The world's most intelligent PCs featuring Dell Optimizer¹⁶

New Latitude devices feature Dell Optimizer a built-in artificial intelligence software that learns and adapts to your behavior to create a smarter, more personalized user experience. It automatically improves application performance, battery run time and more in the background, so you have fewer disruptions no matter where you're working.



Dell Optimizer uses built-in Al and Intel® Adaptix™ Technology to learn how you typically use your favorite applications, continuously improving and applying settings – quietly, in the background - so you get the most nimble performance possible.



Eliminate the stress of low battery. This technology learns your day-to-day charging habits and ensures your battery operates at its full potential. If you can't charge your system right away, it will subtly adjust settings to preserve resources, such as dimming your screen or turning-off Bluetooth when not in use. When you connect to power ExpressCharge Boost will gain a 35% charge in about 20 minutes²⁰ or up to 80% in an hour with ExpressCharge²¹.



Dell Optimizer controls ExpressSign-in, a PC proximity sensor enabled by Intel® Context Sensing Technology to automatically wake your system and log you in via the IR camera and Windows Hello. It also automatically locks when you walk away, enhancing security and preserving battery life.



Dell Optimizer's Intelligent Audio will automatically tune your system by adjusting background noise, managing speech volume, and refining overall sound experience. Every conference call will feel like you're in the room no matter where you are.

Recommended accessories

LATITUDE 7310 | 7410

ON-THE-GO



DELL NOTEBOOK POWER BANK PLUS - USB C, 65 WH | PW7018LC

With fast high-power delivery of up to 65Wh, this power bank can charge the widest range of USB-C laptops, and mobile devices.



DELL USB-C MOBILE ADAPTER DA300

Connect your Latitude to almost any device with a convenient 6-in-1 compact adapter and collaborate from any location.



DELL PREMIER BRIEFCASE 15 | PE1520C

Designed to allow you to move quickly through TSA security checkpoints without removing your laptop, the Dell Premier Briefcase 15 (PE1520C) is your ultimate, earth-friendly travel companion.



DELL MOBILE ADAPTER SPEAKERPHONE | MH3021P

World's first multiport adapter with integrated speakerphone offers an all-in-one connectivity and conferencing solution.²⁴



DELL MOBILE PRO WIRELESS MOUSE | MS5120W

Connect your mouse conveniently via 2.4GHz wireless or bluetooth and enhance your productivity with programmable shortcut buttons and 36 months²² of battery life.



DELL PREMIUM ACTIVE PEN I PN579X

Protect your laptop from impact with this earth friendly backpack that is lined with Eva foam cushioning. Easily convert from backpack to briefcase mode and travel with ease.

AT THE DESK



DELL THUNDERBOLT DOCK | WD19TB

Work at full speed with Dell's powerful Thunderbolt Dock. Charge your system faster, support up to two 4K displays and connect to your peripherals via a single cable.



DELL PRO STEREO HEADSET | UC350

Hear every word clearly on your next call with the Dell Pro Stereo Headset, optimized to provide in-person call quality.



DELL ULTRASHARP 27 4K USB-C MONITOR | U2720Q

Experience captivating details and true-tolife color reproduction on this brilliant 27" 4K monitor with a wide color coverage.

See important information on page 7



DELL MULTI-DEVICE WIRELESS KEYBOARD AND MOUSE COMBO | KM7120W

Designed to work seamlessly across 3 devices, this compact keyboard mouse combo keeps your desk clutter-free and lets you stay productive with up to 36 months²³ of battery life.



DELL DUAL MONITOR STAND | MDS19

This space saving stand mounts up to two 27-inch monitors, providing the screen real estate you need to be most productive.

Built for business

Experience a new way to work with Dell Technologies Unified Workspace. Intelligence built in. Modernization built on.

We know that having the right device is just the start to a great workday. Employees need intelligent, intuitive and responsive experiences that allow them to work productively and without interruption. According to research, 1 out of every 4 users would question their job and the company they work for if they had a negative experience with their technology. Dell Technologies Unified Workspace is transforming the employee experience and ensuring IT has proactive, predictive and automated solutions to deliver on the promise of a modern workday, while simplifying their ability to deploy, secure, manage and support their environment.



ProDeploy in the Unified Workspace allows IT to move away from traditional, high-touch, manual deployment, and instead, ship devices preconfigured with company apps and settings from the Dell factory directly to their end users—having end users up and working on day one.



Dell Trusted Devices provide a foundation to a modern workforce environment with invisible and seamless protection to ensure smarter, faster experiences. End users stay productive and IT stays confident with modern security solutions for the Dell Trusted Device.



Dell Client Command Suite + VMware Workspace ONE offers integrated capabilities that deliver a unified endpoint management experience for IT, enabling them to manage firmware, OS, and apps from one console, while also creating seamless experiences for end users.



ProSupport resolves hardware issues up to 11x faster than the competition. ProSupport for PCs offers 24x7 access to in-region ProSupport engineers who contact IT when critical issues arise,² so you can focus on what's next, not what just happened.

ProSupport Plus helps IT stay a step ahead and virtually eliminate unplanned downtime due to hardware issues. You get all the capabilities of ProSupport, as well as Al-driven alerts to prevent failures and repairs for accidents.³

¹ ESG Research Report. 2019 Digital Work Survey. December 2019.

² Based on a Principled Technologies test report, "Spend Less Time and Effort Troubleshooting Laptop Hardware Failures" dated April 2018. Testing commissioned by Dell, conducted in the United States. Actual results will vary. Full report: http://facts.pt/L52XKM

³ Based on a Principled Technologies test report, "Dell ProSupport Plus with SupportAssist warns you about hardware issues so you can fix them before they cause downtime" dated April 2019. Testing commissioned by Dell, conducted in the United States. Actual results will vary. Full report: http://facts.pt/0xvze8. Hardware issues detected by SupportAssist include hard drives, solid state drives, batteries and fans.

Features & technical specifications

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Feature **Technical Specifications Technical Specifications** Model Number¹ Processor¹ 10th Generation Intel® Core™ Processors up to i7 vPro 6-Core 10th Generation Intel® Core™ Processors up to i7 vPro 6-Core Microsoft® Windows 10 Pro 64 bit Microsoft® Windows 10 Pro 64 bit Operating System¹ Microsoft® Windows 10 Home 64 bit Microsoft® Windows 10 Home 64 bit Ubuntu 18.04 LTS (Laptop) Ubuntu 18.04 LTS (Laptop) Memory Options^{1,2,3} Up to 32GB DDR4 SDRAM (on board) operates at 2666MHz with Up to 32GB DDR4 SDRAM (on board) operates at 2666MHz with Intel® 10th Generation Core i processors Intel® 10th Generation Core i processors Chipset1 Integrated with the Processor Integrated with the Processor Intel Intel® Rapid Storage Technology Intel® Rapid Storage Technology Responsiveness Technologies^{1,7} Graphics1,13 Integrated Intel® UHD Graphics Integrated Intel® UHD Graphics Display1 2-in-1 13.3" FHD (1920x1080) Anti-reflective and Anti-smudge, Super Low 14.0" FHD (1920x1080) Anti-reflective and Anti-smudge, Super Low Power, Touch, Corning® Gorilla Glass® 6, 300 nits, sRGB 100%, Active Power, Touch, Corning® Gorilla Glass® 6, 300 nits, sRGB 100%, Active Pen Support 13.3" FHD (1920x1080) Anti-reflective and Anti-smudge Touch, 14.0" FHD (1920x1080) Anti-reflective and Anti-smudge Touch, Corning® Gorilla Glass® 6, Digital Privacy SafeScreen, 300 nits, sRGB Corning® Gorilla Glass® 6, Digital Privacy SafeScreen, 300 nits, sRGB 100%, Active Pen Support 100%, Active Pen Support (August 2020) Laptop 13.3" HD (1366 x 768) Anti-glare, Non-touch, 220 nits, NTSC 45% 14.0" HD (1366 x 768) Anti-glare, Non-touch, 220 nits, NTSC 45% 13.3" FHD (1920 x 1080) Anti-glare, Super Low Power, Non-Touch, 14.0" FHD (1920 x 1080) Anti-glare, Super Low Power, Non-Touch, 300 nits, NTSC 72% 300 nits, NTSC 72% 13.3" FHD (1920 x 1080) Anti-glare, Integrated Touch, 300 nits, 14.0" FHD (1920 x 1080) Anti-glare, Integrated Touch, 300 nits, NTSC 72% NTSC 72% 13.3" FHD (1920 x 1080) Anti-glare, Non-touch, Digital Privacy 14.0" FHD (1920 x 1080) Anti-glare, Non-touch, Digital Privacy SafeScreen, 300 nits, NTSC 72% SafeScreen, 300 nits, NTSC 72% Pending: 14.0" FHD (1920 x 1080) Anti-reflective and Anti-smudge Pending: 13.3" FHD (1920 x 1080) Anti-reflective and Anti-smudge Touch, Corning® Gorilla Glass ® 6, Digital Privacy SafeScreen, 300 Touch, Corning® Gorilla Glass® 6, Digital Privacy SafeScreen, 300 nits, sRGB 100% (Q3 2020) nits, sRGB 100% (Q3 2020) 14.0" UHD (3840 x 2160) Anti-glare, Non-Touch, 400 nits, sRGB 100%, Low Blue Light SSD M.2 2230 PCle Gen 3 NVMe up to 512GB SSD M.2 2230 PCle Gen 3 NVMe up to 512GB Storage^{1,3} SSD M.2 2280 PCle Gen 3 NVMe up to 1TB SSD M.2 2280 PCle Gen 3 NVMe up to 1TB SSD M.2 2280 PCle Gen 3 NVMe up to 512GB OPAL SED

SSD M.2 2280 PCle Gen 3 NVMe up to 512GB OPAL SED

Security1

TPM 2.0 FIPS 140-2 Certified, TCG Certified Optional Windows Hello Compliant Fingerprint Reader in power

Optional Security Hardware Authentication Bundles

- 1: Touch Fingerprint Reader (in Power Button) with Control Vault 3.0 Advanced Authentication with FIPS 140-2 Level 3 Certification
- 2: Contacted Smart Card with Control Vault 3.0 Advanced Authentication with FIPS 140-2 Level 3 Certification
- 3: Touch Fingerprint Reader (in Power Button) and Contacted Smart Card with Control Vault 3.0 Advanced Authentication with FIPS 140-2 Level 3 Certification
- 4: Contacted Smart Card, NFC and Control Valut 3.0 Advanced Authentication with FIPS 140-2 Level 3 Certification
- 5: Touch Fingerprint Reader(in Power Button), Contacted Smart Card, NFC and Control Vault 3.0 Advanced Authentication with FIPS 140-2 Level 3 Certification

Optional Security Hardware Authentication Bundles

TPM 2.0 FIPS 140-2 Certified, TCG Certified

1: Touch Fingerprint Reader (in Power Button) with Control Vault 3.0 Advanced Authentication with FIPS 140-2 Level 3 Certification

Optional Windows Hello Compliant Fingerprint Reader in power

- 2: Contacted Smart Card with Control Vault 3.0 Advanced Authentication with FIPS 140-2 Level 3 Certification
- 3: Touch Fingerprint Reader (in Power Button) and Contacted Smart Card with Control Vault 3.0 Advanced Authentication with FIPS 140-2 Level 3 Certification
- 4: Contacted Smart Card, NFC and Control Valut 3.0 Advanced Authentication with FIPS 140-2 Level 3 Certification
- 5: Touch Fingerprint Reader(in Power Button), Contacted Smart Card. NFC and Control Vault 3.0 Advanced Authentication with FIPS 140-2 Level 3 Certification

Features & technical specifications

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Feature	Technical Specifications	Technical Specifications
Security ¹	Optional ExpressSign-in with Face IR camera (Windows Hello compliant) and Proximity Sensor Dell Client Command Suite Dell BIOS Verification Optional Dell Endpoint Security and Management Software VMware Carbon Black Endpoint Standard VMware Carbon Black Endpoint Standard + Secureworks Threat Detection and Response Dell Encryption Enterprise Dell Encryption Personal Carbonite VMware Workspace ONE Absolute® Endpoint Visibility and Control Netskope Dell Supply Chain Defense	Optional ExpressSign-in with Face IR camera (Windows Hello compliant) and Proximity Sensor Dell Client Command Suite Dell BIOS Verification Optional Dell Endpoint Security and Management Software VMware Carbon Black Endpoint Standard VMware Carbon Black Endpoint Standard + Secureworks Threat Detection and Response Dell Encryption Enterprise Dell Encryption Personal Carbonite VMware Workspace ONE Absolute® Endpoint Visibility and Control Netskope Dell Supply Chain Defense
Docking ¹	Dell ThunderboltTM Dock- WD19TB (optional, sold separately) Dell Dock- WD19 (optional, sold separately)	Dell ThunderboltTM Dock- WD19TB (optional, sold separately) Dell Dock- WD19 (optional, sold separately)
Optical Drive Options	External Options Only	External Options Only
Multimedia ¹	High Quality Speakers Universal Audio jack Noise reducing array microphones Optional RGB Camera with Dell Privacy Shutter Optional IR Camera with Dell Privacy Shutter + Proximity Sensor Optional No Camera Skype For Business Certified	High Quality Speakers Universal Audio jack Noise reducing array microphones Optional RGB Camera with Dell Privacy Shutter Optional IR Camera with Dell Privacy Shutter + Proximity Sensor Optional No Camera Skype For Business Certified
Battery Options ^{1,5}	3 cell 39 WHr ⁶ ExpressCharge [™] Capable Battery 4 cell 52 WHr ⁶ ExpressCharge [™] Capable Battery 4 cell 52 WHr ⁶ Long Life Battery (includes 3yr limited hardware warranty, Sept 2020)	3 cell 39 WHr ⁶ ExpressCharge [™] Capable Battery 4 cell 52 WHr ⁶ ExpressCharge [™] Capable Battery 4 cell 52 WHr ⁶ Long Life Battery (includes 3yr limited hardware warranty, Sept 2020) 6 cell 68 WHr ⁶ ExpressCharge [™] Capable Battery
Power Options ¹	65W adapter, Type-C 90W adapter, Type-C	65W adapter, Type-C 90W adapter, Type-C
Connectivity options ¹	Microsoft Modern Standby Compliant Wireless LAN Options 8: Intel Wireless AC 9560, 2x2 802.11ac with Bluetooth 5.1 Intel® Wi-Fi 6 AX201, 2x2, 802.11ax with Bluetooth 5.1	Microsoft Modern Standby Compliant Wireless LAN Options 8: Intel Wireless AC 9560, 2x2 802.11ac with Bluetooth 5.1 Intel® Wi-Fi 6 AX201, 2x2, 802.11ax with Bluetooth 5.1
	Mobile Broadband Options ^{8,10} : Laptop configs only Qualcomm® Snapdragon™ X20 LTE-A CAT 9 (DW5829e; eSIM enabled) WW excluding China, Turkey, US Qualcomm® Snapdragon™ X20 LTE-A CAT 9 (DW5829e) WW Qualcomm® Snapdragon™ X20 LTE-A CAT 9 (DW5829e) for AT&T, Verizon & Sprint, US only 2-in-1 configs only Qualcomm® Snapdragon™ X20 Gigabit LTE CAT 16 (DW5821e; eSIM enabled), WW excluding China,Turkey, US Qualcomm® Snapdragon™ X20 Gigabit CAT 16 (DW5821e) WW Qualcomm® Snapdragon™ X20 Gigabit CAT 16 (DW5821e) for AT&T, Verizon & Sprint, US only	Mobile Broadband Options ^{8,10} : Laptop configs only Qualcomm® Snapdragon™ X20 LTE-A CAT 9 (DW5829e; eSIM enabled) WW excluding China, Turkey, US Qualcomm® Snapdragon™ X20 LTE-A CAT 9 (DW5829e) WW Qualcomm® Snapdragon™ X20 LTE-A CAT 9 (DW5829e) for AT&T, Verizon & Sprint, US only 2-in-1 configs only Qualcomm® Snapdragon™ X20 Gigabit LTE CAT 16 (DW5821e; eSIM enabled), WW excluding China,Turkey, US Qualcomm® Snapdragon™ X20 Gigabit CAT 16 (DW5821e) WW Qualcomm® Snapdragon™ X20 Gigabit CAT 16 (DW5821e) for AT&T, Verizon & Sprint, US only
Ports, Slots & Chassis ¹	2x USB Type C [™] Thunderbolt [™] 3 with Power Delivery & DisplayPort 1x USB 3.2 Gen 1 with Power share	2x USB Type C [™] Thunderbolt [™] 3 with Power Delivery & DisplayPort 2x USB 3.2 Gen 1 with Power share

1x external uSIM card tray (optional)

1x Optional Contacted SmartCard Reader

1x Optional Touch Fingerprint Reader in Power Button

1x uSD 4.0 Memory card reader

Wedge-shaped Lock slot

1x external uSIM card tray (optional)

1x Optional Contacted SmartCard Reader

1x Optional Touch Fingerprint Reader in Power Button

1x uSD 4.0 Memory card reader

Wedge-shaped Lock slot

Features & technical specifications

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Feature	Technical Specifications	Technical Specifications
Dimensions & Weight ^{1,14}	Width: 306.5 mm / 12.07 inches Depth Y: 203.19 mm / 8.0 inches Front Height: 17.55mm / 0.69 inches Rear Height: 18.27mm / 0.72 inches Starting Weight: 1.22kg / 2.69 pounds (Laptop config) Starting Weight: 1.32kg / 2.91 pounds (2-in-1 config)	Width: 321.35 mm / 12.65 inches Depth Y: 208.69 mm / 8.22 inches Front Height: 18.13mm / 0.71 inches Rear Height: 19.33mm / 0.76 inches Starting Weight: 1.33kg / 2.93 pounds (Laptop config) Starting Weight: 1.46kg / 3.22 pounds (2-in-1 config)
Regulatory and Environmental Compliance ¹	Regulatory model: P33S (Laptop); P34S (2-in-1) Regulatory type: P33S001 (Laptop); P34S001 (2-in-1) ENERGY STAR compliant configurations available EPEAT Registered. For specific country participation and rating, please see www.epeat.net BFR/PVC free ⁹ Trade Agreements Acts(TAA) configurations available	Regulatory model: P119G (Laptop); P131G (2-in-1) Regulatory type: P119G001 (Laptop); P131G001 (2-in-1) ENERGY STAR compliant configurations available EPEAT Registered. For specific country participation and rating, please see www.epeat.net BFR/PVC free ⁹ Trade Agreements Acts(TAA) configurations available
Input ¹	Single Pointing Non-Backlit Keyboard, Spill Resistant Single Pointing Backlit Keyboard, Spill Resistant Microsoft® Precision Touchpad Dell Premium Active Pen PN579X (2-in-1 configs only, optional, sold separately)	Single Pointing Non-Backlit Keyboard, Spill Resistant Single Pointing Backlit Keyboard, Spill Resistant Microsoft® Precision Touchpad Dell Premium Active Pen PN579X (2-in-1 configs only, optional, sold separately)
Systems Management ¹	Intel® vPro™ Technology (iAMT 12) (optional, requires Intel WiFi® Link WLAN and a vPro compatible processor), Dell Client Command Suite available (dell.com/command), Factory Installed Dell Client Command, Factory Installed Dell Optimizer	Intel® vPro™ Technology (iAMT 12) (optional, requires Intel WiFi® Link WLAN and a vPro compatible processor), Dell Client Command Suite available (dell.com/command), Factory Installed Dell Client Command, Factory Installed Dell Optimizer
Warranty and Service ¹	Limited Hardware Warranty ⁴ , Standard 3 year Mail-in Service after Remote Diagnosis ¹¹ , optional 3, 4 and 5 year hardware warranty extensions, and 3-5 year Dell ProSupport contracts available ¹²	Limited Hardware Warranty ⁴ , Standard 3 year Mail-in Service after Remote Diagnosis ¹¹ , optional 3, 4 and 5 year hardware warranty extensions, and 3-5 year Dell ProSupport contracts available ¹²
Peripheral Ecosystem ¹	Wide range of accessories designed and tested for the Latitude 7310 enable productivity on the go or at the desk.	Wide range of accessories designed and tested for the Latitude 7410 enable productivity on the go or at the desk.



Smaller and smarter than ever



- 1 Offering may vary by country and by configuration

- 2 A 64-bit operating system is required to support 4GB or more of system memory.
 3 GB means 1 billion bytes and TB equals 1 trillion bytes; actual capacity varies with preloaded material and operating environment and will be less.
 4 Limited Hardware Warranty: For copy of Limited Hardware Warranty, write Dell USA LP, Attn: Warranties, One Dell Way, Round Rock, TX 78682 or see www.dell.
- 5 Battery options are dependent upon system configuration. Check technical guides for details. 6 The stated WHr is not an indication of battery life

- 6 The stated WHr is not an indication of battery life
 7 Intel Rapid Storage Technology requires a HDD, mSATA, or an SSD, as primary storage device and Windows OS required
 8 Wireless antenna available only at time of system purchase
 9 Dell Latitude 7000 Series are brominated flame retardant free (BFR-free) and polyvinyl chloride free (PVC-free); meeting the definition of BFR-/PVC-free as set forth in the iNEMI Position Statement on the
 'Definition of Low-Halogen Electronics (BFR-/CFR-/PVC-free)'. Plastic parts contain less than 1,000 ppm (0.1%) of bromine (if the Br source is from BFRs) and less than 1,000 ppm (0.1%) of chlorine (if the
 CI source is from CFRs or PVC or PVC copolymers). All printed circuit board (PCB) and substrate laminates contain bromine/chlorine total less than 1,500 ppm (0.15%) with a maximum chlorine of 900 ppm (0.09%)
 and maximum bromine being 900 ppm (0.09%).

 10 Mobile Broadband Subject to service provider's broadband subscription and coverage area; additional charges apply.

 11 Mail-in Service after Remote Diagnosis: Remote Diagnosis is determination by online/phone technician of cause of issue; may involve customer access to inside of system and multiple or extended sessions. If issue is
- of system and multiple or extended sessions. If issue is
- covered by Limited Hardware Warranty (www.dell.com/warranty) and not resolved remotely, technician and/or part will be dispatched, usually within 1 business, day following completion of Remote Diagnosis. Avail ability varies. Other conditions apply.
- 12 Dell Services: Availability and terms of Dell Services vary by region. For more information, visit www.dell.com/servicedescriptions. 13 Significant system memory may be used to support graphics, depending on system memory size and other factors. 14 Weights and dimensions vary depending on configuration and manufacturing variability

- 18 All Weights and dimensions vary depending on configuration and manufacturing variability
 19 Based on Dell analysis, November 2019.
 19 Nearly 3X Faster: 802.11ax 2x2 160 MHz enables 2402 Mbps maximum theoretical data rates, ~3X (2.8X) faster than standard 802.11ac 2x2 80 MHz (867 Mbps) as documented in IEEE 802.11 wireless standard specifications, and require the use of similarly configured 802.11ax wireless network routers. WPA3 Wi-Fi Security Features: The Wi-Fi Alliance industry consortium will certify Wi-Fi 6 products for compliance with the IEEE 802.11ax standard, and will require WPA3 security certification as a pre-requisite to ensure the latest in Wi-Fi security features. WPA3 Simplified Passwords: WPA3 uses Simultaneous Authentication of Equals (SAE) to replace the Pre-Shared Key (PSK) exchange protocol used by WPA2. SAE more securely handles initial key exchange and uses forward secrecy, which makes it more resistant to offline decryption attacks and provides stronger password-based authentication. WPA3 Enhanced Protection: Additional network protection comes from the equivalent of 192-bit cryptographic strength across an 802.11ax network and is superior to the 128-bit AES encryption utilized with WPA2. Claim D is based on industry standard WAP3 certification which parameters are broadly available https://www.wi-fi.org/discover-wi-fi/security 20 Based on Dell internal analysis, February 2019. Within Dell Power Manager software, selecting either the Default mode of Adaptive Charge or ExpressCharge can recharge system battery from 0% up to 35% within 20 minutes when system is powered-off and battery temperature is between 16-45 degrees C. With ExpressCharge mode enabled, the system battery can then continue charging up to 80% within 60 minutes. After charging has reached 80% capacity, charging speed will return to normal speed. Recommended for use with the provided Dell power adapter; not recommended with a smaller capacity power adapter. Charging speed will return to normal speed will return to norma
- Recommended for use with the provided Dell power adapter; not recommended with a smaller capacity power adapter. Charging time may vary +/-10% due to
- system tolerance.

 22 Based on Dell internal analysis of battery life usage model calculations, Nov 2019. Results vary depending on usage and computing conditions.

 23 Based on Dell internal analysis of battery life usage model calculations and 3 million keystrokes per year, Nov 2019. Results vary depending on 23 Based on Dell internal analysis of battery life usage model calculations and 3 million keystrokes per year, Nov 2019. Results vary depending on usage and com-
- puting conditions. 24 Based on Dell analysis, March 2020.