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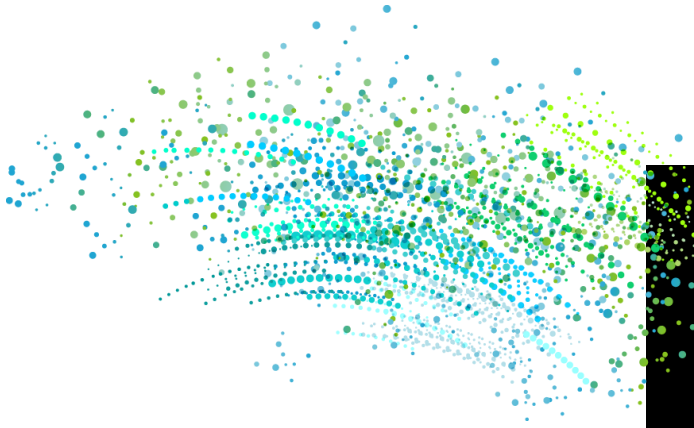

Product Overview

PCoIP® Workstation Access Software for Dell Precision

Not for release until:
August 12, 2014
9 a.m. PDT/Noon EDT

Agenda

- Today's News
- Why Now?
- PCoIP Workstation Access Software for Dell Precision Overview
- Use Case Examples
- Pricing & Availability
- Summary

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Today's News

Teradici & Dell Extend Partnership to Deliver Seamless Remote Experiences for Precision Workstation Users – Anywhere, Anytime

VANCOUVER, B.C. – August 12, 2014 – Teradici and Dell today introduced new software for Dell Precision workstations that gives mobile workers instant access to a rich remote computing experience – whether from a conference room, home office, or on-the-go.

> *"With PCoIP Workstation Access Software for Dell Precision, customers can enable their employees to instantly and securely access their workstations from anywhere with a rich remote user experience across the network. The ability to access applications from Windows devices will offer a new level of flexibility and productivity for mobile workers, with iOS and Android support on track for release in the coming months. This new software option builds on our existing remote access solutions, so we're excited to bring the benefits of this easy-to-deploy solution to Dell Precision workstation customers."*
>
> ANDY RHODES
> GLOBAL EXECUTIVE DIRECTOR
> DELL PRECISION WORKSTATION SOLUTIONS

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Successful Partnership. Proven Track Record.

Dell D10DP Optimized Thin Client

Dell P25 PCoIP Zero Client

Dell P45 PCoIP Zero Client

Teradici PCoIP Hardware Accelerator

PCoIP Remote Workstation Cards

- Partnership spanning 5+ years
- Dell enterprise desktops & workstations
- Delivery of feature-rich, high-fidelity computing experiences to hundreds of thousands of end users
- Serving a variety of high growth markets: education, financial services, healthcare, government, media & entertainment, etc.

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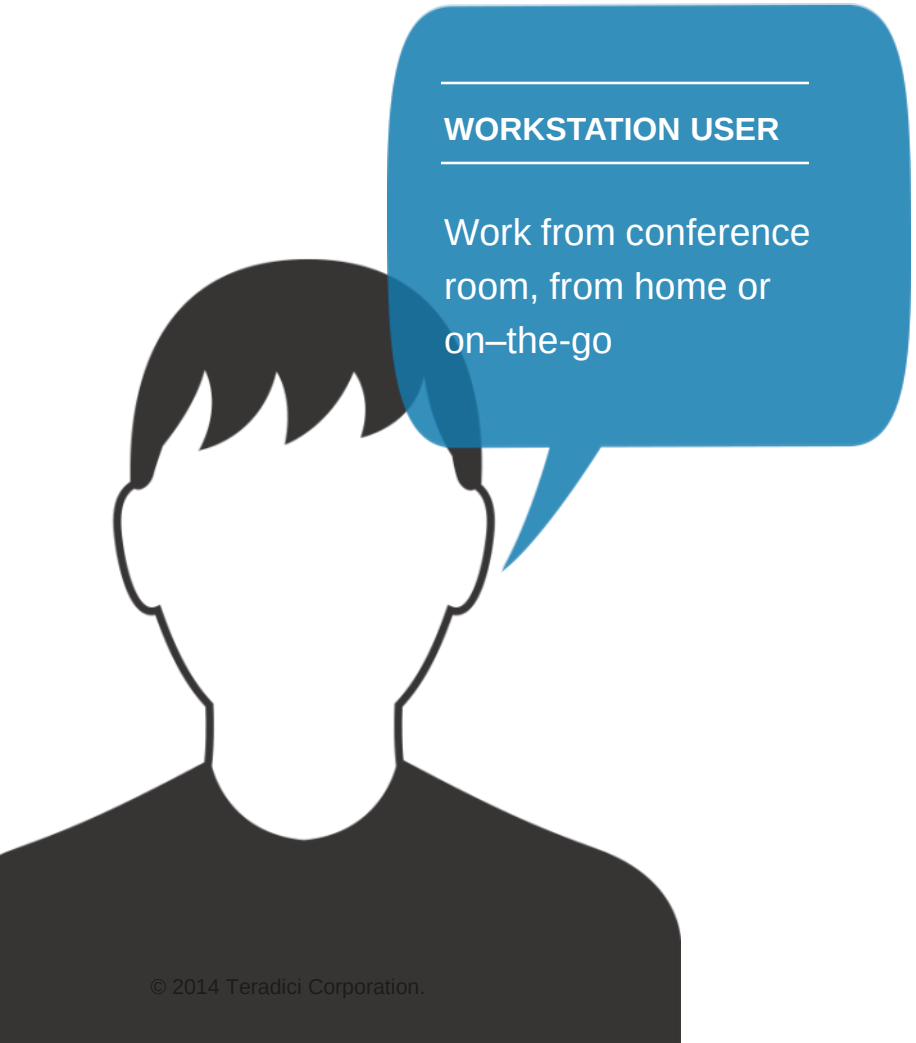
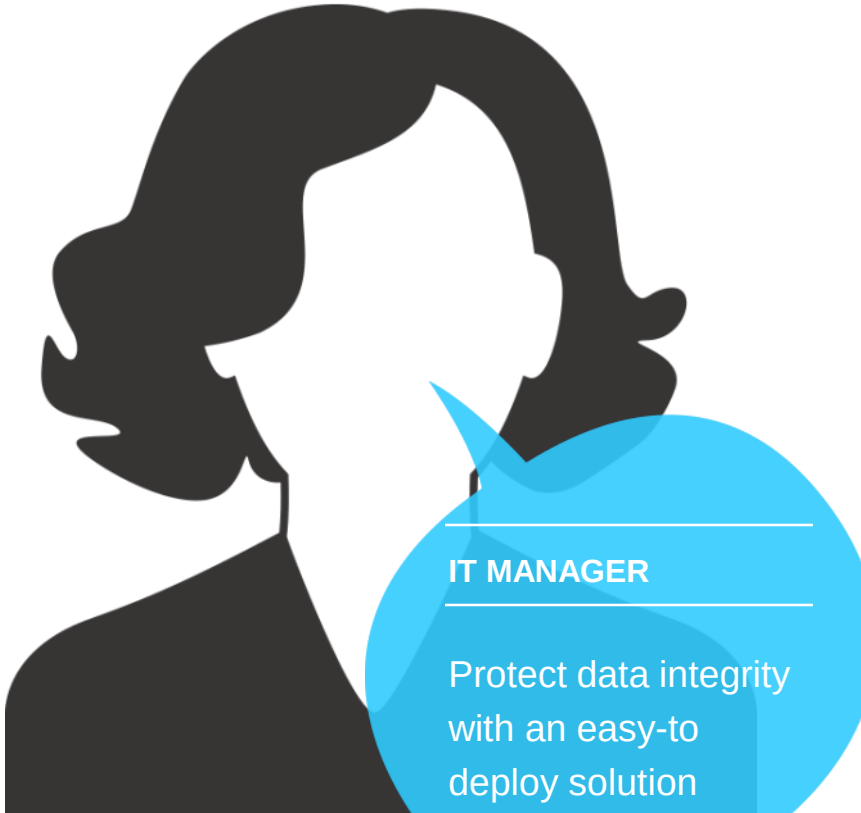
Teradici PCoIP Workstation Access Software for Dell Precision

Meets needs of different stakeholders across the organization



WORKSTATION USER

Work from conference room, from home or on–the-go



IT MANAGER

Protect data integrity with an easy-to deploy solution

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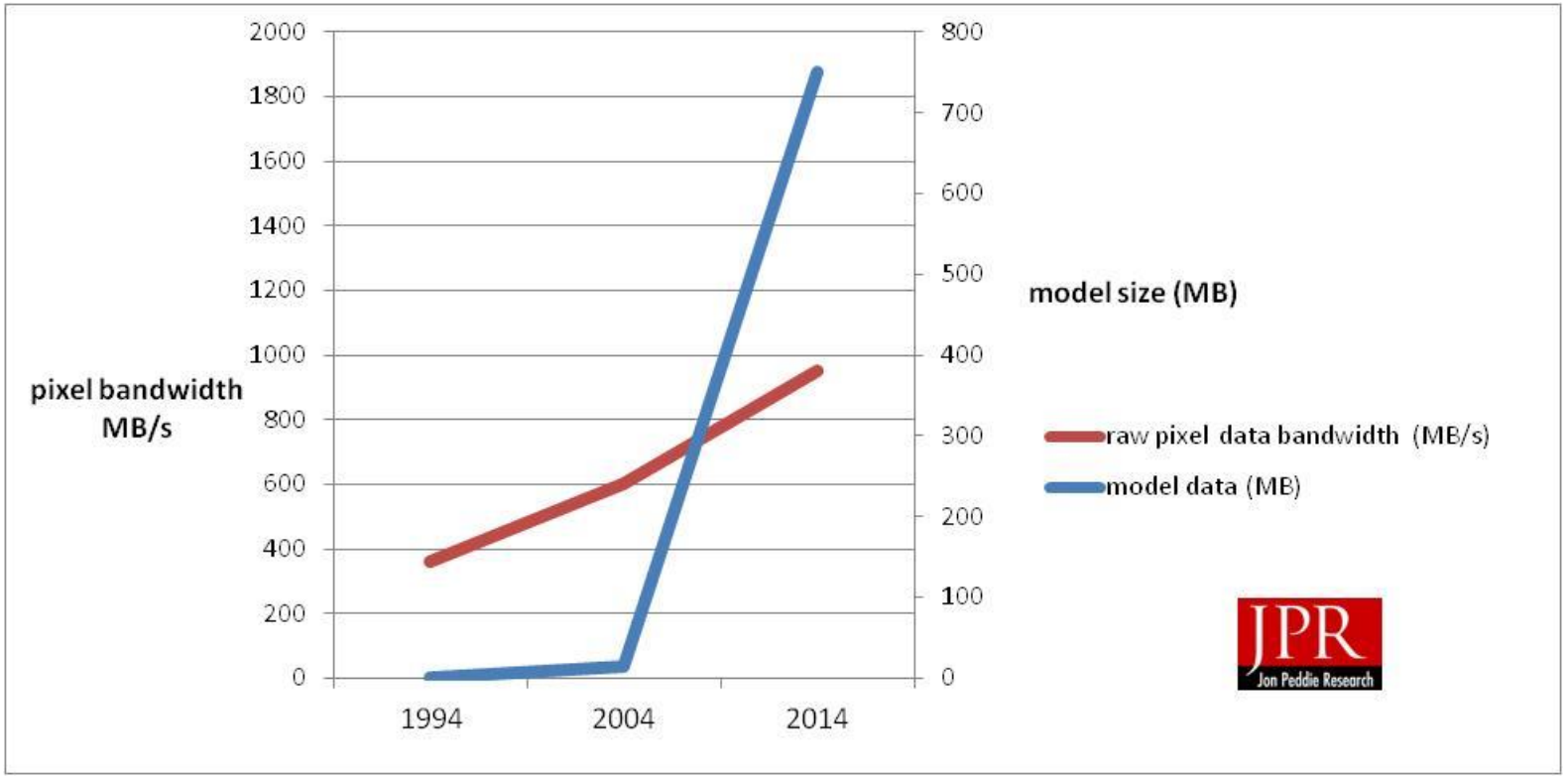
Why Now?

Moore's Law has reversed the graphics bandwidth burden



- Between 1994 and 2004, model size was manageable, enabling effective data transfer
- Since 2004, the explosion of data for modelling makes it less effective than pixel transmission

Source: Jon Peddie Research

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Why Now?

Trend toward workplace mobility & BYOD is driving demand

- Business users need access to rich visual data from wherever, whenever
- Corporate IT needs assurance that IP is secure in the public digital domain
- Today's companies of all sizes are operating on a backbone of digital information and an explosion of data – making ease-of-IT management and complexity a critical requirement
- That goes double for SMBs with limited IT resources and budgets

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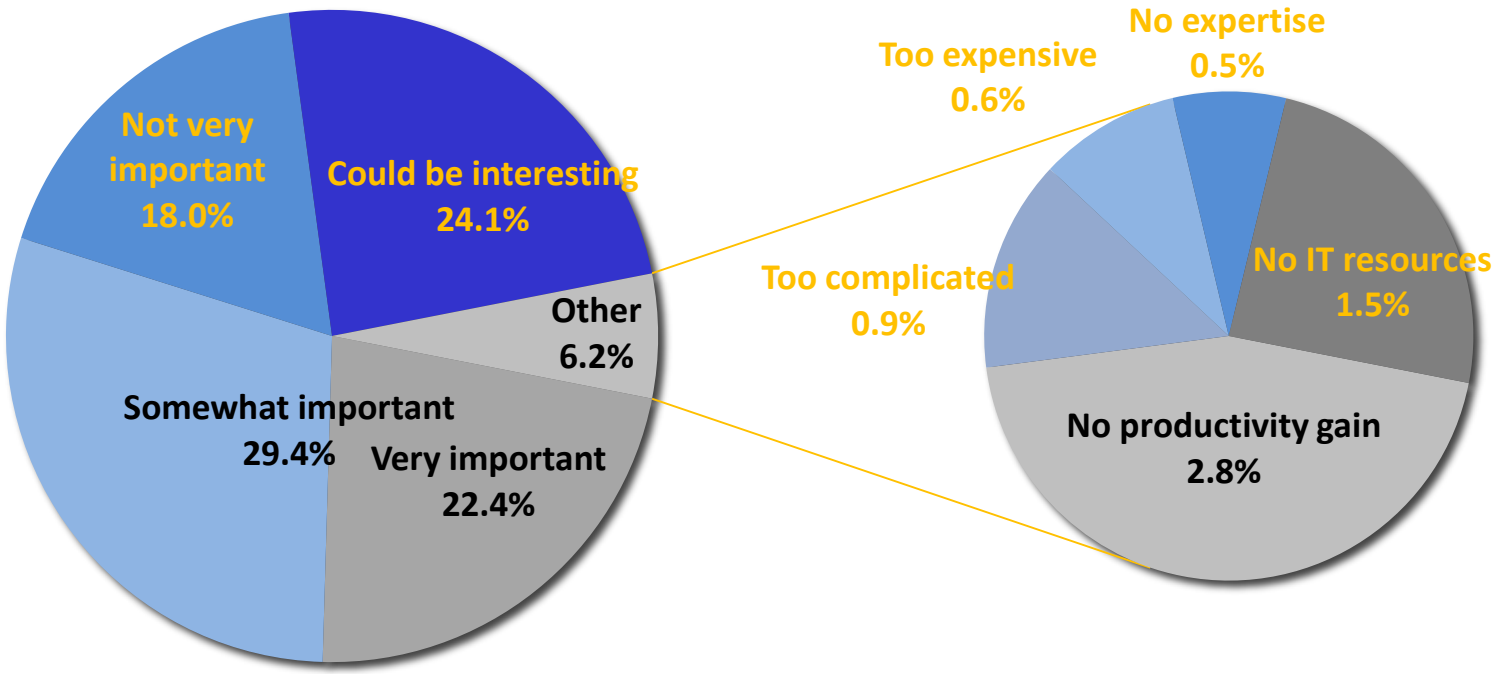
Why Now?

End users report strong interest in remote graphics and virtualization



Source: Jon Peddie Research, Remote Graphics & Virtualization Survey & Report, August 2014

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PCoIP Workstation Access Software: Key Benefits

Instant Remote Visualization. Access Anywhere.

Rich End User Experience with leading PCoIP Technology	• **Workstation users receive outstanding remote experience, with highly responsive screen, under any network conditions**
Increases User Productivity	• **High flexibility and enables connection from any compatible end points from work, at home or on-the-go**
Fast and easy to install with minimal maintenance	• **Software installs within minutes, with no network architecture changes required** • **Does not require additional tools or IT training**
Enhanced Security	• **Screen images sends pixels only, not data, thus protects corporate IP**

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PCoIP Workstation Access Software: Target Markets

Company Size

- Small to mid-sized businesses
- Companies with less than 100 workstations

Target Vertical Industries

- Architecture
- Engineering
- Construction
- Manufacturing

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PCoIP Workstation Access Software: Target Audience

Buyer	IT Group: IT Manager, System Architect or System Administrator	
	Release 1.0	**Tower/Deskside 1:1 Access** • Simple, low-cost 'on-ramp' to benefits of remote visualization • No impact to current deployment • No need to come up to speed on new IT management tools
	Release 1.1	**Data Center Virtualized Access** • Next step for easy migration to virtualized workstation • Reduced cost per workstation • Added management flexibility • iOS support

Buyer, Influencer	End User: Design Engineer, Architect, Contractor	
	Releases 1.0 & 1.1	• Greater workplace flexibility • Instant access anywhere • Seamless remote experience

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PCoIP Workstation Access Software: System Requirements

	Host	Client
Supported operating systems	Windows 8.1 64-bit Windows 7 64-bit	Windows XP 32-bit, 64-bit Windows 7 32-bit, 64-bit Mac OS X 10.7 or later
HW-compatibility GPU-compatibility	Existing & new Dell Precision workstations Any discrete GPU; optimized for NVIDIA K2000 or higher (GRID SDK 2.2)	
Application independent	PCoIP technology sends pixels, not data, regardless of what application is being used and what content is being generated	
Display resolution	Dual monitor, up to 2560x1600	
Technical support	24x7x365 support - online and by phone **Language supported:** English	

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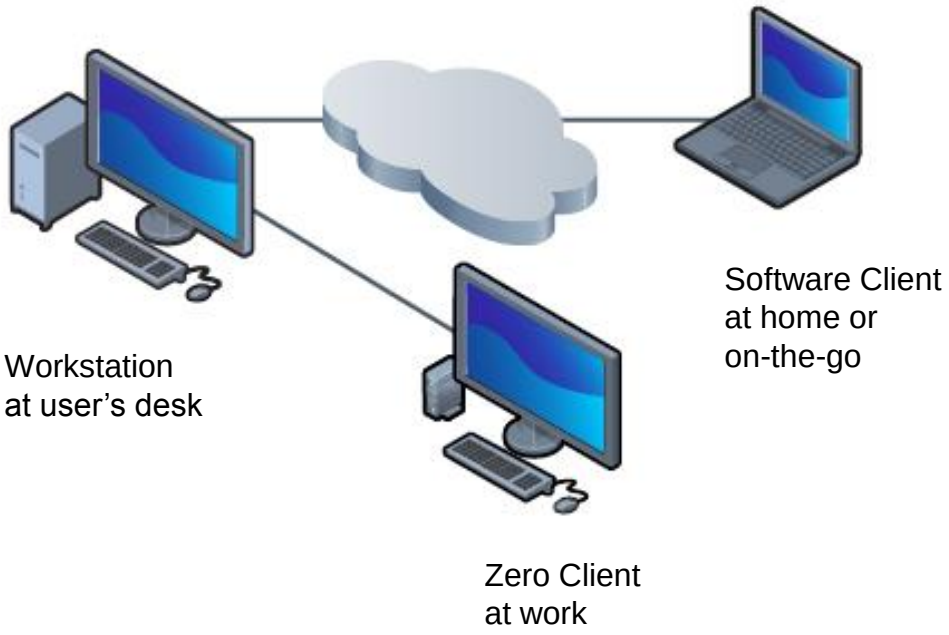
PCoIP Workstation Access Software: Deskside Use Case, Release 1.0

Access your local workstation from a conference room, at home or on-the-go

- Seamless remote end-user experience
- Greater flexibility, productivity for today's mobile workers
- Quick to install and easy to manage



Tower Form Factor

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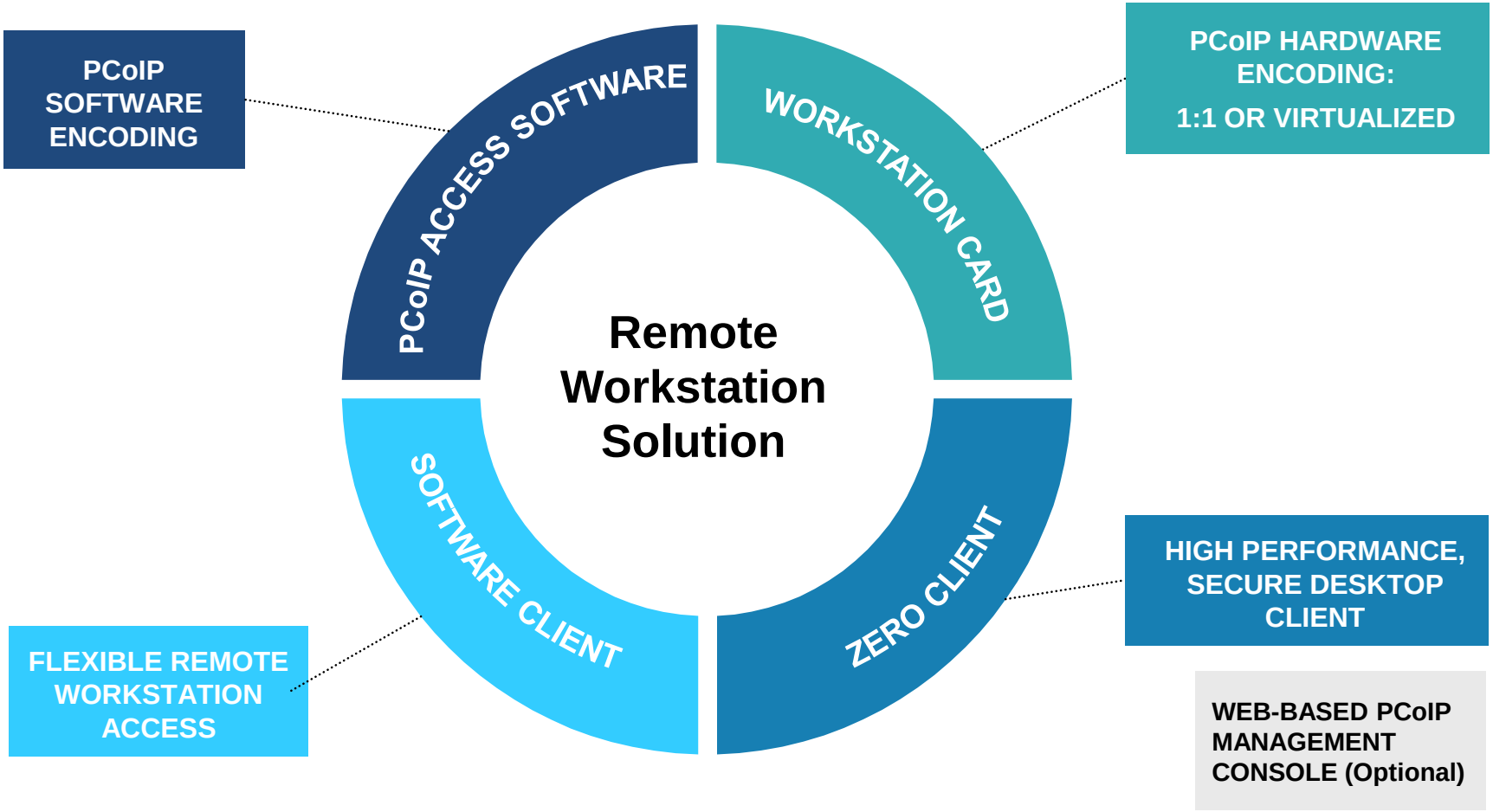
PCoIP Workstation Access Software

Complementary addition to PCoIP Remote Workstation Card



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Hi-Tek Manufacturing

BETA PROGRAM PARTICIPANT

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HI-TEK MANUFACTURING

> About

Leading manufacturing services provider for gas turbine and aerospace industries

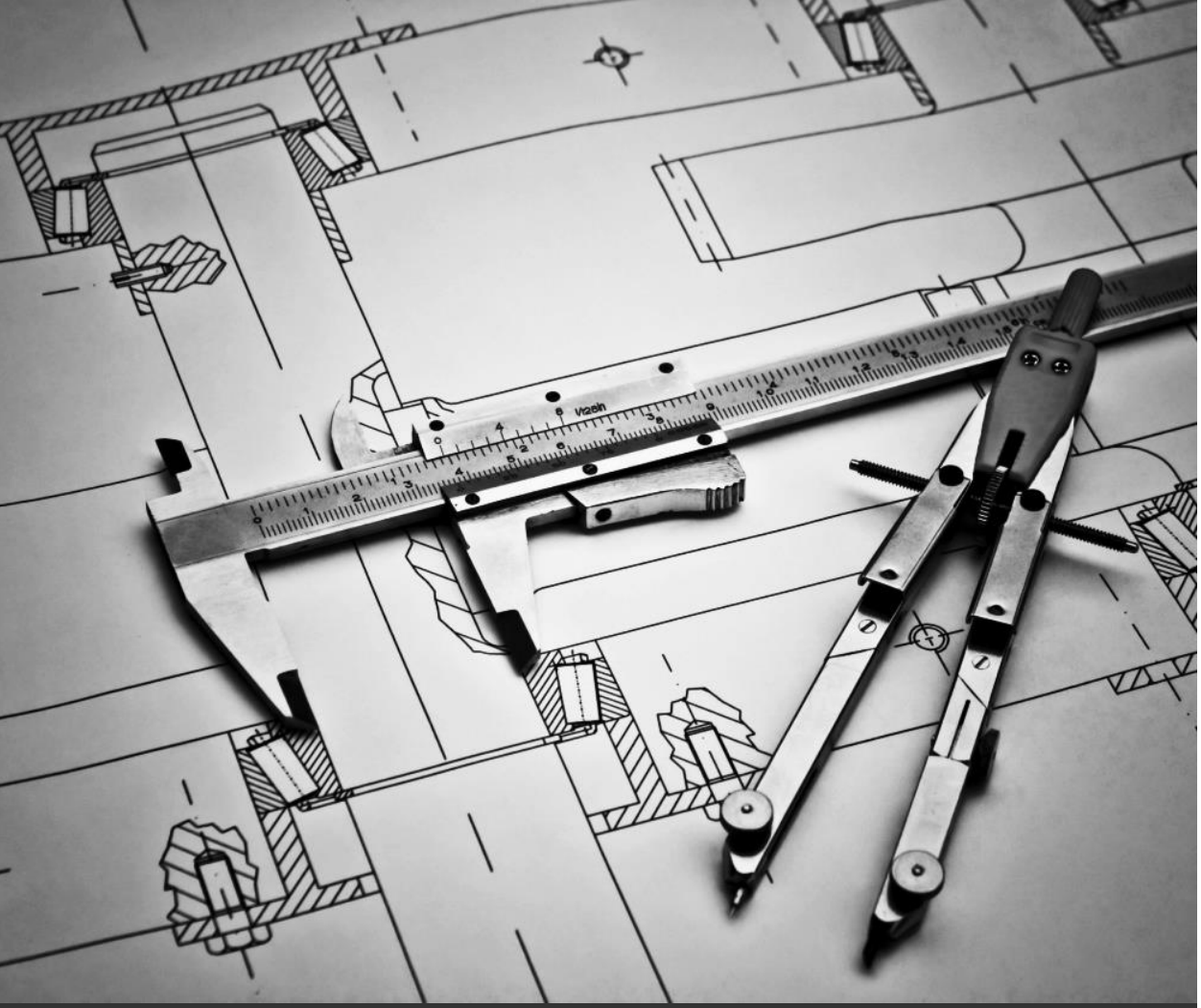
> Challenge

Make it easier for engineers to be productive from any location and enable management to tap into engineering talent outside of Ohio

> Results

"Maximizing productivity is a high priority to make the best possible use of engineering and IT resources…. set up was quick and easy for both the host and the client, in less than five minutes. And, the remote performance met our demanding users' expectations."

Paul Meredith
IT Manager



Cator, Ruma & Associates

BETA PROGRAM PARTICIPANT

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CATOR | RUMA & ASSOCIATES, CO.

> About

Engineering services firm serving institutional, commercial, industrial and medical clients throughout Colorado and the western United States

> Challenge

Need cost-effective way to enable onsite and remote employees greater flexibility for project work

> Results

"Ease of set-up for this new remote access software is phenomenal. We were up and running in just minutes with the best remote user experience we've seen over LAN and WAN connections..."

Jacqui Michael
IT Manager

Aerospace &Transportation Company

BETA PROGRAM PARTICIPANT

> About

Global aerospace and transportation manufacturer

> Challenge

To share project status and 3D models in team meetings, engineers must transport deskside workstations from offices to conference rooms

> Results

IT can instantly and securely enable engineers to access applications and projects remotely from any location without having to physically move workstations or purchase dedicated machines for conference rooms

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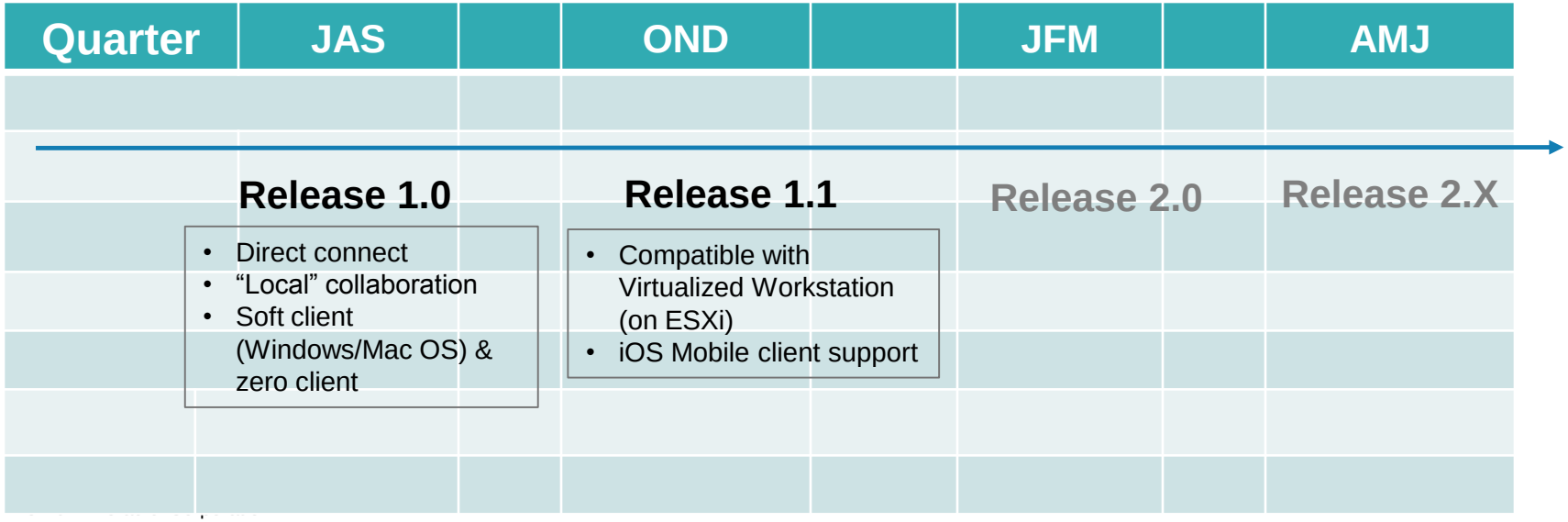
PCoIP Workstation Access Software: Pricing & Availability

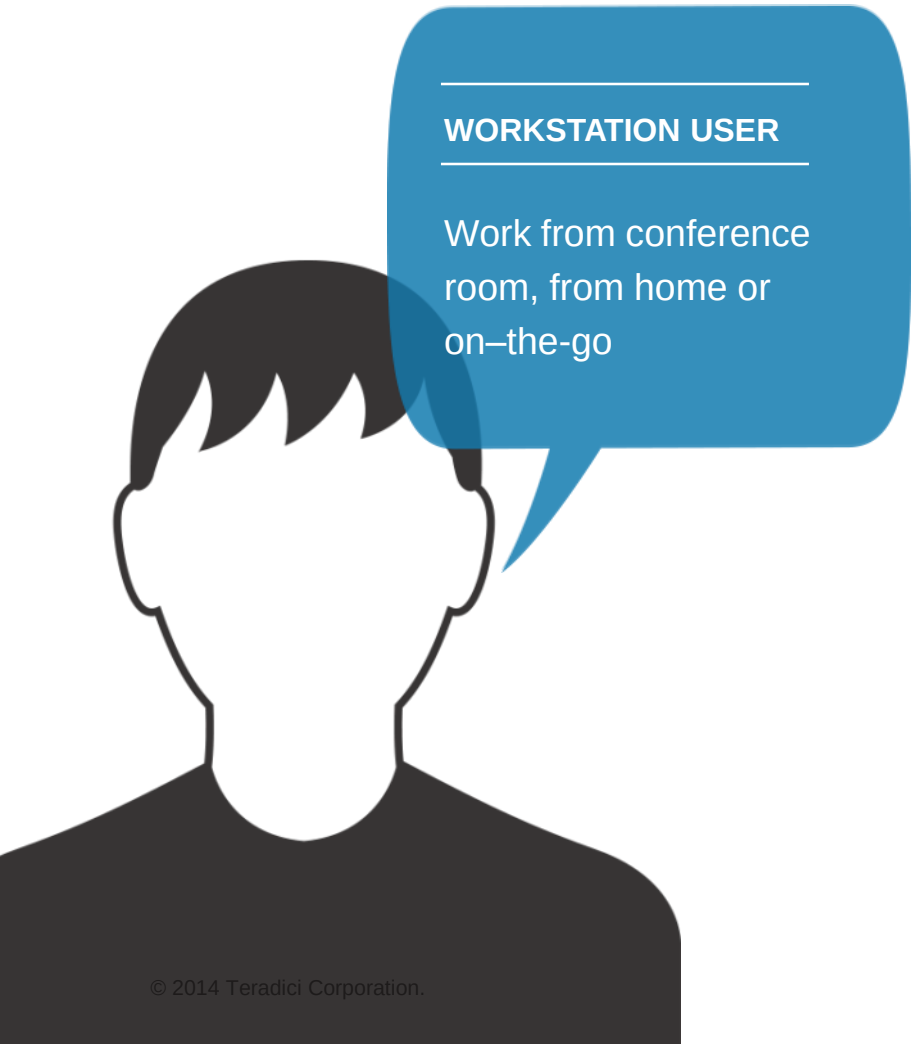
- Phased global rollout
  - North America – **Starting in August 2014**
  - Western Europe and APAC – Q4 2014
  - Remaining EMEA countries and emerging markets – 2015
- Purchase at Dell Online Store & through Dell channel partners
- $199 USD, plus $40 USD for 1-year mandatory support & maintenance contract
  - Free software upgrades (major and minor releases), 24x7x365 services
  - Auto updates for timely access to each new release
  - License packs: 1, 10, 50 or 100 for ease of install for larger deployments



PCoIP Workstation Access Software for Dell Precision

A rich end user experience:

- Remote access anywhere
- Easy to install & deploy
- Ultra-secure
- Broad client support
- High quality images
- High performance 3D



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