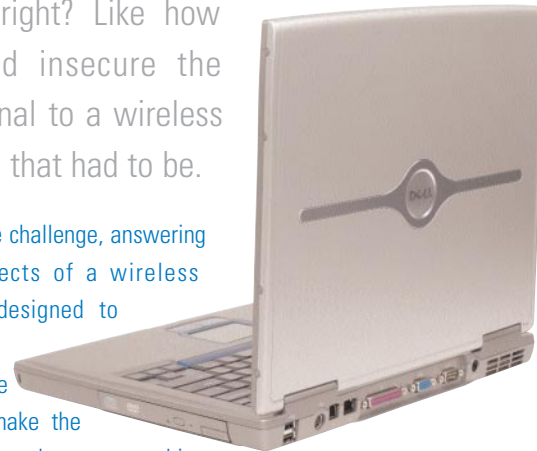


There are hundreds of reasons to go mobile with Dell, and counting.

By now everyone knows what the benefits of going mobile are: the freedom, the increased productivity and – let's face it – how satisfying it is not being tied down by a tangle of cords. Oh what a wireless world it would be – that is if it weren't for all the drawbacks of mobility, right? Like how costly, complicated and insecure the transition from a traditional to a wireless network has to be? Make that had to be.

That's because Dell has risen to the challenge, answering the previously prohibitive aspects of a wireless implementation with solutions designed to offset or eliminate each of these concerns. We've created a new line of Latitude™ Notebooks built to make the most of going mobile. We've continued our partnership with Intel, taking advantage of the increased power and performance Intel® Centrino™ Mobile Technology makes possible. We've worked hard to simplify the logistical aspects of a wireless implementation through Dell™ Professional Services. And we're well versed in the demands you face in the government sector and how to customize your wireless infrastructure accordingly. Isn't it time you gave your staff a better quality of computing life? The reasons to do so are obvious. So is the choice of your mobility provider. Go mobile with Dell today.



Dell | State and Local Government

Reason #1: Dell Wireless Solutions

These days, it's essential that your agency be flexible in order to adapt to and grow with the ever-changing climate of state and local government. No one knows that better than Dell. With Intel® Centrino™ Mobile Technology and our Dell™ TrueMobile™ Wireless solutions, you can build mobility and versatility right into your network. It's cost-effective, secure technology, developed with the future in mind. The benefits of choosing Dell as your wireless solutions provider include:

- **Fast Access** – Users get quick access to your network server and can share high-speed connections and other network resources¹.
- **Easy Setup** – Setting up a wireless network is quick and easy with the TrueMobile Wireless Quickstart guide and Dell's Wireless Solution Center.
- **Efficient Collaboration** – Sharing files, exchanging e-mails and connecting to your agency intranet on-site or offsite is easy with access to a wireless LAN.
- **Industry Solutions** – Dell wireless products are Wi-Fi certified to help ensure compatibility with many wireless network elements.
- **Latitude D Series** – This dynamic, state-of-the-art line of notebooks offers integrated SmartCard readers for affordable, standards-based security.
- **Service and Support** – You can help protect your technology investment with Dell's CompleteCare² service and Gold Technical Support, as well as the Computrace® Plus computer tracking system.

Reason #2: Increased Productivity

Going mobile with Dell allows users to work when and where they want, giving them more control over the quality of their computing lives. Installing a wireless network can allow users to take notebooks anywhere in the agency and to access the network remotely from both inside and outside of the office, helping them to be more productive. Staying connected while on the go can help users reduce the time required to get information, increase the efficiency of communication and take advantage of more opportunities to get work done. And even a few additional hours of work per week can help offset the cost of wireless upgrades.



Reason #6: Intel Centrino Mobile Technology

Intel Centrino Mobile Technology was built specifically for wireless computing and is designed to help enable notebooks to operate on less power and excel in all areas of mobility. It's a key feature in the Dell D-Series Latitude Notebooks, contributing to their slim and light form and helping to enable enhanced wireless performance capabilities, such as fast processing speeds, long battery life, and less power usage overall.

Reason #10: Flexibility

With a wireless network, users can work anywhere and anytime the network is available. It's as simple as that. A WLAN provides continuous, cable free access to the network, e-mail, and the Internet throughout your agency, opening up an entirely new world of computing possibilities. Onsite teams of personnel can create temporary peer-to-peer (ad hoc) networks for high efficiency collaboration and document sharing, making flexibility and productivity go hand in hand. (Range restrictions apply.)

Reason #55: Security

In the past, the tradeoff to wireless freedom was a potential weakening of network security. Thanks to a number of recent technological advancements, however, wireless networks are no longer as vulnerable to breaches, meaning your agency's security won't be compromised when going wireless with Dell. The Dell TrueMobile Wireless solution meets strict industry standards, helping to ensure that your data will stay secure.



Reason #78: Ease of Deployment

Contrary to popular opinion, wireless networks are actually pretty easy to set up, especially with Dell Professional Services running the show. And in areas where wiring is difficult to deploy, a wireless network can offer significant cost savings and flexibility for future upgrades and technology transitions. Going wireless is:

- Useful for growing environments requiring frequent reconfiguration
- Valuable for historic buildings where wiring is difficult or dangerous
- Ideal for highly mobile users who require roaming network access

Reason #282: Dell Leasing

The experienced professionals at Dell Government Leasing and Finance (DGL&F) can design a financing solution to get your organization mobile without tying up precious capital. With over \$13 billion in Dell IT solutions financed since 1997, we've helped organizations just like yours turn financing challenges into opportunities to lower their total cost of ownership (TCO). And we're specialists at customizing financing programs to fit your IT budget and goals.

Call 1-800-XXX-XXXX or visit www.dell.com/slg/offer to find out more about Dell's affordable, performance-enhancing mobility solutions.

From handhelds to notebooks to wireless labs,
Dell's comprehensive mobility solutions can meet
your agency's every need.

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Latitude™ D600 Notebook

- Featuring Intel® Centrino™ Mobile Technology
- Intel Pentium™ M processor, 1.4GHz
- Intel PRO Wireless LAN
- Microsoft® Windows® XP Professional
- 30GB Hard Drive, 4200RPM
- 65-watt A/C adapter

Was ~~\$1,687~~ Now **\$1,449**
Quote: 123828945



Axim™ X3 Handheld w/WiFi Technology

- Intel XScale™ Processor at 400MHz
- Microsoft Windows Mobile 2003
- Integrated 802.11b wireless technology
- 3.5" color TFT, 16-bit screen
- 5-way Navigation button

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Wireless Lab

- Breton D18CFR Notebook Storage Cart
- TrueMobile™ 1170 Wireless Access Point
- Dell Workgroup Laser Printer S2500n with 3-year NBD Onsite Service¹

Was ~~\$2,178~~ Now **\$1,999**
SKU: MOBWBIB

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Get all the performance you can handle with Dell's discounted wireless bundle.

Latitude™ D600 Notebook

- Intel® Pentium™ M processor 1.4GHz
- Intel PRO Wireless LAN
- Microsoft® Windows® XP Professional
- 256MB Memory, 2 DIMM
- 30GB Hard Drive
- 24X CD-ROM
- 56K V.92 Modem
- Integrated 10/100/1000²
- Dell TrueMobile™ 1300 mini-pci card (802.11b/g)
- Next Business Day On-Site¹ with CompleteCare²

Bundle Price **\$1,599**
Quote: 130063542



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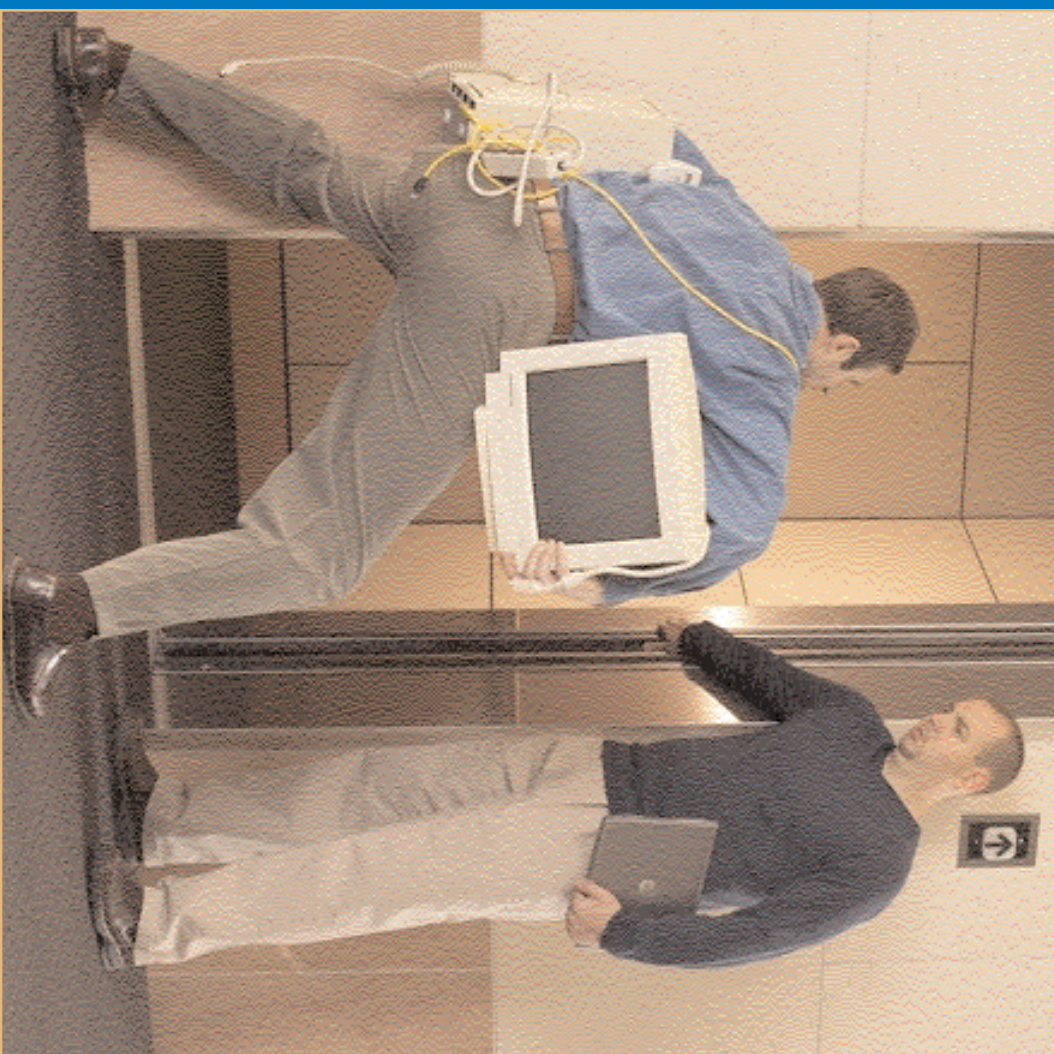
Pricing, specifications, availability and terms of offers may change without notice. Taxes and shipping charges may be extra, and vary. Cannot be combined with other offers or discounts. U.S. only. Offers available only to qualified government customers, are not valid in all states or under all contracts and are subject to restrictions in your applicable contract. Dell cannot be responsible for errors in typography or photography. ¹ Service may be provided by third-party. Technician will be dispatched if necessary following phone-based troubleshooting. Subject to parts availability, geographical restrictions and terms of service contract. Service timing dependent upon time of day call placed to Dell. U.S. only. ² CompleteCare service excludes theft, loss, and damage due to fire or intentional damage. CompleteCare not available in all states. Customer may be required to return unit to Dell. For complete details, visit www.dell.com/service_contracts. ³ 0% 24-month Fair Market Value (FMV) lease offer only applicable for new Dell-branded desktops and notebooks and contingent upon credit approval. 0% implicit lease rate, assuming lessee does not exercise a fair market value purchase option at the end of the lease term, and timely returns the leased equipment to lessor at the end of the lease term, and disregarding any charges payable by lessee other than rent payments (such as taxes, fees and shipping charges). Lease offer only applicable for new Dell-branded desktops and notebooks and contingent upon credit approval. Payments are in arrears with the first payment due 30 days from lease commencement. Minimum transaction size of \$1,000. If software or fees selected for financing are outside the standard configuration, they will be limited to no more than 20% of the total financed amount under this promotion and will be calculated at a higher soft cost rate. Lease documentation must be executed by 1/30/04. At the end of the FMV lease term, the Lessee shall have the following options: Purchase the equipment for the then fair market value, renew the lease or return the equipment to the Lessor. Leasing or financing may not be available in all states. Dell Financial Services L.P., an independent entity, provides leasing to qualified Education and Healthcare customers. Dell Government Leasing and Finance, a functional entity of Dell Marketing L.P., provides business leasing for Federal, State and Local Government customers. All terms are subject to credit approval and availability. Please contact your Dell Financial Services or Dell Government Leasing and Finance representative for further details. Terms are subject to change without notice. Not valid on past orders or leases. Valid for qualified Dell Government, Healthcare and Education customers only. Does not apply to and cannot be combined with other Dell Financial Services and Dell Government Leasing and Finance offers. ⁴ Check your internet service provider's policies regarding sharing connections. ⁵ Notebook systems use a 32 bit PCI interface, which limits Gigabit performance to about 500 Megabits per second. Servers and high end workstation systems (such as the Dell Precision 450) with 64 bit PCI interfaces can achieve speeds exceeding 800 megabits per second. Dell, the Dell logo, Latitude, TrueMobile and Axim are trademarks of Dell Inc. Microsoft and Windows are registered trademarks of Microsoft Corporation. Intel, Pentium, Intel Centrino, XScale, the Intel Centrino logo, and the Intel Inside logo are trademarks or registered trademarks of Intel Corporation or its subsidiaries in the United States and other countries. Other trademarks and trade names may be used in this piece to refer to either the entities claiming the marks and names or their products. Dell Inc. disclaims any proprietary interest in trademarks and names other than its own. © 2004 Dell Inc. All rights reserved.

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Reason #23 to go mobile:

Desktops are heavy.



Dell's lightweight, powerful notebooks make it easy to increase productivity by taking desktop performance to go.

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