Modernize with Confidence: Why Dell AI PCs and Windows 11 Are a Strategic Advantage
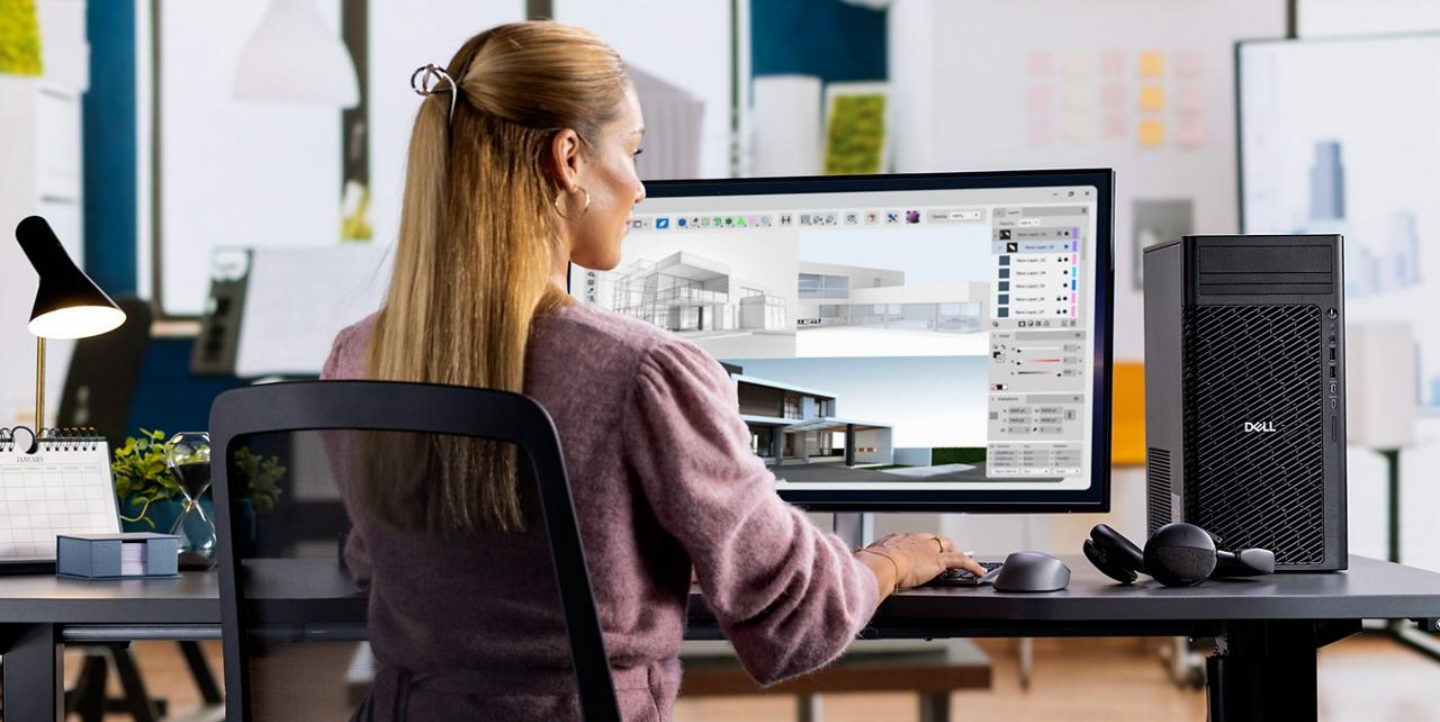
December 2025

Seizing the Moment of Transformation

Windows 10 support has ended, making this the perfect time to move forward. Upgrading to Windows 11 isn't just about staying current; it's a strategic opportunity to modernize a business and gain a competitive edge. Windows 11 offers stronger security, simpler and more intuitive experience for teams, and easier management for IT. Pairing this upgrade with new AI PCs and Copilot+ PCs takes things even further, combining modern hardware with AI-powered capabilities. This ensures devices are secure, users work smarter and faster, while preparing a business for future-ready productivity and innovation.

Key Takeaways

- Modernization is critical for competitive advantage and future-ready productivity.

- Security is a top reason driving Windows 11 and PC refresh initiatives.

- Windows 11 and Dell AI PCs deliver faster workflows and smarter experiences.

- Budget constraints and skills gaps remain major barriers to modernization.

- Strategic partnerships enable alignment with long-term business goals.

The Business Case for Modernization: Insights from Recent Research

Recent surveys reveal how organizations are approaching modernization and AI adoption. The studies point to a growing belief that AI can unlock new opportunities, strengthen security, improve productivity, and create more value from data. Leaders see clear benefits in bringing AI capabilities closer to where data lives, enabling faster insights and smarter decision-making.

The transition to Windows 11 is also accelerating, creating a natural moment for organizations to rethink their PC strategy.
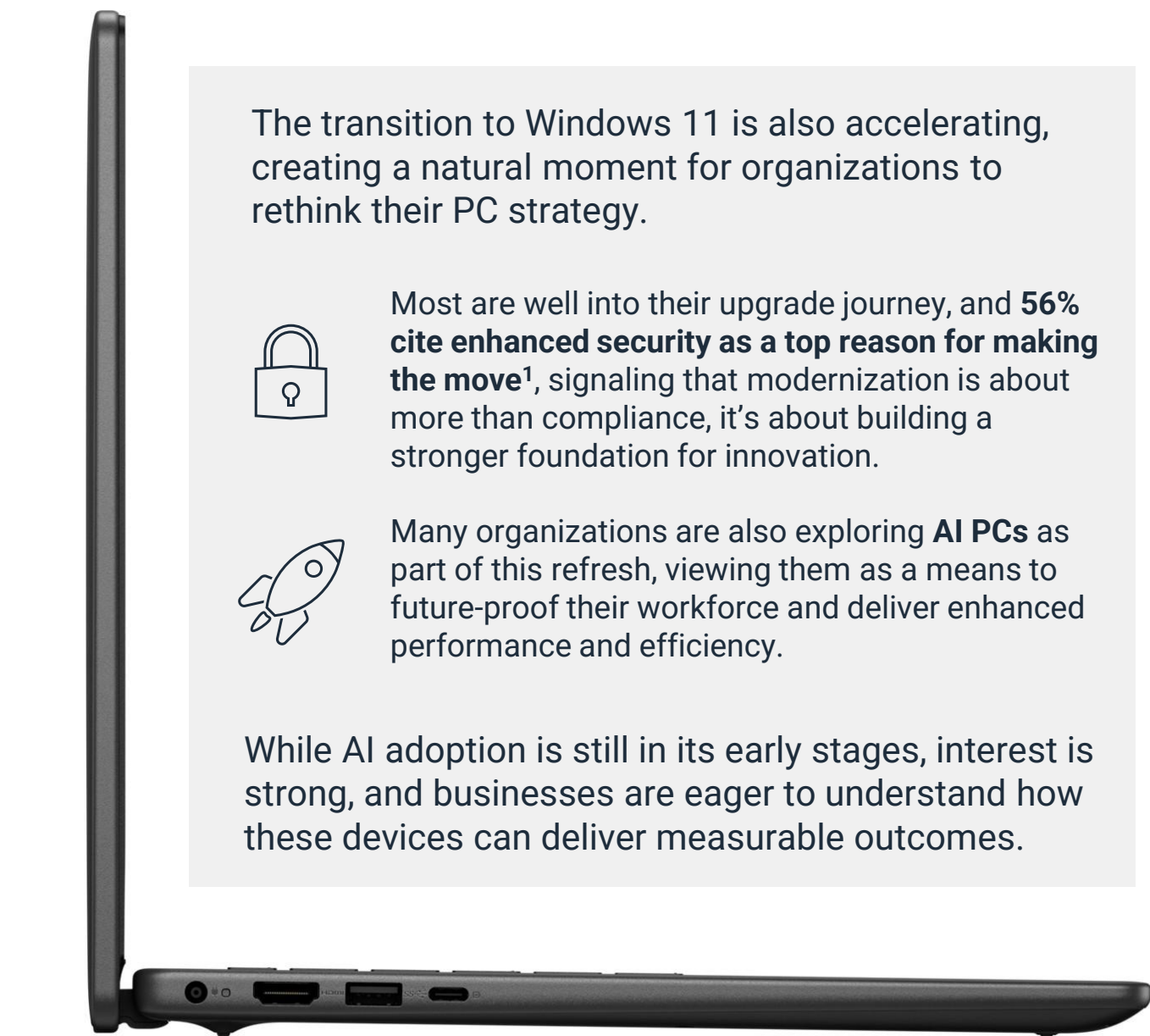
Most are well into their upgrade journey, and **56% cite enhanced security as a top reason for making the move**[1], signaling that modernization is about more than compliance, it's about building a stronger foundation for innovation.

Many organizations are also exploring **AI PCs** as part of this refresh, viewing them as a means to future-proof their workforce and deliver enhanced performance and efficiency.

While AI adoption is still in its early stages, interest is strong, and businesses are eager to understand how these devices can deliver measurable outcomes.

Top reasons driving the transition to Windows 11 :

68%
Risk of technical support no longer being available

56%
To benefit from enhanced security features

38%
To futureproof and be ready for new applications

Challenges such as skills gaps and budget constraints remain, but they also present an opportunity to innovate. In fact, **96% of decision-makers say their technology investments must align with long-term business goals[2]**, underscoring the need for strategic partners who can deliver more than just hardware. This is where Dell Technologies stands out. Dell combines deep expertise, end-to-end solutions, and proven reliability to simplify integration, accelerate progress, and align technology investments with business priorities. By pairing modern platforms, AI-ready devices, and strategic guidance, Dell helps businesses turn potential into real impact, building a foundation for innovation, resilience, and growth.

How AI Makes Everyday Work Easier

By 2028, 98% of PCs on the market will be AI PCs[3]. AI can help organizations of any size work smarter every day, automating routine tasks, speeding up searches, and making it easier to serve customers.
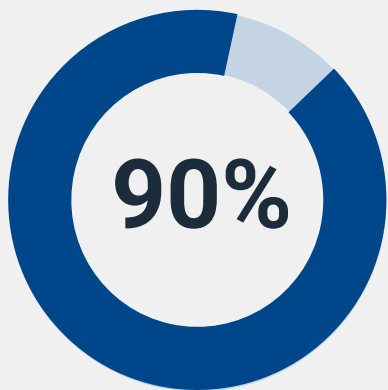
AI is Reshaping Security and Data Value[2]

AI tools built into Dell PCs and Windows 11 help protect your business by spotting threats faster and keeping data safe—without adding complexity. Plus, AI makes everyday work easier, from finding documents to summarizing emails.
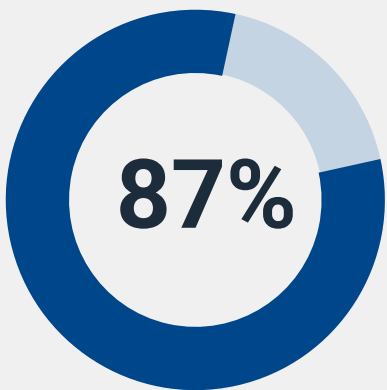
Modernization of PC Infrastructure is a Strategic Priority[2]

Modernizing your PC fleet isn't just about updates. It's about smarter, more secure work. Today's AI-ready devices boost productivity, strengthen security, and simplify IT management, all while preparing your business for future innovation without disrupting daily operations.

90%

Agree bringing AI to their data creates more value for their organization because they control it, the data is fresh and they have secure access
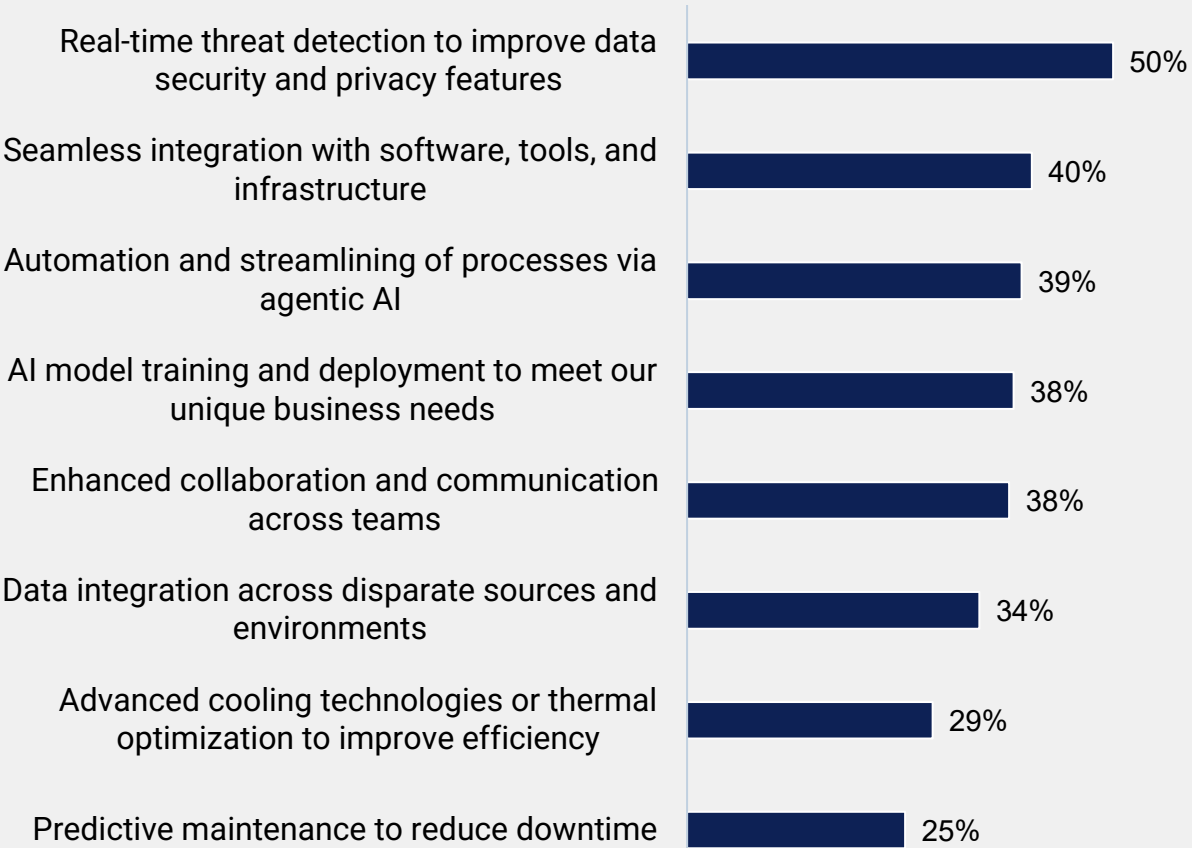
87%

Agree that thanks to AI, they can now better prevent, detect cand recover from security threats

Why Refresh Now? The Power of Windows 11 and Dell AI PCs

Now is the perfect time to modernize. Upgrading isn't just about updates and compliance; it's about giving teams the tools to innovate and stay ahead. Windows 11 provides a modern foundation designed for efficiency and adaptability, while Dell's AI-powered PCs enable seamless integration, automation, and collaboration. Together, they help organizations unlock new levels of productivity and prepare for the future.

What AI capabilities (in PCs or infrastructure) are most valuable to your organization or role?

Capability	%
Real-time threat detection to improve data security and privacy features	50%
Seamless integration with software, tools, and infrastructure	40%
Automation and streamlining of processes via agentic AI	39%
AI model training and deployment to meet our unique business needs	38%
Enhanced collaboration and communication across teams	38%
Data integration across disparate sources and environments	34%
Advanced cooling technologies or thermal optimization to improve efficiency	29%
Predictive maintenance to reduce downtime	25%

With Windows 11, teams experience 50% faster workflows[4], enabling greater productivity and efficiency across daily tasks. Plus, deployment is 25% quicker[5], minimizing downtime and accelerating time-to-value. When paired with AI-powered PCs, Windows 11 unlocks smarter, faster experiences that transform how work gets done.

AI-ready PCs speed up everyday Windows experiences locally, helping organizations modernize without changing how teams work day-to-day. Copilot+ PCs build on that foundation with premium on-device Windows AI features, delivering faster, more capable workflows even when users are offline.

The advanced option, **Copilot+ PCs**, takes performance to the next level with lightning-fast AI capabilities and exceptional battery life. Copilot+ PCs offer unique on-device experiences. For example, Click to Do lets users add tasks with a single click, ideal for capturing meeting follow ups or turning emails into actionable to do items, while Recall instantly surfaces project details a user has previously viewed on that PC such as the latest brief, mockups, or chat threads so users can retrieve context in seconds. These are the kinds of breakthroughs that save time and boost productivity. Refreshing the PC fleet now ensures an organization isn't just ready for the future; it's leading the way.

Why Partner with Dell Technologies? Your Trusted Path to Modernization

In an era of rapid technological change, the right partner is as important as the right technology. Dell Technologies has earned its reputation as a preferred PC vendor through decades of proven reliability[6], comprehensive warranties, and long-term support. Dell's commitment goes beyond hardware to a complete vision for customer success, reflected in its focus on sustainability and building a connected technology ecosystem. The Dell AI Factory brings together a wide range of solutions, from PCs to data center infrastructure, designed to help organizations develop AI capabilities in ways that fit their goals and drives future success.

Dell's portfolio of commercial AI PCs, including flexible laptops, desktops and powerful workstations, is built to meet the needs of every user and business. These devices combine advanced security with AI features that make work faster and smarter. IT teams benefit from easy-to-use management tools that simplify updates and keep systems running smoothly. This blend of security, performance, and simplicity makes Dell the ideal choice for organizations moving to Windows 11 and planning for the future. Dell delivers not just devices, but the strategy and services that help organizations get the most from a technology investment and drive real business growth.

Refresh with Security in Mind: Protecting People, Devices, and Data

Security remains a top priority, as highlighted in recent studies. As organizations modernize their workforce, security must evolve to address the growing complexity of threats targeting people, devices, and data. A modern workforce, defined by remote and hybrid work, cloud adoption, and increased device mobility, demands a robust and layered security approach to protect against sophisticated attacks.

A secure, resilient future starts 'below the OS'

The threat landscape is ever evolving, and cyberattackers are getting more sophisticated by the day. PCs pose a massive attack surface and, as a result, are frequent targets in cyberattacks (e.g., supply chain attacks, firmware attacks). Along with device compromise, stolen or compromised credentials are a growing threat vector. The key to mitigating risk, as always, is to shed light on the unknown proactively. At Dell, "below-the-OS" security protects the AI devices users work on, in two parts:

Defend your fleet with devices that are secure by design – i.e., they were developed with secure design principles and in a secure supply chain.

Defend your fleet with devices that have built-in security. Secure AI PCs include layers of embedded protection that provide visibility – down to the BIOS – right out of the box.

That's how technologists devise and design the security of Dell's commercial AI PCs. Secure design, robust supply chain controls and optional supply chain assurance help ensure PCs are secure from first boot. Built-in hardware and firmware security keeps the PC protected from tampering and unauthorized access while in-use.

These are the foundational defenses that make Dell the most secure commercial AI PCs[7] . In today's threat landscape, you must be prepared for the worst-case scenario– a breach. Multiple layers of defense help mitigate risk of an attack slipping through, With Windows 11, organizations benefit from 62% fewer security incidents[8], significantly reducing risk and protecting sensitive data.

Security as an Enabler of Workforce Modernization

Modernizing the workforce is not just about enabling flexibility and productivity—it's about doing so securely. By adopting a layered security approach that activates Zero Trust principles, organizations can empower their workforce to thrive in a modern, dynamic environment while minimizing risk.
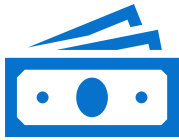
How Dell and Windows 11 Improve Fleet-wide Security

To protect a modernized workforce, organizations must adopt a layered, adaptive security approach that addresses the PC attack surface. Security is in Dell's DNA.

Dell's security solutions provide a comprehensive framework to mitigate risks and enhance resilience by:

1. **Activating Zero Trust Principles**: Verify every user and device, enforce least privilege, segment networks, and continuously monitor activity.

2. **Helping secure Devices from First Boot**: Robust supply chain controls help ensure devices stay secure from manufacture to delivery while Dell Secured Component Verification provides additional assurance with a digital manifest ensuring the authenticity of hardware components in Dell products.

3. **Protecting BIOS, Firmware and Credentials**:

    - Dell SafeBIOS and Dell Trusted Device Application provide deep BIOS-level visibility, with unique features like off-host BIOS verification and Indicators of Attack protecting below the OS.

    - Dell SafeID secures credentials in hardware providing an added layer of protection against credential theft.

4. **Providing Advanced Protection Through Software Defenses**: Dell's partner ecosystem, including CrowdStrike and Absolute provide critical protection across endpoints, networks and cloud environments.

5. **Enriching workflow with below-the-OS Telemetry**: the Dell Trusted Device App integrates BIOS and firmware signals into existing endpoint security and management tools like CrowdStrike, Absolute Intune, SIEMs, and TechDirect for faster detection and response.

6. **Windows 11 hardens security further:** Windows 11 security is built to protect and trusted to perform, offering advanced safeguards for businesses and individuals. It provides granular control across endpoints, identity protection, and robust data privacy measures. Key capabilities include Microsoft Intune Endpoint Privilege Management, Windows Hello for Business with biometric sign-in, enhanced phishing protection, and hardware-based security like the Pluton security processor. These features help organizations manage risk, enforce compliance, and secure information from chip to cloud. With Windows 11, organizations benefit from 62% fewer security incidents[8], significantly reducing risk and protecting sensitive data.

Skills and Budget Constraints are Hindering AI Adoption[2]

A shortage of AI-related skills and training is the most significant barrier to AI implementation across sectors. Financial limitations further complicate progress, emphasizing the importance of clear ROI narratives and adaptable investment approaches. Dell Technologies helps bridge these gaps with expert guidance, scalable solutions, and tailored financing.

Overcoming Budget Constraints

Financial limitations are a significant hurdle for many organizations considering a fleet-wide refresh or even a smaller deployment. Dell APEX PC as a Service (PCaaS)* makes it easier than ever to keep teams equipped with the latest technology. Instead of large upfront costs for new hardware, Dell APEX PCaaS subscription model turns it into a simple, predictable monthly payment. Everything can be included, from getting PCs set up and deployed to managing them throughout their lifecycle and replacing them when it's time for an upgrade. This approach helps free up budget for other priorities while ensuring employees always have modern, secure, and productive devices.

With Dell APEX PC as a Service, it's also easy to keep employees equipped with the right technology as businesses change. There are options to scale up or down whenever needed, whether it's adding devices for seasonal staff or supporting new project teams. The offer may include the latest Dell AI PCs, essential software, and full portfolio of Dell services, all customized to your needs. For small businesses, this means predictable monthly payments and access to powerful technology. For large enterprises, it means simpler global management and consistent experience for employees everywhere. By moving to a flexible subscription model, it is possible to modernize faster without putting extra strain on a limited budget.

Closing the Skills Gap with Dell Services

One of the biggest challenges to adopting AI is the shortage of skilled talent[2]. Rolling out a new operating system and a fleet of AI-enabled PCs at scale takes expertise that many IT teams simply don't have. That's where Dell Services comes in. Dell Services acts as an extension of an IT team to accelerate results and reduce risk. Dell experts start with a full assessment of the current environment and create a tailored migration plan for Windows 11 that fits business needs and priorities.

From there, Dell can handle every step of the transition, from managing deployment so devices arrive ready to work, minimizing downtime and disruption, to also providing Windows 11 training to help employees quickly adapt and take advantage of new features for maximum productivity. Support doesn't have to stop after migration. Dell can assist with ongoing fleet management, security hardening, and change management to keep a modernization strategy on track.

Whether it's an SMB tackling their first major refresh or a global enterprise managing a complex rollout, Dell Services delivers the expertise and resources to ensure the project is completed on time and delivers real business value.

Offset Upgrade Costs with Dell Asset Recovery Services

Retire aging devices responsibly and reinvest their residual value into your Windows 11 transition. Dell helps you recover value while supporting sustainability goals.

Take Productivity to the Next Level with Dell Accessories

Boost Efficiency

Up to 44% productivity gains with Dell-compatible peripherals and AI-enabled shortcuts[9]

Enhance Collaboration

AI noise-canceling headsets, intelligent webcams, and powerful docks keep teams connected and performing at their best.

Simplify Management

Dell Display and Peripheral Manager lets you control and optimize your entire setup—locally or remotely—in one application.

Sustainable Innovation

Advanced designs with more recycled materials make upgrading the smart, future-ready choice.

Next Steps

Plan a Modernization Journey Today

The path to a more secure, productive, and intelligent workplace begins with a single step. By modernizing the PC fleet with Dell AI PCs and Windows 11, an organization is not just updating their technology—they are investing in their success.

Resources

Windows 10 EOS Checklist

Stay Ahead & Modernize Your Workforce eGuide

Dell Services for PC Refresh

Upgrade now

Shop Dell Windows 11 PCs

Shop in Premier

Appendix

Addressing Common Questions About Modernization

- **Is new hardware necessary to benefit from AI?**
  While some AI features are cloud-based, the true power of next-generation AI is unlocked with dedicated hardware. Dell AI PCs with integrated NPUs offer faster processing speeds, improved energy efficiency, and the ability to handle larger, more complex AI models. This leads to quicker insights, smoother performance, and the capacity to tackle advanced AI tasks like real-time data analysis or deep learning. Copilot+ PCs are advanced computers optimized for AI tasks that provide on-device processing, essential for responsive and unique AI experiences like Recall, Click to do and Live Captions.

- **How can we ensure a smooth transition for our employees and minimize disruption?**
  A successful transition focuses on the user experience. Dell Services can help craft a change management strategy that includes clear communication and targeted training.

- **Will our existing applications be compatible with Windows 11 and AI PCs?**
  Windows 11 offers excellent application compatibility. Dell Services assessment helps validate critical business applications to ensure a seamless migration. By planning ahead and testing the software portfolio, IT can mitigate risks and ensure business continuity throughout the refresh process.

Frequently Asked Questions

- **What are the key security benefits of upgrading to Dell commercial AI PCs with Windows 11?**
  Upgrading provides multi-layered security by default. It combines Dell's built-in hardware and firmware protections with advanced Windows 11 features. With Windows 11, organizations benefit from 62% fewer security incidents[8], significantly reducing risk and protecting sensitive data. Secured-core PCs offer superior protection, as well as Microsoft Pluton. An integrated approach across hardware and software defends against modern threats from the chip to the cloud.

- **How do Dell AI PCs enhance employee productivity?**
  Dell AI PCs enhance productivity with faster processing, seamless multitasking, and intelligent automation that lets employees focus on higher-value work; for example, they can auto-summarize emails/meeting transcripts and automatically clean up video calls (background blur, eye contact, auto-framing). On-device CPUs, GPUs, and dedicated NPUs accelerate AI tasks and reduce response latency for faster workflows. Improved performance and long battery life also ensure employees can work efficiently from anywhere.

- **What is a Copilot+ PC?**
  A Copilot+ PC is the most advanced and performant class of Windows PC, equipped with a powerful NPU capable of over 40 TOPS. This enables next-generation AI experiences that are faster and more responsive than ever before, all while delivering exceptional battery life. Dell Copilot+ PCs offer features like Recall, Live Captions with Translation, Cocreate in Paint and Click to do – several unique experiences.

DELLTechnologies

1. Innovatis Group. Dell Technologies Windows 11 Transition & AI PC Insights. October 2025. Report prepared for Dell Technologies and Elevate Technologies Community.

2. Dell Technologies IT Strategy Pulse, a survey by Vanson Bourne of 750 IT and business decision makers from US, UK, DE, FR and JP, November 2025.

3. IDC Worldwide AI-Enabled PC Forecast, 2024–2028: 2Q24.

4. Results in comparison to Windows 10 PCs. Improve your day-to-day experience with Windows 11 Pro laptops, Principled Technologies, April 2023. Report commissioned by Microsoft.

5. Microsoft commissioned study by Forrester Consulting The Total Economic Impact™ of Windows 11 Pro Devices, December 2022. Note, quantified benefits reflect results over three years combined into a single composite organization that generates $1 billion in annual revenue, has 2,000 employees, refreshes hardware on a four-year cycle, and migrates the entirety of its workforce to Windows 11 devices.

6. A March 2025 quantitative study commissioned by Dell Technologies and conducted by Illuminas. The study surveyed 2,004 laptop users, including consumers and SMB IT decision-makers. Participants evaluated leading laptop brands — Dell, HP, and Lenovo — on quality, reliability, durability, and innovation. Ratings were collected using a 5-point scale and analyzed for statistical significance at the 90% and 95% confidence levels.

7. Based on Dell internal analysis, October 2024 (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.

8. Windows 11 Survey Report, Techaisle, September 2024. Microsoft commissioned report where results are in comparison with Windows 10 devices.

9. A commissioned study conducted by Forrester on behalf of Dell Technologies, February 2023: The Total Economic Impact Of Dell Peripherals.