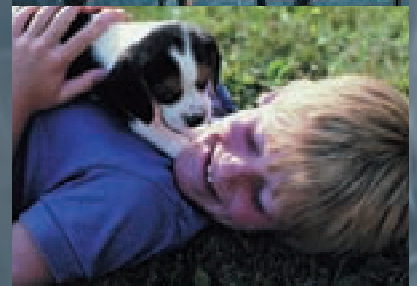


Autumn Term 1

Dell@School

Services, products & technologies



DUAL-CORE TECHNOLOGY
IS HERE
FIND OUT MORE INSIDE

New generation of
Dell™ servers are here
See page 4

Dual-core notebooks
See page 8

Easy as **DELL**



Dell@School CONTENTS & CONTACTS

3

Introduction

Welcome back to our new look Dell@School for September 2006!

4

Servers

Better performance, more scalability and less complexity. Dell's new generation servers are here.

6

Desktops

OptiPlex™. An IT platform that will answer your needs today and meet your growth requirements for tomorrow

8

Notebooks

Reliability and dual-core in one notebook, all for a great value price!

10

Digital Content

Exclusive to Dell customers. The new ActivBoard +2 Interactive Whiteboard - fully installed for a great value price.

12

Digital Imaging

Keep control of your printing costs. Take advantage of Dell's research and find out how much you could save.

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	NORTH WEST AND WALES	Karena Lynn	01344 373808	01344 376999
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	NORTH EAST - SOUTH	June Lau	01344 378845	01344 376845
	MIDLANDS - EAST	Heidi Holdsworth	01344 373552	01344 376552
	MIDLANDS - WEST	Daniel Eden	01344 378841	01344 376865
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Offers valid until 31st October 2006. Subject to availability, prices and specifications are correct at date of publication and may change without notice. Prices correct at time of going to press & are subject to change during the term of this offer without notice. Delivery is charged at £25 (£29.39 inc. VAT) per system unless stated otherwise. Delivery on PowerEdge and PowerVault is charged at £50 excl. VAT per system. These offers are available exclusively to U.K. Public Sector Accounts. Dell's Terms and Conditions of Sales and Service apply and are available upon request and at www.dell.co.uk. These systems are subject to availability. 1. Response times may vary according to the remoteness or accessibility of product location. Service may be provided via telephone or internet where appropriate. Certain restrictions apply. Availability is not guaranteed and is subject to scheduled downtime for maintenance and events outside of the control of Dell. 2. Third party products are covered by third party manufacturer's warranty. Delivery charged at £7.50 (£8.81 inc. VAT). © 2006 Dell Inc. Dell, the Dell Logo, OptiPlex, Latitude, PowerEdge, PowerVault, Dell Precision, Dimension, Inspiron, Dell OpenManage, TrueMobile and UltraScan are registered trade marks or trade marks of Dell Inc. Intel, Intel logo, Intel Inside logo, Intel Centrino logo, Intel Centrino logo, Celeron, Intel Xeon, Intel XScale, Intel SpeedStep, Itanium, and Pentium are trademarks or registered trademarks of Intel Corporation or its subsidiaries in the United States and other countries. Microsoft, MS, Windows, and Windows NT are registered trade marks of Microsoft Corporation. Other trade marks or trade names may be used in this document to refer to either the entities claiming the marks and names or their products. Dell disclaims proprietary interest in the marks and names of others. Dell Corporation Limited, Milbanke House, Western Road, Bracknell, Berks, RG12 1RD.

New school year brings a **NEW LOOK FOR DELL@SCHOOL**

Welcome back to the new school year and we hope you like our new, more sophisticated look to Dell@School this year.

After what has been a superb summer so far, and hopefully a glorious autumn too, Dell have some equally superb new offers to support your school's IT requirements. Reliability and performance are both key in the educational environment today to ensure the least amount of disruption to valuable lesson time. The offers we have selected for this issue reflect Dell's commitment to these core values

across all of our solutions from notebooks and desktops to our latest server technology. We also have some great new products to help with your printing requirements as well as some innovative new digital teaching aids.

Don't forget if you need advice and support, you can call on your dedicated Dell@School Account Manager for help.

UK school transforms **COMPUTING DEPARTMENT**

The Albany School's computing department needed to review its technology infrastructure to assist teachers to deliver an advanced learning environment and help its pupils learn the 21st century skills necessary for working life.

The specific issues the school wanted to address were the problems of computer downtime, the potential threat of viruses to the computer network and bring a standard technology solution across to provide a complete end-to-end solution.

THE SOLUTION

Dell's experience and knowledge of the education market gave the Albany School a cost-effective solution including a range of blade servers, storage area network (SAN), desktops, notebooks and handheld devices. The new hardware will meet their needs now and well into the future, specifically using blade servers and a SAN that is scalable.

SCHOOL BENEFITS

- > Dell offers single point of contact for easy project management
- > Backups can be retrieved within five minutes when necessary for students and staff
- > New teaching and learning methods introduced
- > Flexible technology enhances ability to prepare students for future life
- > Technology solution scalable for the needs of today and the future

**FOR MORE INFORMATION,
PLEASE CONTACT YOUR DEDICATED
DELL@SCHOOL ACCOUNT MANAGER**

*"Dell technology has helped to empower our staff, ensure students are accountable and the school is more efficient and safe. Everyone is happy."
- Gary Wimbush, Enterprise Manager, Albany School*



Call your Dell Account Manager
A full list of contact numbers can be found on page 2



www.dell.co.uk/schools
For further information on Dell's solutions

Easy as



Increase performance **MAXIMISE UPTIME**

The latest generations of Dell PowerEdge™ servers have been designed to bring you highly scalable performance, maximum uptime and reduced complexity. With servers based on the latest generation of dual-core Intel® Xeon® processors we deliver significantly increased performance and you can now choose from multiple sizes of SAS and SATA hard drives depending on your preference: availability and expandability, or capacity and value.

We are reducing system management complexity even further with a consistent server hardware design and enhanced software commonality, along with a focus on reducing the number of management tools you need to efficiently manage your data environment. And Dell Enterprise Support Services provide rapid response and problem resolution to maximise your system uptime.

SCALABLE, HIGH PERFORMANCE TECHNOLOGIES FOR A CHANGING ENVIRONMENT

You can rely on the new PowerEdge servers to meet your growing performance requirements. Our servers have been designed both to deliver performance that will scale with today's applications and to ensure a smooth transition to tomorrow's technologies. They offer optimised performance balanced across all the key subsystems – processors, memory and input/output. The new PowerEdge server platforms are also ready to accommodate future technologies – all the way to quad-core processors – to offer you an easy upgrade path and protect your investment.

REDUCED COMPLEXITY WITH A CUSTOMER-CENTRIC DESIGN

Predictable systems based on a consistent design reduce the time you need to spend on day-to-day hardware and software management.

Our design consistency starts at a high platform level and drills all the way down to small details – from support of multiple generations of processors in a single-platform to cross-platform image commonality to common layouts, cabling, diagnostics, information labels and service tags. As a result, with every new Dell platform you add to your infrastructure your learning curve gets shorter.



FIND THE RIGHT SERVER SOLUTION

THE DELL SERVER ADVISOR

This online tool is designed to help you make the right server decision based on your specific needs. Dell offers a complete product portfolio designed to drive down costs and help ensure interoperability. Each product adheres to the highest levels of quality and reliability through rigorous engineering, manufacturing and testing processes.

This tool is available at www.dell.com/serveradvisor



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POWEREDGE™ 1950

RACK MOUNTED SERVER 1.6GHz/4MB
DUAL-CORE PROCESSOR

PLEASE QUOTE OFFER 1 WHEN ORDERING

With its high concentration of computing power and redundancy the PowerEdge 1950 is the perfect choice for high performance computing clusters (HPCC), SAN front-end, web and infrastructure applications, especially where datacentre space is at a premium.

- > 2GB single rank DDR2 memory (4x512MB)
- > 2 x 73GB serial attached SCSI (10k rpm) hard drives (RAID 1)
- > PERC 4/SC single channel RAID card, 64MB cache, 1 int channels (U320)
- > 20/48x IDE CD-ROM
- > 3 years Bronze Support¹
- > Embedded PERC 5i

£1600 EXCLUDING VAT AND DELIVERY

POWEREDGE™ 2900

TOWER SERVER 1.6GHz/4MB
DUAL-CORE PROCESSOR

PLEASE QUOTE OFFER 2 WHEN ORDERING

With massive internal storage capacity, high performance processing subsystem and enterprise-class availability and management features, the PowerEdge 2900 is designed to keep your applications running in even the most demanding environments.

- > 2GB single rank DDR2 memory (2x1GB)
- > 3 x 73GB serial attached SCSI (10k rpm) hard drives (RAID 5)
- > PERC 4/di motherboard embedded RAID activation
- > 24x IDE CD-ROM
- > 3 years Same Business Day Premier Support¹
- > 17" CRT monitor
- > Internal LTO2-LC 200GB tape backup unit
- > Embedded PERC 5i

£2400 EXCLUDING VAT AND DELIVERY

FIND A SOLUTION FOR YOUR STORAGE NEEDS

THE DELL STORAGE ADVISOR

A new flash-based tool designed to help you navigate to a storage solution based on your organisation's requirements. The Storage Advisor tool will recommend hardware, software, services and accessories well suited to your needs. The Storage Advisor also provides a list of 'Other Things to Consider' to help you lower your total cost of ownership, and improve your storage scalability and management flexibility.

The tool is available on www.dell.co.uk/storageadvisor

THE DELL INTERACTIVE STORAGE EXPLORER

Provides an overview of storage technologies and shows how a Dell solution can help meet the data storage challenges many organisations are facing. The tool is available on www.dell.com/storageexplorer

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Dual-Core TECHNOLOGY

PERFORMANCE AND RELIABILITY NOW AND FOR THE FUTURE

Dell continues at the forefront of delivering industry-leading technology that supports our holistic approach in developing well-balanced platforms. Dell was among the first to provide dual-core personal workstations without a price premium; by packaging two processor cores together, dual-core processors can increase performance without greatly increasing the total amount of power consumed and the total amount of heat emitted.



PERFORMANCE PER WATT

One of the challenges that schools face today is the continual need for greater performance while keeping energy costs and environmental impact as low as possible. By integrating two processor cores into a single chip, dual-core technology is designed to deliver better performance by allowing users to increase their performance without significantly increasing their power consumption, resulting in more performance per watt.

IMPROVED EFFICIENCY

With dual-core processors able to execute two threads per instruction cycle on a single processor, efficiency can be achieved by doing more work per cycle. For users this means a PC with a dual-core processor can multi-task with little or no loss of performance resulting in better user productivity.

Dual-core in the network provides increased processing power to keep more background processes running without loss of power to the users, improving security and network efficiency.

MAXIMUM UPTIME

Dell has developed a highly effective, dynamic process by which we help ensure the highest quality assurance from our suppliers while constantly honing our products to meet customer needs. Developing close supplier relationships and performing stringent quality audits has helped us establish tough manufacturing standards.

By paying close attention to customer satisfaction and using our extensive customer experience feedback we ensure a continual process of improvement to the



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manufacturing process. Dell operates a 100% production and burn-in testing process with component and system line rejects tracked throughout the assembly process. In addition Early Customer Experience Teams manage initial field quality and feedback. The result is cutting edge advances in design, performance and reliability ensuring the maximum up-time in your classrooms and minimal costly disruptions to lessons.

READY FOR THE FUTURE

By focusing on dual-core technology, Dell systems are designed to be ready for the future. Software will continue to evolve and greater application loads will continue to demand more from existing resources. Dell's dual-core platforms are designed to be the most scalable platforms so you can deploy today and meet your school's growth requirements for the future.



Image shown is 19" Flat Panel

OPTIPLEX™ GX520DT

PLEASE QUOTE OFFER 8 WHEN ORDERING

- > Celeron® 336 (2.8GHz/533MHz)
- > Genuine Windows® XP Pro SP2 including media
- > 512MB (2x256MB) 533MHz
- > 80GB (7,200rpm) SATA 3.0GB/s hard drive
- > Desktop chassis
- > 48x DVD-ROM/CD-RW combo drive
- > Integrated NIC
- > **FREE Dell E176FP value flat panel**
- > USB scroll mouse
- > USB keyboard
- > 3 years Next Business Day On-Site Warranty¹

£414 INCLUDING DELIVERY EXCLUDING VAT

OPTIPLEX™ GX620DT

PLEASE QUOTE OFFER 9 WHEN ORDERING

- > Pentium® D 820 (2.8GHz/800MHz/2x1MB)
- > Genuine Windows® XP Pro SP2 including media
- > 1GB (2x512MB) 533MHz
- > 80GB (7,200rpm) SATA 3.0GB/s hard drive
- > Desktop chassis
- > 16x DVD+/- RW drive
- > Integrated NIC
- > **FREE Dell E176FP value flat panel**
- > USB scroll mouse
- > USB keyboard
- > 3 years Next Business Day On-Site Warranty¹

£514 INCLUDING DELIVERY EXCLUDING VAT

OPTIPLEX™ GX620DT

PLEASE QUOTE OFFER 10 WHEN ORDERING

- > Pentium® 4 531 (3.0GHz/800MHz/1MB)
- > Genuine Windows® XP Pro SP2 including media
- > 512MB (1x512MB) 533MHz
- > 40GB (7,200rpm) SATA 3.0GB/s hard drive
- > Desktop chassis
- > 48x DVD-ROM/CD-RW combo drive
- > Integrated NIC
- > Dell E176FP value flat panel
- > Internal Dell business audio speaker
- > USB scroll mouse
- > USB keyboard
- > 3 years Next Business Day On-Site Warranty¹
- > **FREE installation to desk***

MINIMUM ORDER QUANTITY 15 UNITS

£7,485 INCLUDING DELIVERY EXCLUDING VAT

* Dell's Terms and Conditions of Sales and Service apply (along with any associated statement of work) and are available on request at www.dell.co.uk

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Dual-Core GOES MAINSTREAM!

The Latitude™ D Family gives you wireless connectivity, smart security, innovative design and RoadReady™ performance. And in the case of the D520, it also offers even greater value. This entry-point model is perfect if you're looking for the ultimate blend of cost-saving, mobility, performance and durability.



DUAL-CORE PLUS D-SERIES RELIABILITY FROM JUST £595! EXCL VAT
Dell's award-winning Latitude range is now available with dual-core processing power from under £600. This D520 entry-point model gives the educational user many of the benefits of the Dell Latitude range but at a great value price.

LATITUDE D520

PLEASE QUOTE OFFER 3 WHEN ORDERING

- > Intel® Celeron® M 420 (1.60GHz 533MHz FSB with 1MB L2 cache)
- > Genuine Windows® XP Pro SP2 including media
- > 15.0 XGA LCD screen
- > **FREE double memory (was 256MB)**
512MB (2x256MB) 533MHz
- > 40GB (5,400rpm) SATA hard drive
- > 24xCD-RW/DVD combo drive
- > 65W AC adaptor
- > UK 56.6K V92 internal modem
- > Dell Wireless 1390 802.11g Mini PCI Card
- > 1 year Collect and Return Warranty

PRICES FROM **£469** INCL DELIVERY EXCL VAT

PLEASE QUOTE OFFER 4 WHEN ORDERING

- > Intel® Core Duo T2300E (1.66GHz 667MHz FSB with 2MB L2 cache)
- > Genuine Windows® XP Pro SP2 including media
- > 15.0 XGA LCD screen
- > **FREE double memory (was 512MB)**
1GB (1x1GB) 533MHz
- > 60GB (5,400rpm) SATA hard drive
- > 24xCD-RW/DVD combo drive
- > 65W AC adaptor
- > UK 56.6K V92 internal modem
- > Intel Pro/Wireless 3945 802.11a/g Mini Card
- > 1 year Collect and Return Warranty

PRICES FROM **£595** INCL DELIVERY EXCL VAT

PLEASE QUOTE OFFER 5 WHEN ORDERING

- > Intel Core Duo T2400 (1.83GHz 667MHz FSB with 2MB L2 Cache)
- > Genuine Windows® XP Pro SP2 including media
- > 15.0 XGA LCD screen
- > **FREE double memory (was 512MB)**
1GB (1x1GB) 533MHz
- > 60GB (5,400rpm) SATA hard drive
- > 8xDVD +/- RW drive
- > 65W AC adaptor
- > UK 56.6K V92 internal modem
- > Intel Pro/Wireless 3945 802.11a/g Mini Card
- > 1 year Collect and Return Warranty

PRICES FROM **£629** INCL DELIVERY EXCL VAT

WHY WOULD I BUY THE LATITUDE D520?

- > Affordable dual-core processing power
- > Option to add 2nd battery for longer lessons or lessons outside of the classroom
- > Longer lifecycles, longer transitions
- > Docking station support for seamless connection or keyboard/mouse and external monitor



Call your Dell Account Manager
A full list of contact numbers can be found on page 2



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LATITUDE CORE VALUES

The Dell Latitude series is the dependable notebook solution for staff and classroom environments alike. Latitude's global reputation is founded upon a set of core, business values:

- > Quality and reliability
- > Outstanding service and support
- > Platform stability and managed transitions
- > Relevant technology
- > Easy to use
- > Compatibility, consistency and commonality

These core values all help to reduce the 'total cost of ownership' by making it easy for schools to plan, purchase, deploy, maintain, and refresh their notebook solutions.



LATITUDE 120L

PLEASE QUOTE OFFER 6 WHEN ORDERING

- > Celeron® M 380 (1.60GHz 400MHz FSB)
- > Genuine Windows® XP Pro SP2 including media
- > 15.4 WXGA LCD screen
- > **FREE double memory (was 256MB)** 512MB (2x256MB) 533MHz
- > 40GB (5,400rpm) IDE hard drive
- > 8xDVD/24xCD-RW combo drive
- > 60W AC adaptor
- > Dell Wireless 1370 802.11b/g Mini PCI Card
- > 1 year Collect and Return Warranty

PRICES FROM **£399** INCL DELIVERY EXCL VAT

PLEASE QUOTE OFFER 7 WHEN ORDERING

- > Pentium® M 740 (1.73GHz 533MHz FSB)
- > Genuine Windows® XP Pro SP2 including media
- > 15.4 WXGA LCD screen
- > **FREE double memory (was 512MB)** 1GB (1x1024MB) 533MHz
- > 60GB (5,400rpm) IDE hard drive
- > 8xDVD/24xCD-RW combo drive
- > 60W AC adaptor
- > Intel ProWireless 2200 802.11b/g mini PCI Card
- > 1 year Collect and Return Warranty

PRICES FROM **£549** INCL DELIVERY EXCL VAT



Interactive audio visual **SOLUTIONS FROM DELL**



Enhance lessons with a range of solutions designed to make lessons more interesting and easier to present. From the interactive whiteboards scheme to plasma TVs and projectors, combined with a range of installation services, we can help you create the perfect learning environment. Our elite partnership with SMARTboard and partnerships with Promethean and TDS ensures we supply your school with a range of industry leading whiteboards.



ActivBoard +2 The next generation of Interactive Whiteboard²

- > Improved teacher and pupil reach and comfort with new height adjustable stand
- > Dramatically reduced shadowing and reduced projector glare via short throw ratio projector
- > Easy Installation – Minimal disruption to classrooms via all in one design
- > Supplied with ActivPrimary, ActivStudio or Activ PX software
- > Exclusive to Promethean partners
- > Integrated security upgrade options
- > Full range of optional remote management devices

EXCLUSIVE FULLY INSTALLED OFFER

- > 78" ActivBoard +2 interactive whiteboard plus choice of Activ Primary or Studio Software
- > Integrated Sanyo XE40 short throw projector
- > Amplifier and speakers
- > Mounting frame and connectivity box
- > Installation and commissioning

£2,439² EXCLUDING DELIVERY & VAT
PLEASE QUOTE OFFER 11 WHEN ORDERING



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ENHANCED INTERACTIVE WHITEBOARD

Introducing the new enhanced SMARTboard 680 which combines the simplicity of a whiteboard with the power of a computer resulting in a flexible, interactive teaching, training and presentation tool.

INTERACTIVE WHITEBOARD + PROJECTOR + INSTALLATION

> Dell 2400MP projector > 77" SMARTboard > Installation*



All this for just £2,149² EXCLUDING DELIVERY & VAT
PLEASE QUOTE OFFER 12 WHEN ORDERING

* Installation pricing subject to survey
** Dell 2400MP Projector (3000 max. lumens): based on ANSI/NAPM IT7 .228-1997 tests of 97 units, March 2006, with average ANSI Lumens 2995. Bulb brightness degrades with usage. Dell recommends replacing your bulb after 2000 hours of usage (up to 2500 hours in Eco-mode).

NEW! INTERACTIVE WHITEBOARD SMARTBOARD 680²

- > New larger 77" screen
- > New USB connectivity modules
- > SMART Ideas 9.1 concept mapping software
- > 5 years warranty on product registration (2 years without)
- > Support via Dell Education Support (optional)
- > Wall mount bracket

SMARTboards are also available in 47" and 60" screen formats

DELL 2400MP PROJECTOR

- > 3000 ANSI lumens max**
- > Native XGA 1024x768
- > 2100:1 contrast ratio
- > Single chip DLP technology
- > Manual vertical keystone correction
- > Eco-mode option for quieter operation
- > Light and portable at 2.5KG***
- > Support via business support¹

WHITEBOARD AND PROJECTOR INSTALLATION

- > Onsite internal inspection, if required
- > Installation by qualified engineer
- > Ceiling mount kit (supplied with projector)
- > Projector column (ceiling height 2.5M +) option
- > AV plate
- > All relevant AV cabling for PC and interactive whiteboard to single terminated AV plate
- > Installation of the interactive whiteboard

***Weight is approximate depending on configuration

Easy as



Take control OF YOUR PRINTING

Ever wondered about the merits of colour laser printers over inkjets in the classroom? The obvious difference will be the initial cost of purchase, but did you realise that over a three year period the cost of running one colour laser versus 6 inkjets in the classroom could save you nearly 75%? And not only that, Dell's colour laser printers offer a total cost of printing at least 25% lower than the current market leader.*

NEW GENERATION

Dell has recently launched a whole new generation of colour and mono lasers. They build upon the award-winning success of previous models and continue the tradition of high quality coupled with affordability. Contact your Account Manager now for further details of how much you could save with Dell.

* Dell List Price versus competitor web price, includes printer, consumables and services as at 5th September 2006.
** Print speed quoted refers to single-sided A4 using default print mode (600x600dpi). Mono speed based on 'Black' output mode and colour speed on 'Colour' output mode. Actual print speed may vary depending upon system configuration, software application and document complexity.

THE BENEFITS OF COLOUR LASER PRINTING IN THE CLASSROOM ARE SIMPLE:

- > Lower cost per page than inkjets
- > Fast colour print speeds
- > Networked as standard
- > A more robust solution with less printers to worry about servicing
- > Optional double-sided print output
- > Black & white cost per page the same as our network mono laser printers
- > Large capacity paper drawers
- > Compatible with all types of operating systems
- > ColorTrack – control access to colour printer over the network
- > Fuser maintenance kit covered under warranty for all Dell laser printers – so no hidden additional costs

FREE PEACE-OF-MIND SUPPORT UPGRADE*

We are so confident in the quality of Dell laser printers that we are offering customers a **FREE support upgrade** to provide 3 Years Peace-of-Mind:

3 Years Warranty FREE (worth up to £263) - Next Business Day On-Site¹ support that includes free maintenance and replacement of fusers for the warranty period.

PLUS

3 Years Business Support FREE (worth up to £63) - reduces time to resolution by providing direct access to Dell Business Support team, staffed with advanced level Technicians who are A+ or MCP industry-certified and are available to you 24x7

*Offer ends 31st October 2006

DELL COLOUR LASER PRINTER 3110cn

PLEASE QUOTE OFFER 13 WHEN ORDERING

THE DELL WORKGROUP COLOUR LASER PRINTER 3110CN SETS A NEW BENCHMARK FOR PERFORMANCE AND VALUE



Designed for departmental or workgroup use, and with networking as standard, the Dell Colour Laser 3110cn is

an impressive midrange colour laser printer utilising single-pass technology. It prints crisp, high-speed output in colour or monochrome and can be fitted with high-capacity toner cartridges to further optimise economy.

- > Ideal for department or workgroup use, with optional duplex unit
- > High performance – can print up to 17 A4 pages per minute in colour, 30 pages per minute in monochrome**
- > Dell Toner Management System™ automatically monitors level of toner and consumables
- > Dell Color Track™ delivers advanced colour control management features
- > Maximum monthly duty cycle 60,000 pages
- > Paper Input: 400 std / 950 max
- > Standard Service: 12 Months Next Business Day Onsite¹
- > **FREE warranty and support upgrade***

PRICES FROM **£319** EXCLUDING DEL & VAT



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