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Notice of Dell’s Internal System Changes [1]

November 5, 2026 by Staff [2]

Beginning on November 1, 2026, Dell transitioned to a new quoting and ordering environment designed to provide a more consistent global quoting platform and standardized processes. During this phased transition, quoting and ordering functionality may be temporarily affected.

Key points:

- Dell’s transition to the new quoting and ordering environment began November 1, 2026.
- Temporary disruptions may result in longer quote turnaround times, additional processing time, or changes to quote references.
- Existing quotes migrated into the new Dell Sales Application may receive new quote numbers, and related customer or account records may be updated.
- Please plan ahead for time-sensitive requests to help minimize potential business impact.

During the transition, please reach out to our Dell rep Ashley Delgado directly for:

- New quotes
- Updated quotes
- Quotes requiring Autopilot or Intune
- Issues related to a standard configuration

Both the Dell and PSC team team will closely monitor activity and do everything possible to keep your business moving. If you have an urgent request or questions about an active quote or order, please reach out to Ashley.Delgado@dell.com [3] so she can assist as quickly as possible. For any questions or concerns on the PSC side, reach out to Brian.Hutchison@cu.edu [4].

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