



Microsoft Office 2019

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DELL Technologies

Office 2016 vs. Office2019:

- CENA wersji OEM 20%-40% taniej niż FPP
- NOWE FUNKCJE
- Aktywacja oprogramowania - bez zmian

What's included

Office Home & Business 2019 & Office Professional 2019

Office Apps



Word



PowerPoint



Excel



Outlook



OneNote



Access



Publisher

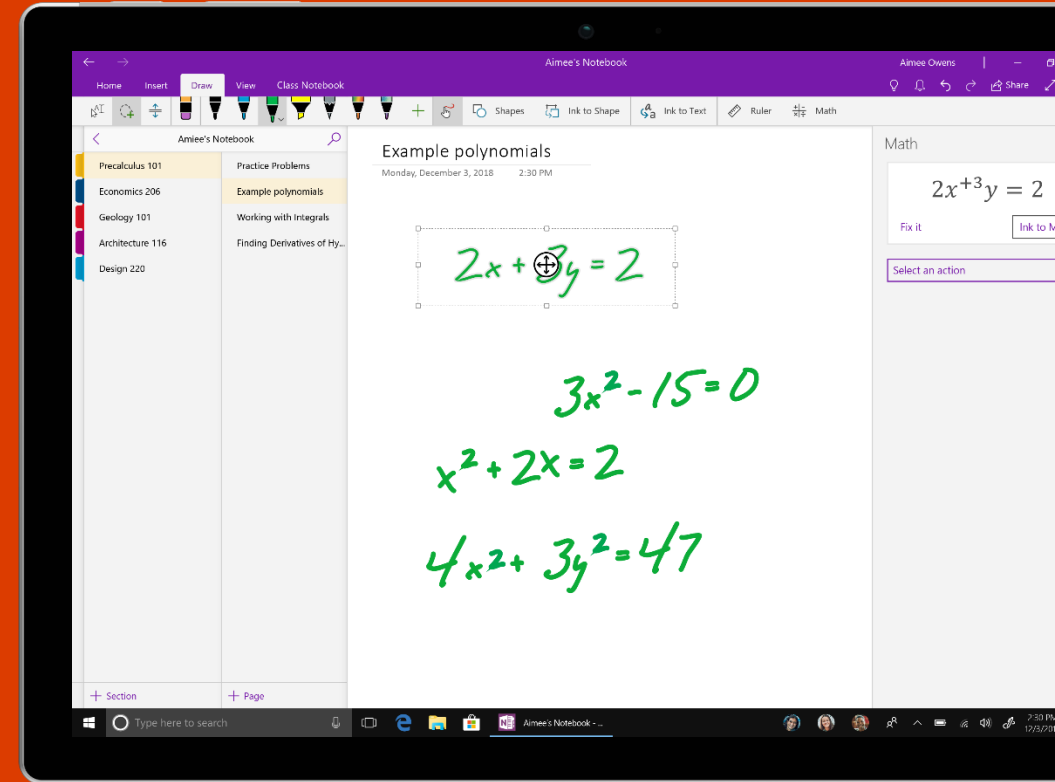
Math Assistant in OneNote

Solve tough math problems with a little help

Feature messaging: Write* or type any math problem and OneNote for Windows 10 solves it for you—letting you get to the answer quickly.** What's more you are shown the step-by-step instructions to help you learn how OneNote arrived at the solution. From basic math to calculus, OneNote ink math assistant is everything you always wished a calculator could do.

*Office 365 Subscription Required

**Touch capable tablet or PC required. Pen accessory may be sold separately



Ink Editor in Word

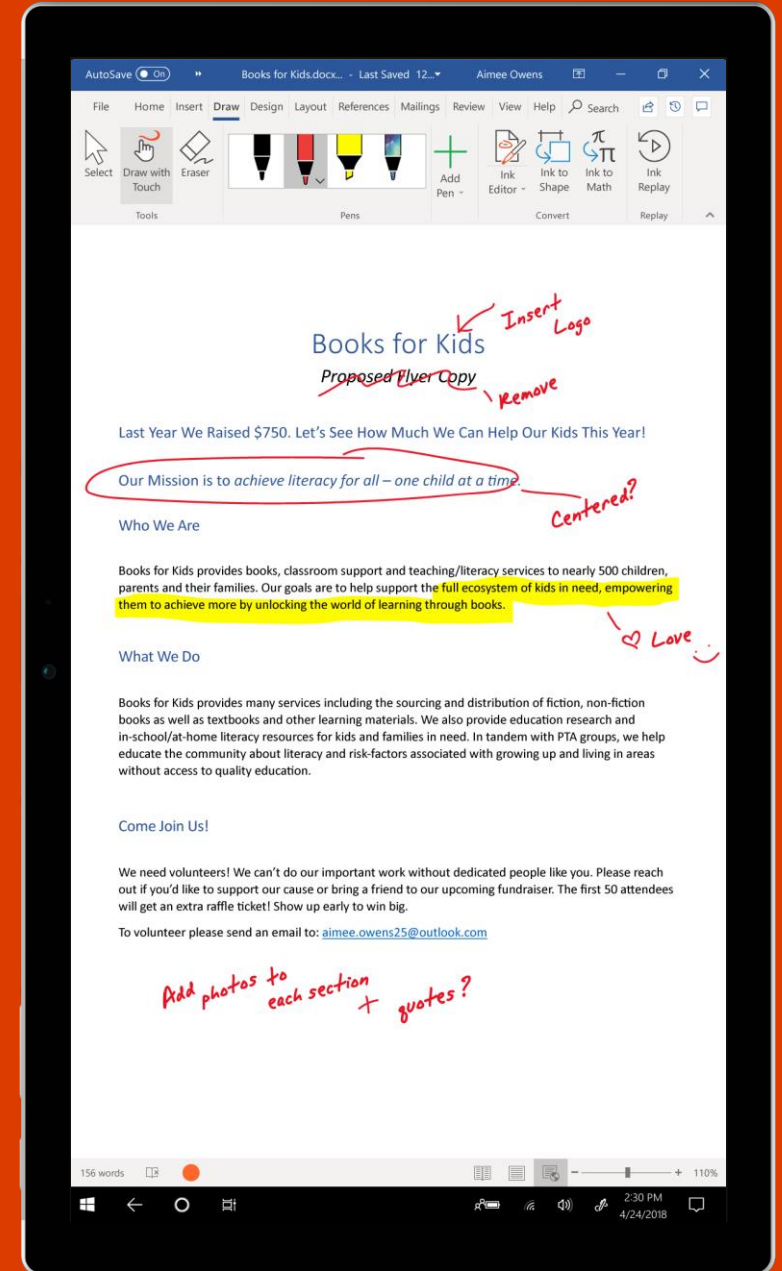
Quickly edit documents with just your digital pen

Feature messaging: With Office 365, your digital pen is a more powerful document editing tool than ever.*1

Use your pen to intuitively make edits directly in Word. Strikethrough words to delete them, circle text to select it, and automatically snap highlighter ink to text.

*Office 365 Subscription Required Cortana

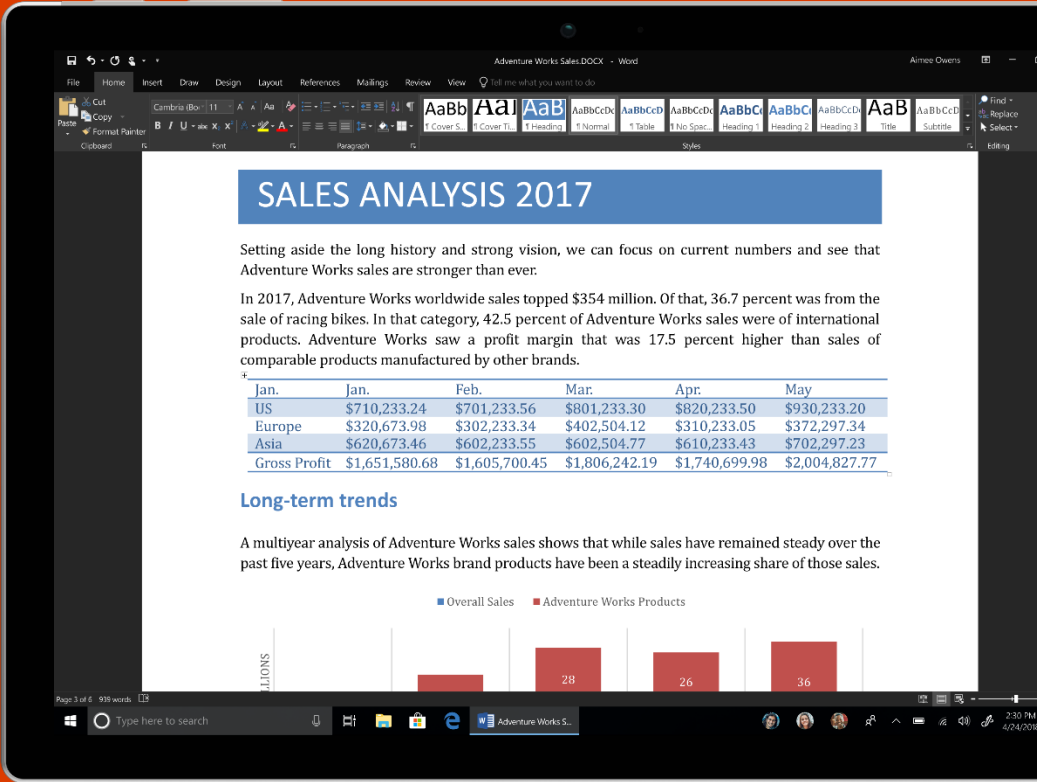
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Black theme

Easier on the eyes across Word, Excel, PowerPoint, Outlook, OneNote

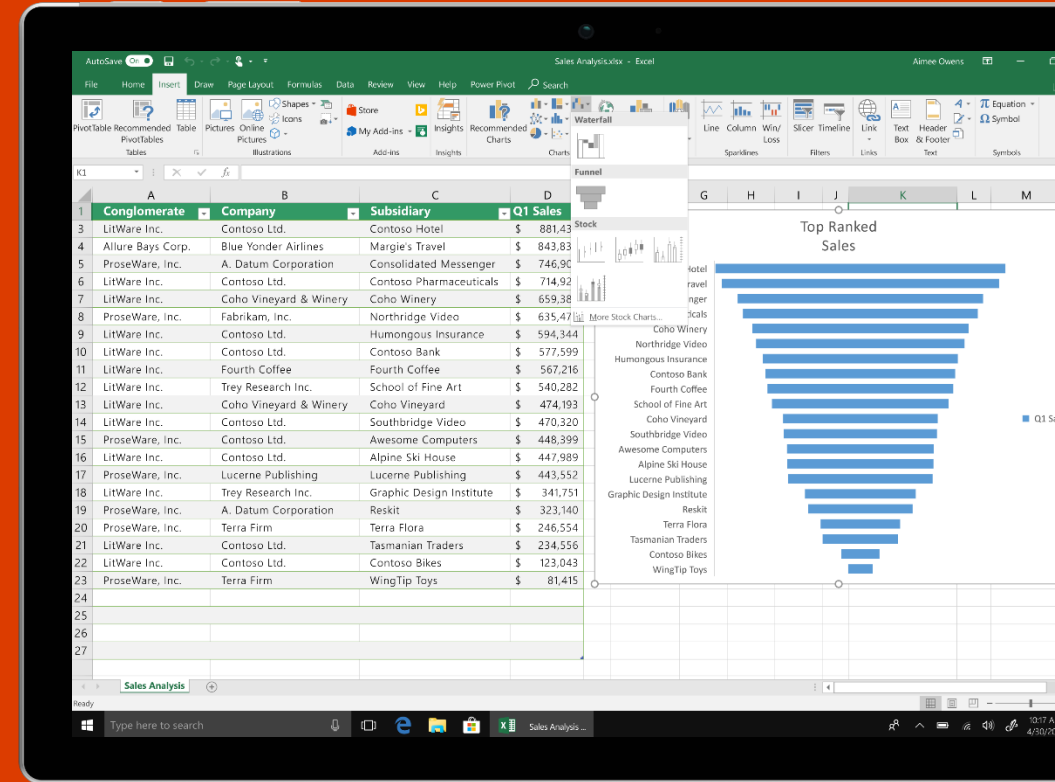
To apply this theme, go to the File menu for one of these Apps, select "Account," select Black under "Office Theme" dropdown.



New chart types

Identify insights, trends and opportunities in your data

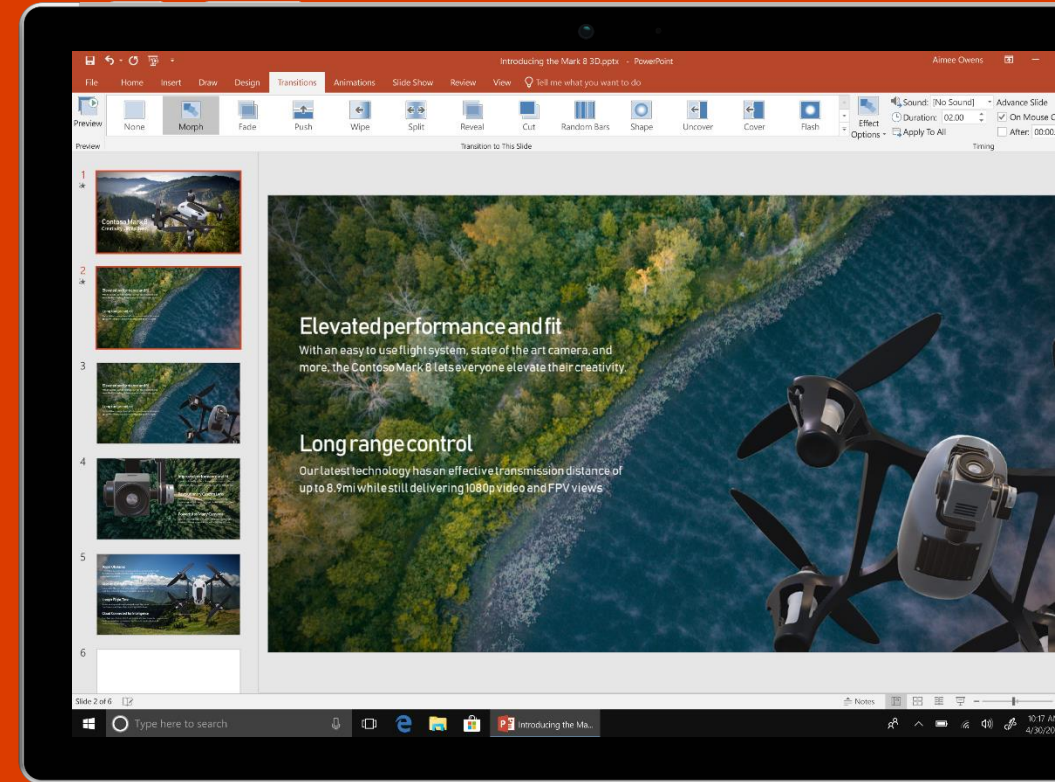
- Insert maps into Word, PowerPoint, and Outlook
- Transform geographic data into high-fidelity visualizations with 2D maps



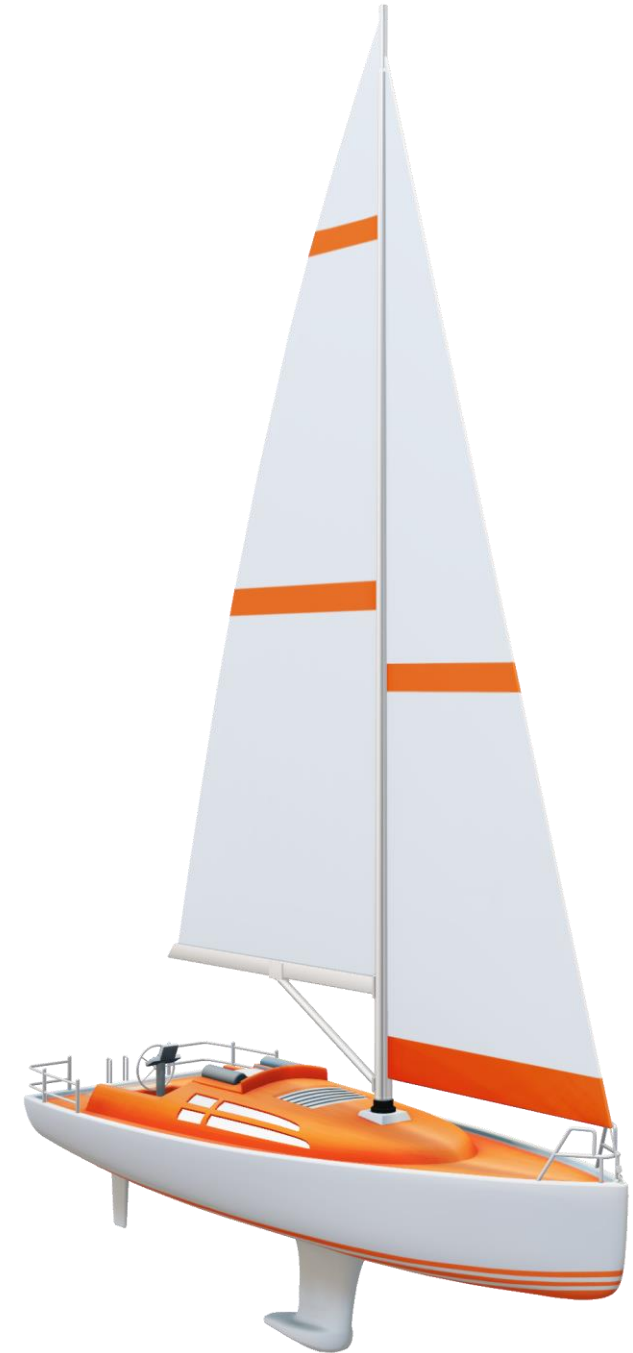
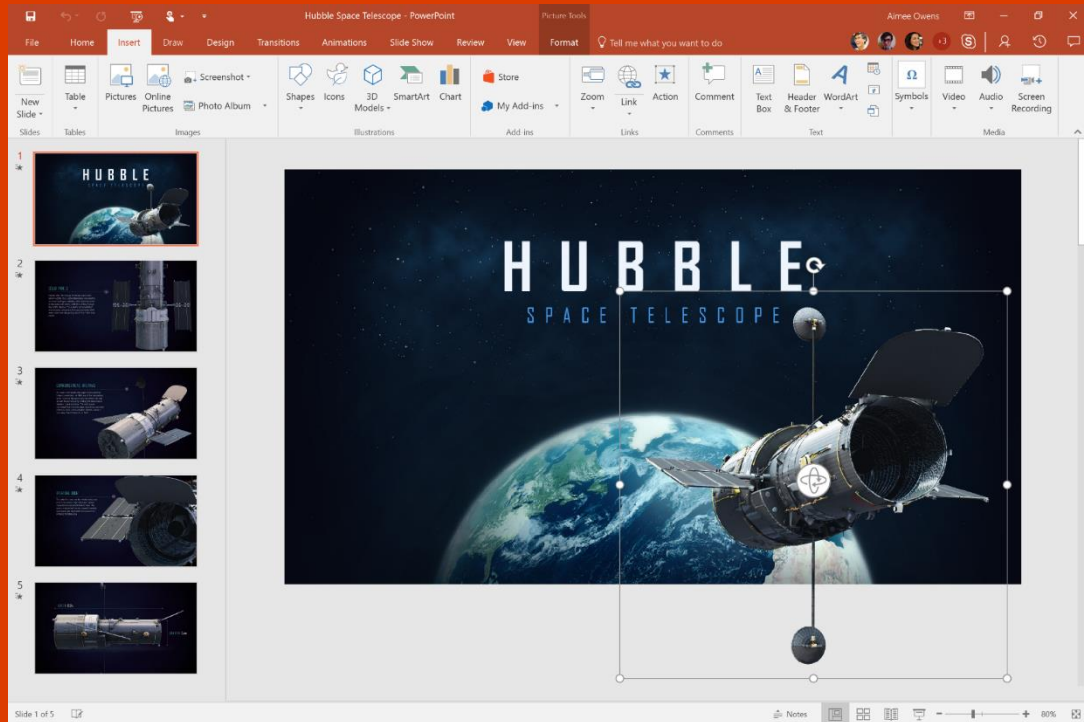
Morph

Create cinematic motion effortlessly

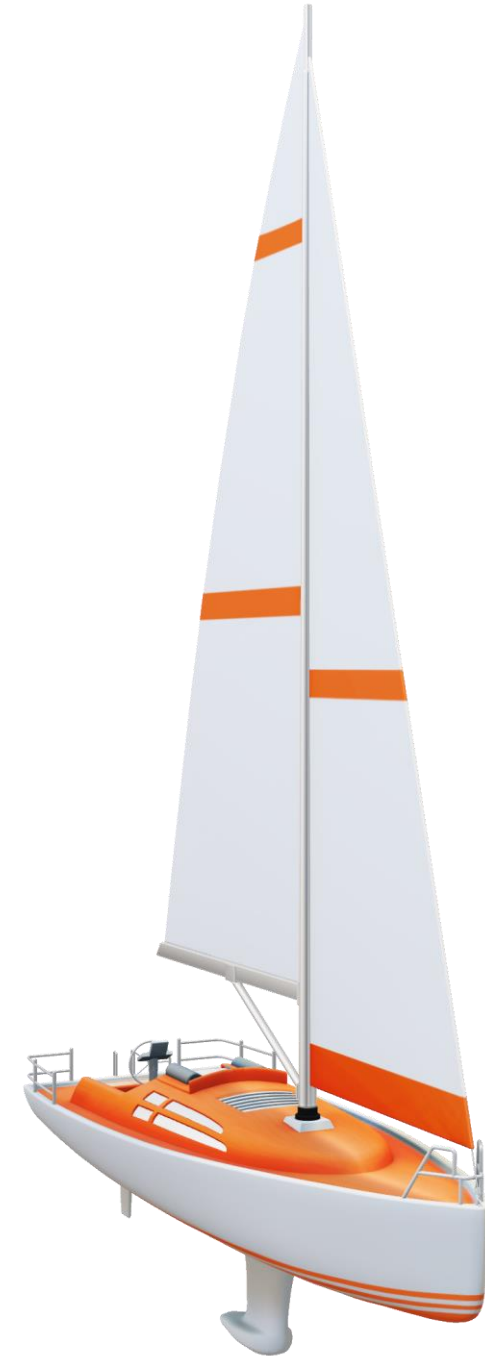
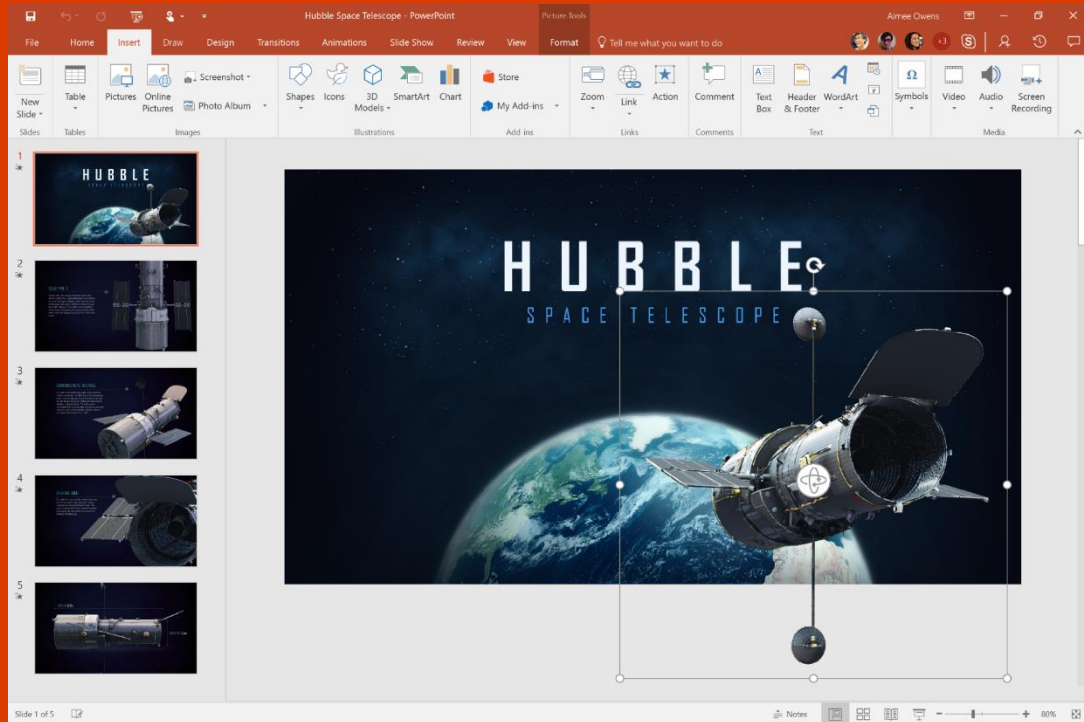
- PowerPoint takes care of the transitions and animations automatically
- Morph analyzes the content of consecutive slides and merges them together to create cinematic motion
- look like a seasoned animation expert with just the click of a button



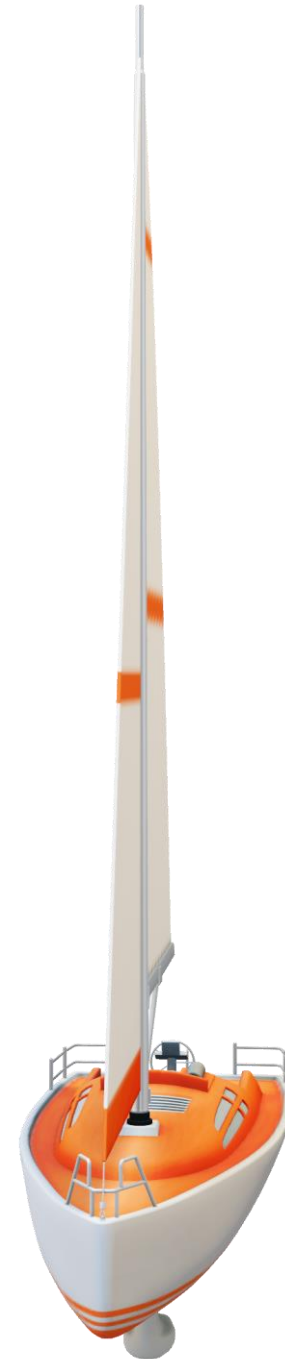
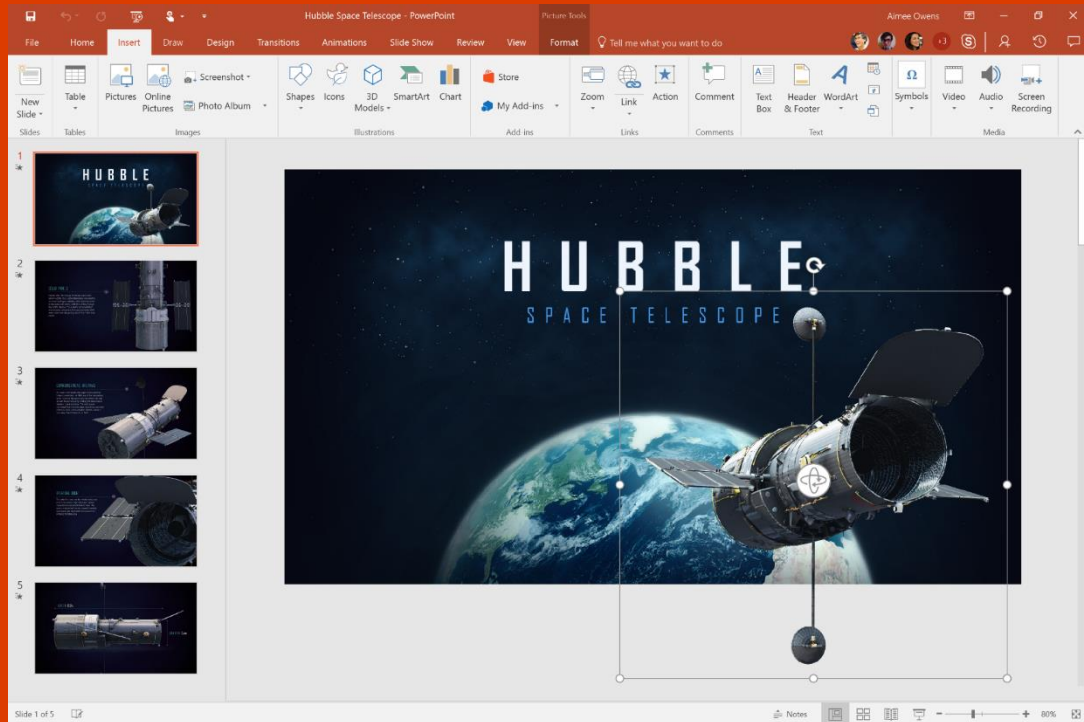
3D Models in Office apps Demo



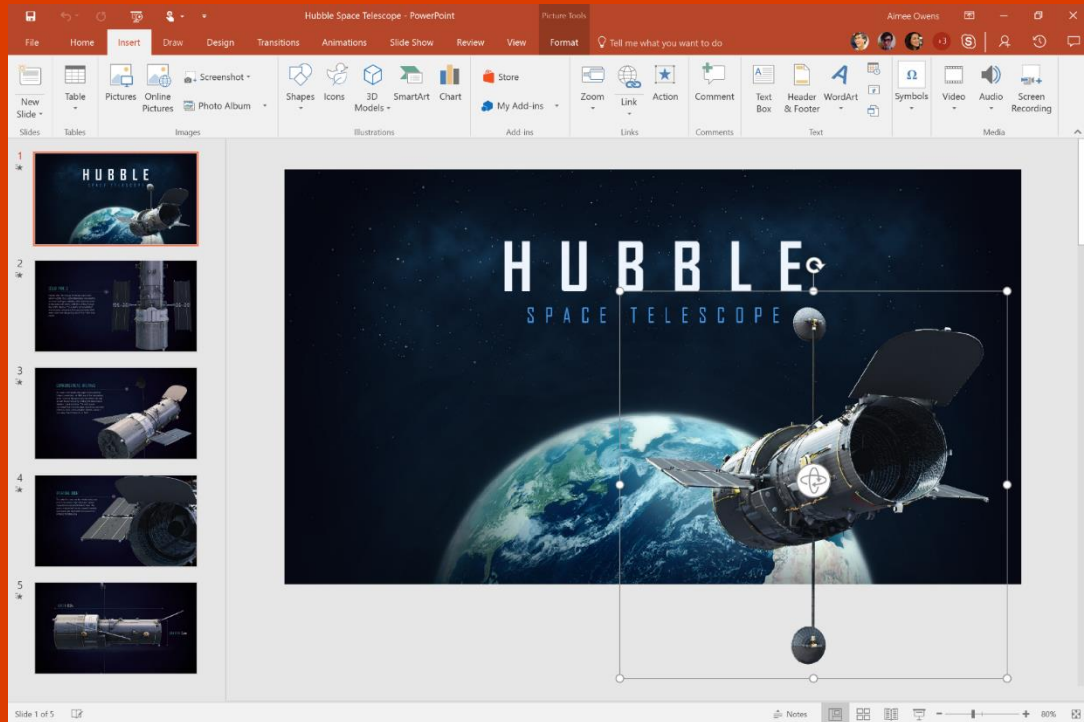
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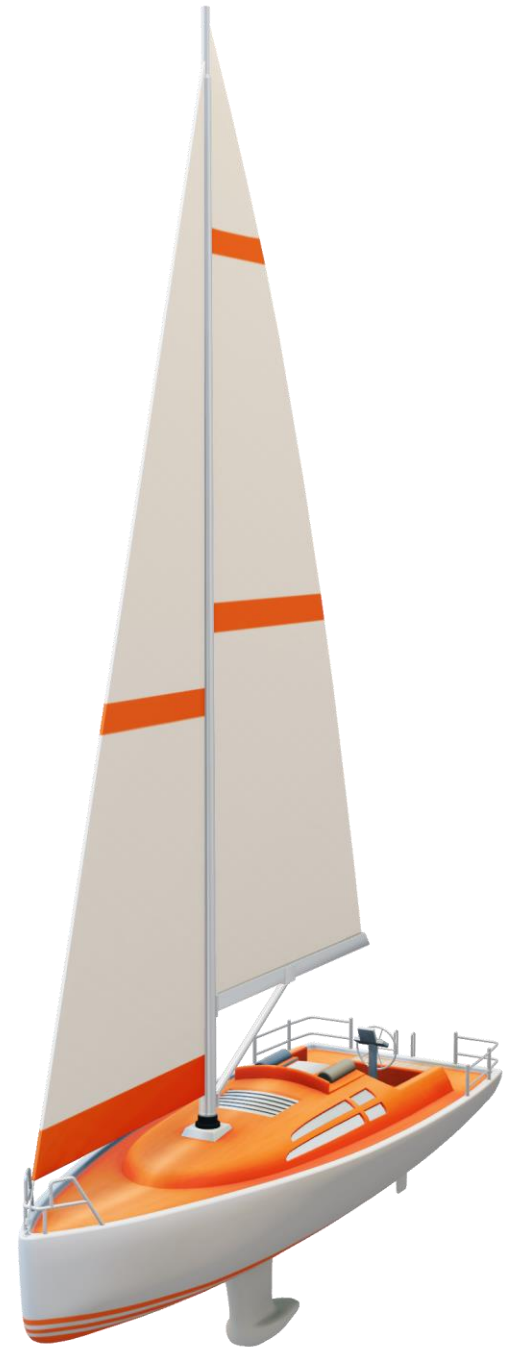
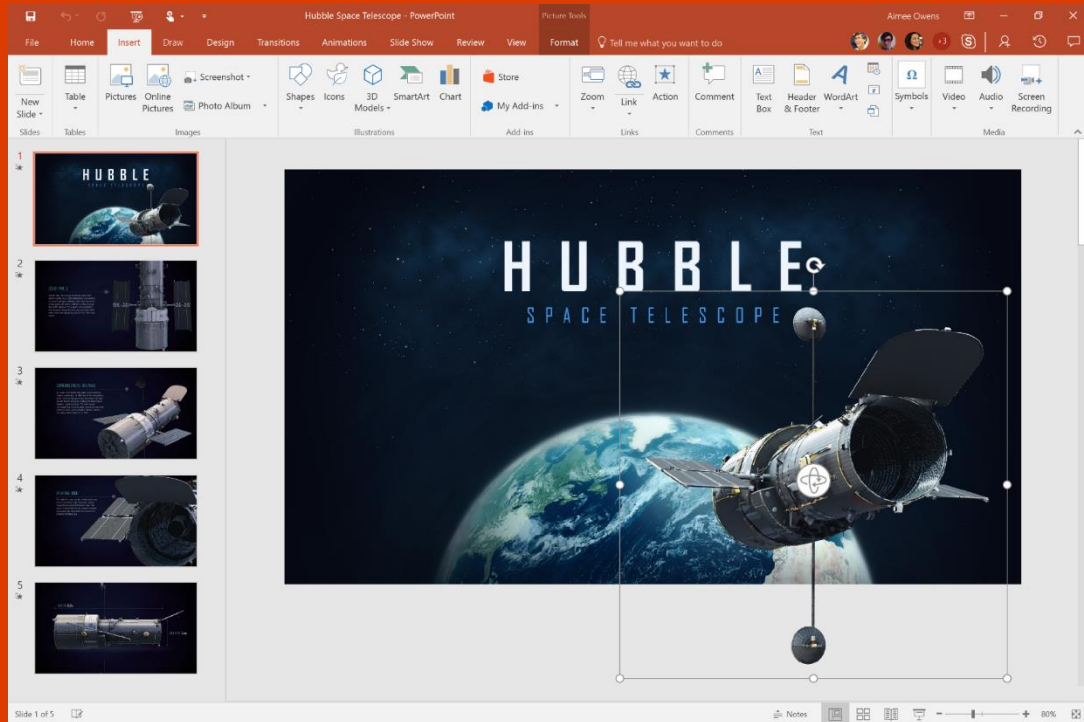
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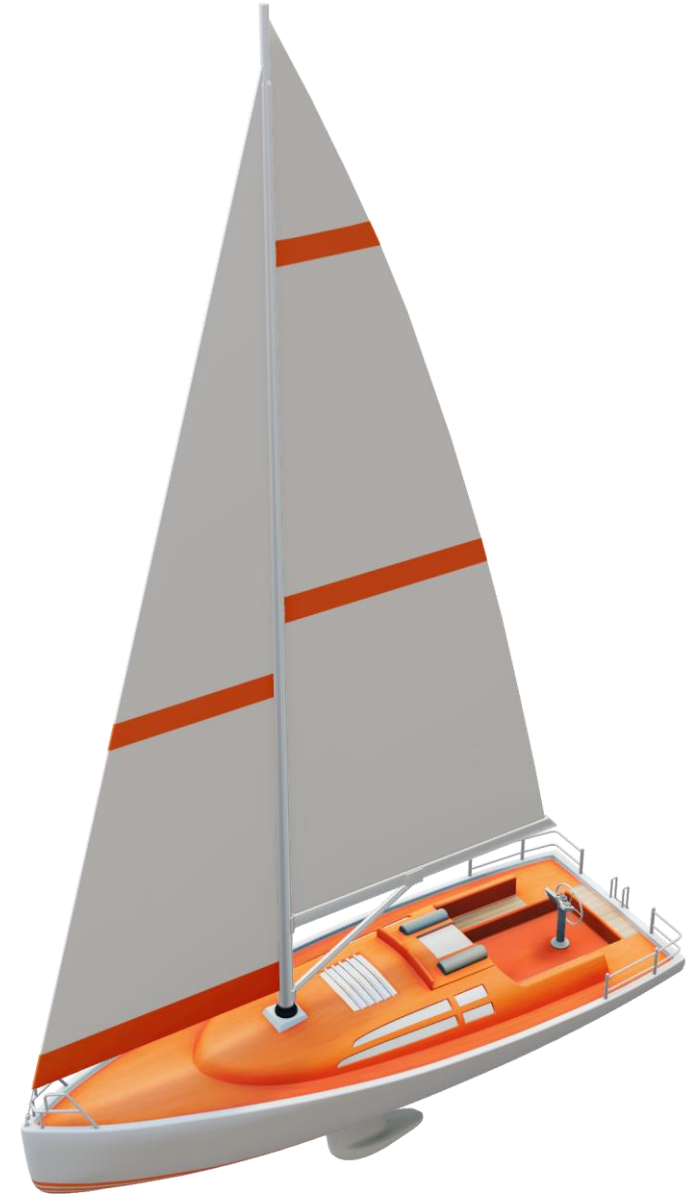
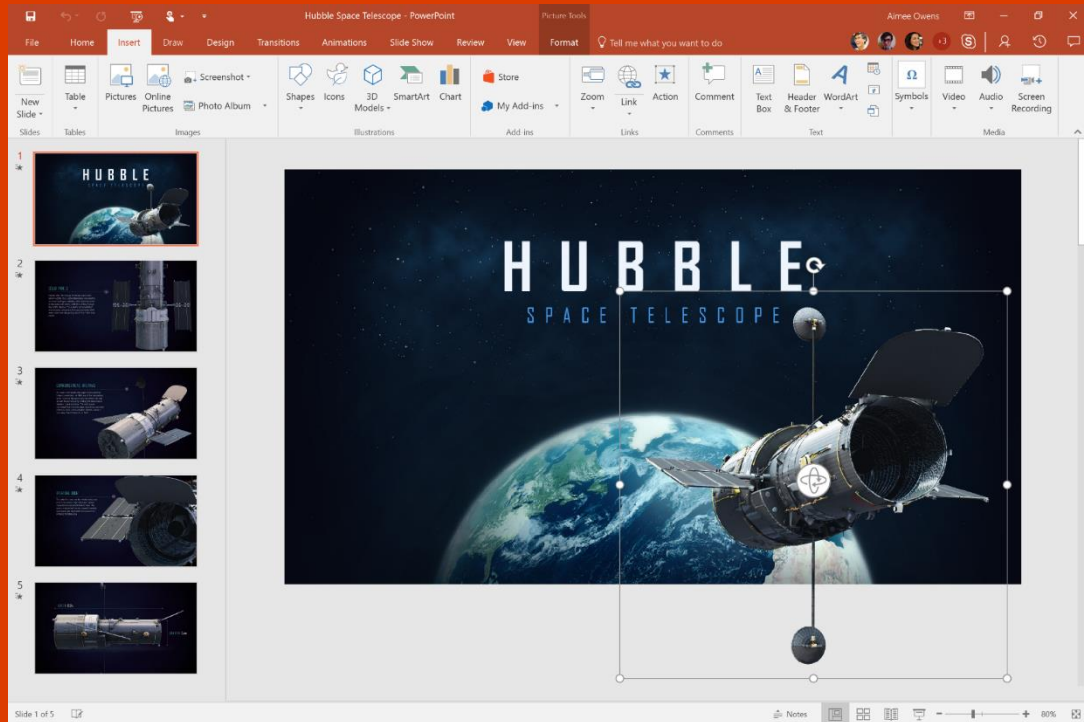
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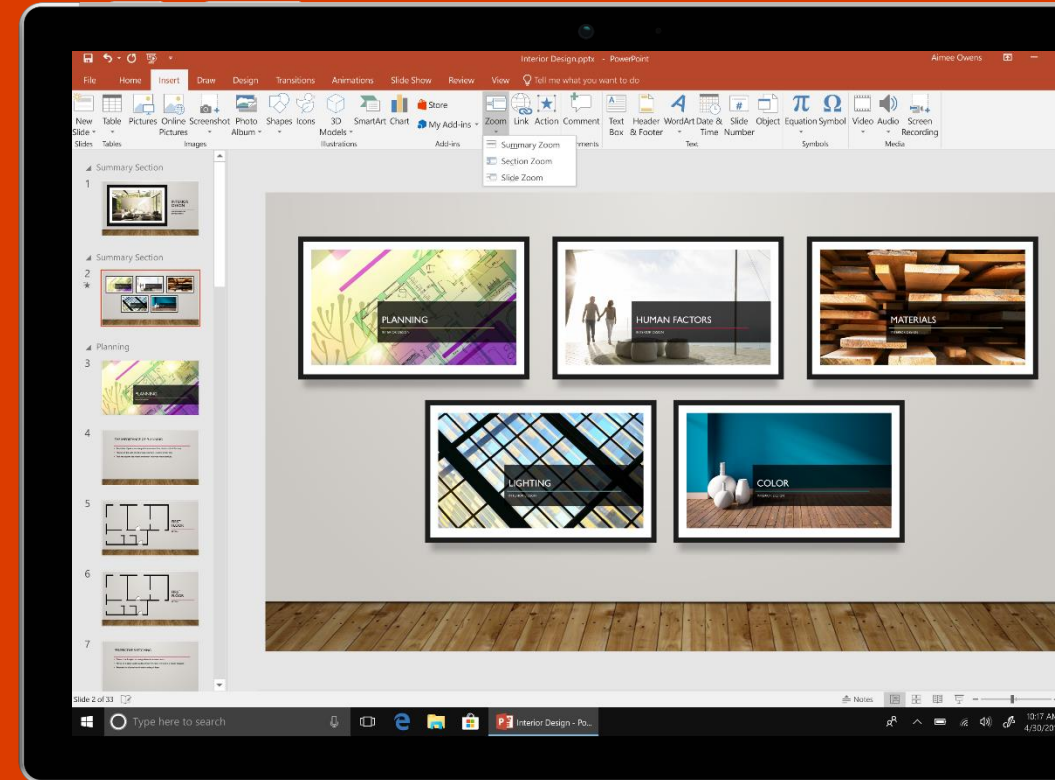
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Zoom

Create cinematic motion effortlessly

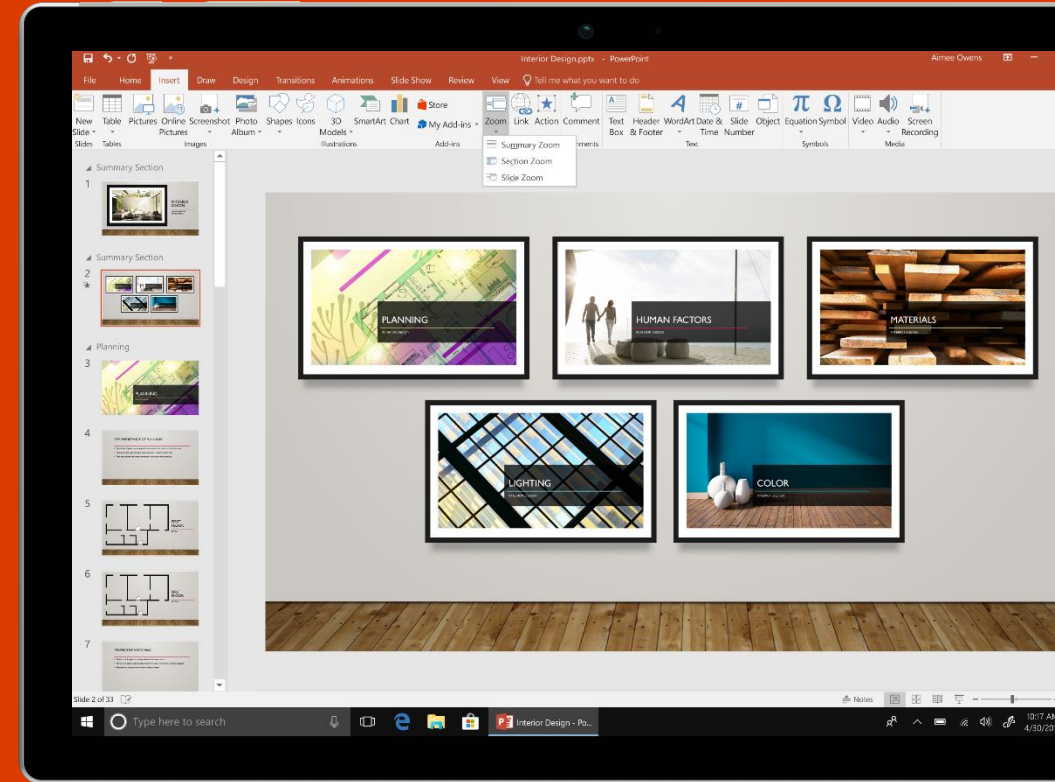
- PowerPoint Zoom* introduces non-linear storytelling by creating interactive summary slides
- Zoom gives you the flexibility you need while still allowing you to maintain your narrative by avoiding the need to exit presentation mode.
- Your audience will be more focused because they have a glimpse into what your are going to cover and they know where you are at any given moment in the presentation, the zooming effect captivates their attention.



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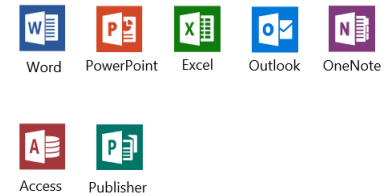
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Dell Technologies

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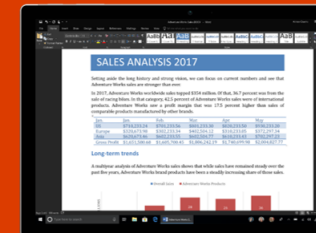
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²Touchscreen capabilities on PC required. Pen accessories may be sold separately.



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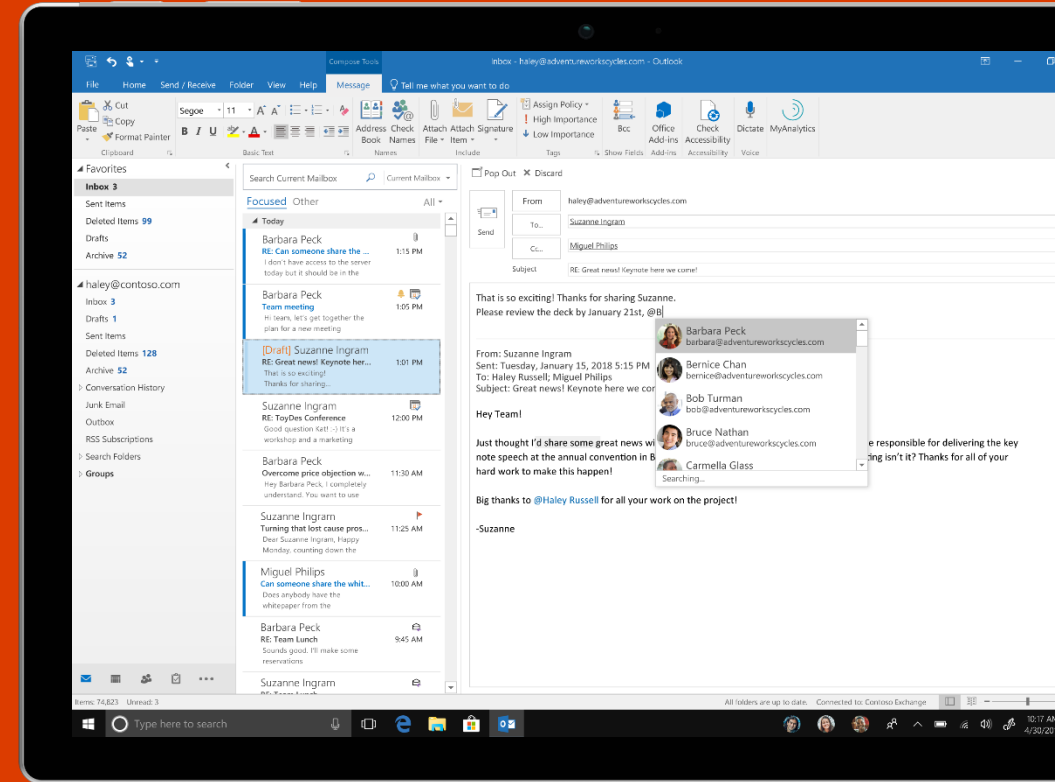
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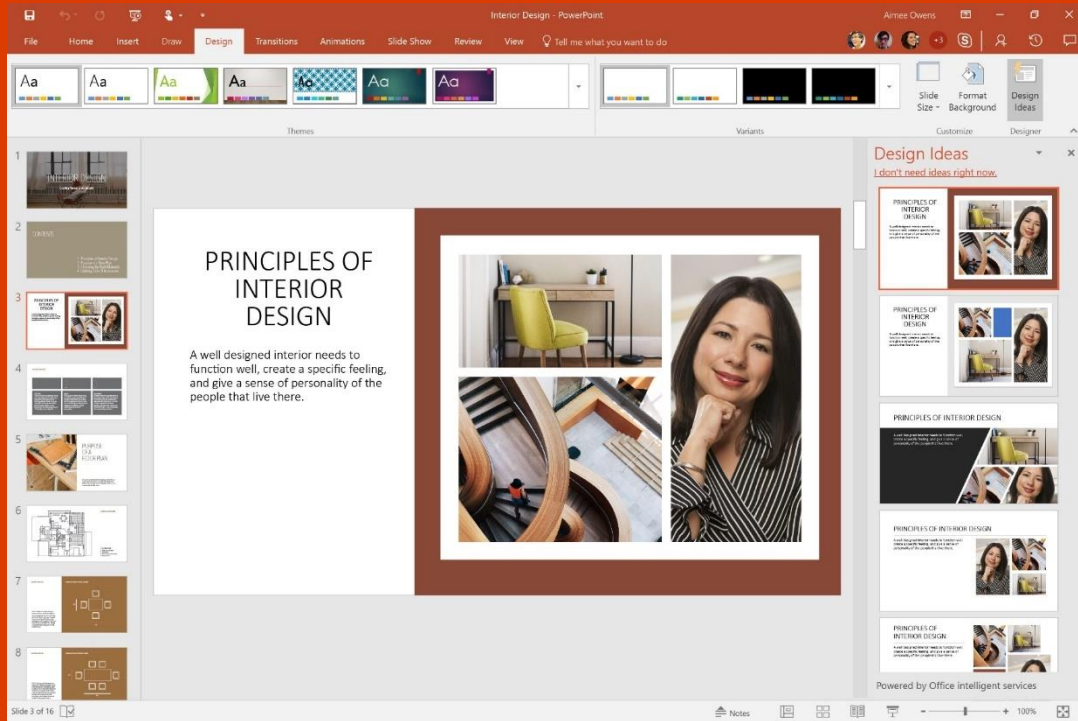
@mentions

Get their attention with @ in the body of a message or meeting invite

- Select from your contact list and automatically add to the To line
- Search for messages that mention you



Designer in PowerPoint Demo



Designer in PowerPoint is an intelligent new design assistant to help you create beautiful slides in seconds.

Just drop an image into your presentation and Designer provides you with several design ideas. Select your favorite and you're done!

Shape The Future Program



Windows

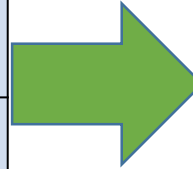
Shape the future SKU:

		Volume (units)	Hardware Configuration Requirements		
Value+	Shape the Future <i>Value+</i> no LOE (DM)	≥ 1	Value 2 in 1 ≤ 14.1" Low End CPU ≤ 4GB RAM ≤ 128GB SSD or eMMC or ≤ 500GB HDD	Value Notebook ≤ 14.1" (DM) No restriction (EM) Low End CPU ≤ 4GB RAM ≤ 128GB SSD or eMMC or ≤ 500GB HDD	Value Desktop / AiO Low End CPU ≤ 4GB RAM ≤ 128GB SSD or eMMC or ≤ 500GB HDD AiO ≥17"
Standard	Shape the Future <i>Standard</i> eLOE or LOE Required WW (eLOE required in all DM, eff. 2/1/18)	≥ 1	Intended for the majority of devices: all devices which do not fit StF Value+, StF Plus, or Pro for Workstations* hardware specifications. Example specifications: ≤ Core i5, <8GB RAM ≤ Core i5, 8GB RAM and <1080p screen resolution		
Plus	Shape the Future <i>Plus*</i> eLOE or LOE Required WW (eLOE required in all DM, eff. 2/1/18)	≥ 1	Plus CPU & > 4GB RAM (All Form Factors) OR ≥ 8GB RAM & ≥ 1080p screen resolution (Notebook, 2-in-1, AiO) OR > 8GB RAM & ≥ 2TB storage (Desktop)		

Customer Eligibility: Developed Markets

Previous Requirements

Tiers	Volume Thresholds	Letter Of Eligibility Required	K-12 Institution (Student / Teacher / Administrators)	Higher Education
Value+	N/A	N/A	Y	N
Standard	Y ≥ 500 per year	Y	Y	N
Plus	Y ≥ 500 per year	Y	Y	N
Strategic / High Volume	Y 50,000 per year	Y	Y	N



New Requirements

Tiers	Volume Thresholds	Letter Of Eligibility Required	K-12 Institution (Student / Teacher / Administrators)	Higher Education
Value+	N/A	N/A	Y	N
Standard	Y ≥ 1 per year	Y eLOE	Y	N
Plus	Y ≥ 1 per year	Y eLOE	Y	N
Strategic / High Volume	Y 50,000 per year	Y	Y	N
Change call out	Volume Threshold reduction for Standard & Plus Tiers	Introduction of MS eLOE portal. Pls note except for Value+ a LOE is STILL required	No Change	No Change

What is the Letter of Eligibility ? (LOE)

What is an LOE ?

- The LOE is a formal approval document that Microsoft issues the customer to enable them to access the Shape the Future program.

Who acquires a LOE ?

- The customer / end user requests a LOE directly from Microsoft. Dell can not request on behalf of the customer, nor can partners.
 - If a customer does not have a MS contact, then we can enlist our local MS reps for assistance and customer introduction.
- The Customer must provide the LOE to their Dell sales rep before a quote can be created
- If the deal is through channel, the customer must provide to their reseller and the reseller must provide to their Dell sales rep.

New Microsoft Customer Portal

- Available for developed markets only. The new approval is called an eLOE
- **Customer visits the Microsoft Shape the Future portal:** <http://aka.ms/shapethefuture>
- Please note that only the end user can request an LOE. The portal is not available for OEM's or partners to request on a customer's behalf.

Which StF Tier requires a LOE / eLOE ?

- Standard, Plus, & Strategic Tiers– Developed markets

Term of Eligibility

- LOEs are generally issued for 1 year.
- The date the LOE expires is the final date Dell can ship, it is not the final date the customer can order.
- Without an LOE on file, Dell is **not** permitted to issue sales quotes or accept orders.



Shape the Future Process Overview

Customer visits
aka.ms/shapethefuture or
engages Microsoft EDU
territory representative to
acquire Letter of Eligibility

Customer gives
Letter of Eligibility
to OEM or Partner

OEM or Partner reports
sales of Shape the Future
devices through Sales
Out Reporting


Customer acquires
Letter of Eligibility

OEM or Partner quotes
prices with Shape the
Future SKUs included in
estimate

Shape the Future LOE for Poland

- Example letter to the office


Shape the Future K-12 Academic Institutions



Effective Date: Wednesday, March 28, 2018

Urząd Marszałkowski Województwa Zachodniopomorskiego
hriabinow@wzp.pl
ul. Wyzwolenia 105
71-421 Szczecin

Re: Microsoft Shape the Future K-12 Institution Eligibility Letter Urząd Marszałkowski Województwa Zachodniopomorskiego (54100065)



ations,

Urząd Marszałkowski Województwa Zachodniopomorskiego (54100065) is approved as eligible for the Shape the Future K-12 program, valid until one year after the Effective Date indicated above.

The Shape the Future program allows qualifying K-12 education institutions* to purchase Windows 10 participating technology partners, typically at a discount from their retail price. Shape the Future program prices for Windows devices are set by technology partners who have access to National Academic licenses. For purposes of National Academic Offers, "Education Use" means administrators, teachers, or students in primary or secondary schools.

Software may only be distributed to Urząd Marszałkowski Województwa Zachodniopomorskiego for use and only in association with the Shape the Future program. In addition, Microsoft may require Urząd Marszałkowski Województwa Zachodniopomorskiego to submit proof of receipt of the software as a technology partner invoice, a shipment record or similar documentation which serves as receipt. Microsoft reserves the right to terminate the Shape the Future program and this letter entirely if and when Microsoft considers it appropriate.

In order to take advantage of the Shape the Future program for K-12, provide this letter to a participating technology partner when requesting a price quotation or submitting an order for the fulfillment of National Academic licenses. Microsoft reserves the right to validate the issuance of this letter to technology partners, as requested.

For more information on device options and the Shape the Future program for K-12, please contact a Microsoft representative, a Microsoft Partner or visit [Microsoft.com/education](https://microsoft.com/education).





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By accepting this letter or the associated certificate of eligibility as described above, you affirm that (a) you are ordering and accepting a quotation on behalf of the institution named on this letter; and (b) you understand that any software received through the program must be used for Education Use only. Misrepresentation about a user's status or misuse of licenses acquired through the Shape the Future program is a violation of the program and may result in Microsoft terminating the institution's eligibility, pursuit of civil damages or other serious legal consequences.

For any questions concerning this institution's eligibility to Microsoft at LOEDSK@Microsoft.com.

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do great things!



Windows 10



Dziękuję