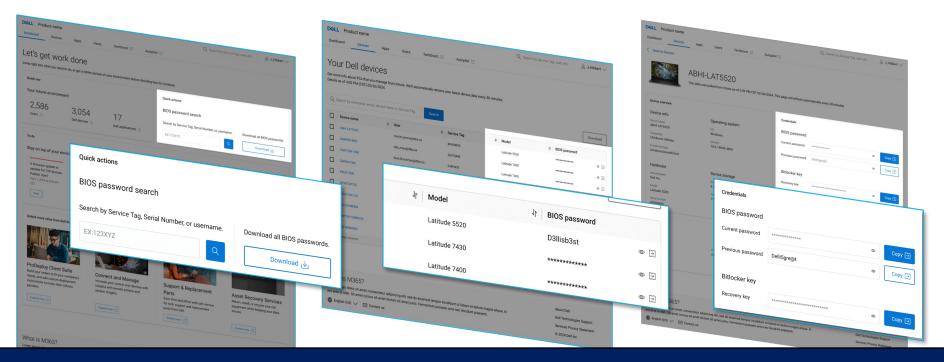
Access a BIOs password quickly in one click from the management portal home page.

#### **Bios Password Exploration**

Browse and reveal BIOs passwords easily in your list of devices.

#### **Past Bios Password Access**

Quickly reveal past BIOs passwords and BitLocker keys.



# Feature: BIOS Access Capabilities

The Dell Management Portal brings some unique capabilities to Intune users.

### **Access To Dell Application Catalogs**

Instantly have access to a catalog of unique Dell applications, including **SupportAssist for Business PCs**.

# △ Critical update required Dell Command | Update Dell Command | Update is a stand-alone application for systems, that △ Update available Dell Command | Configure Dell Command | Update is a stand-alone application for systems, that

#### **Explore Valuable Application Information**



Support for BIOSConnect profile

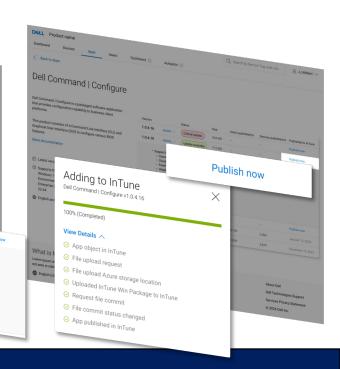
Support for the following BIOS attributes:

· CloudAppProfile · FotaProfile

RgbPerKeyboardLang RgbPerKeyKeyboardColo

### Instant App Publishing

Publish unique Dell applications instantly to Intune with one click.



# Feature: Dell Application Access and Publishing

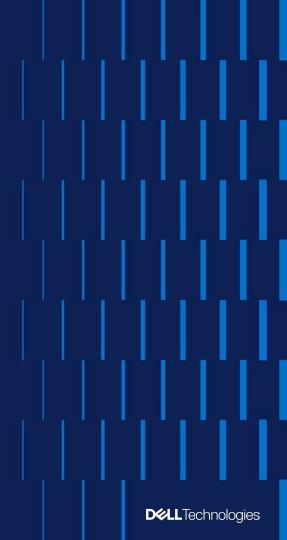
What is M365?

Dell Command | Configure

Dell Command | Configure

The Dell Management Portal brings some unique capabilities to Intune users.

# **Customer Stories**





# Automated PC support helps Phoenix-area students make the grade



Phoenix Union High School District counts on Dell Technologies to ensure students have a productive digital learning experience.

Organization: Phoenix Union

Industry: Primary & Secondary Education

Country: United States

Website: https://www.pxu.org/

### Business needs

When Phoenix Union embraced digital transformation, the transition tripled the number of laptops, desktops and workstations the district uses. ProSupport Plus lets the district efficiently automate and provide remote support for all of its digital devices, while minimizing stress and disruptions for students, faculty, staff and the IT team.

### Solutions at a glance

- ProSupport Plus for PCs
- TechDirect
- SupportAssist

### **Business results**

- Keeps students, faculty and staff productive with minimal device downtime.
- Reduces time needed to handle repairs or replacements by half.
- Speeds ordering of new parts from hours to minutes.
- Supports triple the number of devices with no increase in staff.
- Allows proactive rather than reactive response to the district's IT needs.

"We use the TechDirect portal to self-dispatch parts, and it's cut the time in half that our techs spend repairing devices."

- Amy Remfrey Director of Technology Support, PXU

**D¢LL**Technologies



Aligning on sustainable asset retirement and the journey toward circular IT practices

Developed a consistent worldwide process for managing IT assets.

Increased circularity by extending useful life of IT assets.

Earned value back by adopting a circular strategy for retiring equipment.

"Dell Asset Recovery Services has harmonized the entire IT asset cycle for Alfa Laval. Now, we manage our e-waste by handling our used IT equipment in a simple, secure, responsible and sustainable way."

Roger Bengtsson, Head of Platform Development and Operations Alfa Laval

### Powered by:

- Dell Asset Recovery Services
- Dell TechDirect



# Keeping IT and end users happy and productive with Techdirect



Reduced employee device downtime by 50% with self-dispatch and certification trainings

Organization: Technology conglomerate | Country: Global

### **Business** needs

As a multinational technology conglomerate, our IT team is very happy using TechDirect and we save a good amount of time, keeping IT staff free for more strategic needs and endusers up and running.

### Solutions at a glance

- TechDirect
- Self-Dispatch in TechDirect
- Certifications and Training in TechDirect

### **Business results**

- Improved staff productivity with support ticket turnaround time down 50%
- Internal tech support saving 30% of time per self-dispatch
- All team members are "Dell Certified" to use self-dispatch
- Newly added team members easily access trainings





# Global law firm reaches industry pinnacle



Boosts the security and reliability of systems and applications

Organization: Baker Botts

Industry: Law

Country: United States

Website: http://www.bakerbotts.com/

### **Business** needs

Baker Botts needed to address concerns raised by the slow, unreliable performance of its disparate legacy technologies and help attorneys and staff across its global operation work more productively.

### Solutions at a glance

- Dell Technologies Managed Services
- ProSupport Plus for PCs
- Dell TechDirect
- Dell Latitude laptops and 2-in-1s
- Dell UltraSharp U2419HC monitor

### **Business results**

- Enables 75% cuts in software licensing costs.
- Contributes to revenue growth and increased competitiveness.
- Offloads everyday IT management, freeing internal IT for high-value assignments.
- Adds countless hours of productive time.
- Enhances productivity and IT service levels for attorneys and staff.





# Device management transformation for today's workplace



Reduced management costs by one redeployed FTE

Organisation: Natural History Museum

Industry: Biotechnology & Science

Country: United Kingdom

Website: https://www.nhm.ac.uk/

### Business needs

The Natural History Museum wanted to modernise the way it managed refresh cycles for its 1,400 client devices. Many were ageing and costs were increasing. By adopting Dell Technologies PC as a Service, the museum transformed processes, simplifying lifecycle management and optimising expenses whilst aligning IT disposal with sustainability goals.

### Solutions at a glance

- Dell Technologies PC as a Service (PCaaS)
- Dell OptiPlex, Precision and Latitude
- ProDeploy Client Suite
- ProSupport Suite for PCs
- Asset Recovery Services
- Dell Financial Services

### **Business results**

- Improved staff productivity with support tickets down 75%
- Simplified lifecycle management, including asset recovery
- Protected cash flow liquidity with flexible payments
- Freed up time for strategic IT tasks
- Helped align IT with museum's sustainability strategy



# Resources



## Resources for TechDirect

**Dell.com/TechDirect** 

**Pillar Page** 

Portal Login: <u>TechDirect.Dell.com</u>

Sales Portal: TechDirect

### **Getting Started Guides**

Getting Started Connect & Manage with TechDirect

Getting Started Asset Recovery Services with TechDirect

Onboarding Partners At-A-Glance with SupportAssist

Getting started with ProDeploy Infrastructure in TechDirect

Getting started with connectivity in the datacenter

PC Management APIs

**Getting Started with Data Erase** 

#### **More with TechDirect**

Learn about how SupportAssist securely manages data

**Review Technical Documentation** 

SupportAssist for Business PCs

Connect to SupportAssist in TechDirect

#### Interactive Simulator

**Demo Center** 



# **DL**LTechnologies

**D¢LL**Technologies