



Empower a Modern Hybrid Workforce

Increase Productivity and Collaboration With Denali and Dell Technologies

One of the most significant effects of the COVID-19 pandemic has been to fundamentally change the nature of the workplace. Organizations that adopted a work-from-home model found that when restrictions were eventually lifted, employees thrived on a hybrid work schedule that combined at-home work with in-office attendance.

Once limited to forward-thinking employers and experimental programs, the concept of the hybrid workplace quickly became ubiquitous. By 2021, virtual work options had become the norm, and 78% of employees reported their employer was planning to or had already introduced more flexible ways of working.¹

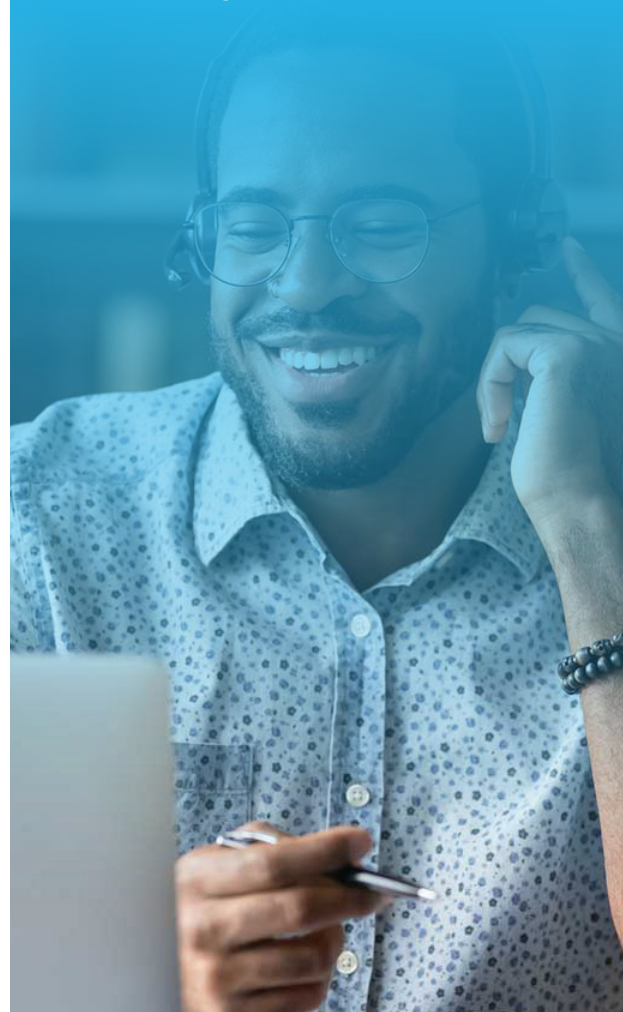
Today, most organizations have embraced a hybrid work environment where employees have the ability to work when and where they want, most often balancing their time between office and remote work. But many businesses struggle to identify the right hybrid workplace technologies that will support connectivity, enhance employee experience, foster recruiting and talent retention, and help them achieve and maintain a competitive edge.

Unfortunately, there is no one-size-fits-all solution when it comes to the technology the modern hybrid workforce needs to succeed. As a Dell Technologies Titanium Partner, Denali Advanced Integration helps organizations navigate the post-COVID business landscape and choose the right distributed workforce solutions to empower and support employees and staff, no matter where and when they work.

The Hybrid Workplace Is Here to Stay

According to 140,000 U.S. employees surveyed since the onset of the pandemic:²

- 38% of fully remote workers prefer hybrid work
- 42% now have a hybrid work schedule
- 59% prefer a hybrid work arrangement
- 53% anticipate a hybrid work arrangement in the future



Key Ingredients: Flexibility and Engagement

It's clear that the old rules of work no longer apply, and hybrid work is the future for the majority of businesses with remote-capable employees. But this new work landscape presents unique challenges in keeping employees connected and engaged. According to a recent study, flexibility is now a key feature of an effective hybrid work environment:³

- Flexibility is now a top consideration for attracting and retaining talent
- Failure to offer a flexible work schedule can be a business liability
- Most workers will spend some time remote and some time in the office
- The hybrid work environment must be engaging and productive

A recent CEO survey revealed that four out of five chief executives (80%) have adopted policies that increase flexibility in the workplace, and a majority considered attracting and retaining talent to be a high priority. More than half of CEOs have intensified efforts to better define corporate goals (68%), emphasize employee well-being (65%), and enhance corporate culture (58%).⁴

Today, successful organizations are taking action to create more people-centric hybrid workplaces that offer a high degree of personalization, significant levels of engagement, and enhanced connectedness in work environments that inspire teamwork and emphasize organizational culture.

Hybrid Work Challenges

Employees are thriving on a mix of in-person and remote work. Yet for most organizations, managing geographically distributed, virtual teams presents a number of daunting technological and logistical challenges, such as:

- Connectivity between hybrid employee locations can be dysfunctional or unreliable. Deficiencies in videoconferencing, networking, and communication technologies can impair team productivity, collaboration, and engagement.
- Onboarding new employees can be complex and time-consuming, especially without an established process of equipping new hires with technology and accessories they need to work productively from any location.
- Employees often “self-procure” equipment — ignoring cumbersome internal processes and buying gear themselves — increasing costs and creating potential security risks.
- The efficient distribution of standardized items employees need — such as onboarding information packets, badges, and health tests — can be a difficult logistical process that adds unexpected administrative costs.
- OEMs shipping multiple orders for office furnishings, hardware, and software to one central corporate location can result in long delays for employees in the field.
- The process of ensuring that company-approved hardware and software is consistently deployed across multiple countries can be so complex and slow that productivity suffers from lack of crucial technology.
- Managing costs and tracking assets can be a major administrative headache for central procurement and an impossible task for facilities teams, particularly across a globally dispersed workforce.

How Denali Delivers Dell Technologies for Hybrid Workforces

- **Connecting Distributed Workers:** Simplifying IT with fully managed solutions for connecting distributed workers, ensuring fast, reliable, and secure access to the enterprise
- **Enabling Productivity:** Getting everything remote teams need for a productive workspace, easily ordered, and rapidly delivered to their door
- **Protecting Employees:** Ensuring remote employees have the devices needed to work from home, so they minimize exposure to others

Enhance the Efficiency of Your Hybrid Workforce

To flourish in the new era of flexible work, employees need the right tools that let them produce business results faster while working securely and more flexibly. Denali's hybrid workforce solutions empower global enterprises to easily improve worker safety, productivity, and efficiency, generating additional benefits such as:

- Enhanced employee experience
- Reduced administrative costs
- Better business results

By eliminating logistical and procedural friction between people and their jobs, the hybrid workforce can enjoy a consistently more satisfying and more productive work experience. For that reason, Denali delivers Dell Technologies solutions for hybrid workforces that focus on providing the following key advantages:

1. Connect

Fully managed solutions for connecting workers

- Work-from-anywhere kits
- Remote management
- Integrated cellular technology
- Fully managed service option
- Pooled data plans

2. Enable

Tools and technology easily ordered and rapidly delivered

- Pre-configured equipment
- Customized packaging
- Integrated cellular technology
- Expedited delivery
- Frictionless self-service portal
- Flexible financing

3. Protect

Options to safeguard employee health and well-being

- Self-service equipment packages
- Ergonomic office equipment
- COVID test kits
- Well-being packages

Remote Office Access Module (ROAM)

Denali's ROAM network solution allows organizations to easily connect, enable, and protect their global hybrid workforce.

- Designed for easy, intuitive self-service setup
- Brings hybrid or distributed workforces together securely
- Leverages at-home network and LTE for optimized experience at the lowest cost
- As-a-service consumption model for predictability and cost optimization

Invest in Your Hybrid Workforce

Hybrid is fast becoming a basic expectation of workers. Successful hybrid workforces have more engaged employees, more meaningful interactions, and more flexibility when balancing work and home life. Today, smart organizations invest in and leverage such workforces as a strategic advantage essential to overall productivity, sustainability, and profitability.

As a leading technology integrator, Denali works with Dell Technologies to provide businesses of all sizes with advanced solutions that empower hybrid workers and keep them connected and secure. With more than 700,000 units shipped to date supporting remote workforces around the globe, Denali offers a simplified, fully managed, end-to-end solution, backed by reliable processes and a highly efficient distribution network. Denali's Distributed Workforce Solutions provide a uniquely human-oriented approach to equip organizations with everything they need to support their hybrid workforce.

About Denali

Denali Advanced Integration delivers exceptional technology solutions and services powered by strategic experts and industry-leading partners to help guide our clients through the most complex IT challenges. Since 1992, Denali has been among the most trusted and prominent technology providers in North America.

Visit denaliai.com to learn more.

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¹ Deloitte Insights, "COVID-19 As a Catalyst," 2021.

² Gallup, "The Future of Hybrid Work: 5 Key Questions Answered With Data," March 2022.

³ McKinsey, "The Great Attrition is making hiring harder. Are you searching the right talent pools?" July 2022.

⁴ Deloitte Insights, "2021 Fortune/Deloitte CEO Survey," 2021.