

**DELL**Technologies

# Dell Technologies Telecom Certified eBook



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**TELECOM CERTIFIED**



# Unlocking Telecom Excellence with Dell Technologies

## Empowering Telecom ISVs and NEPs with Cutting-Edge Certification Programs

Welcome to the **Dell Technologies Telecom Certified eBook**, your guide to understanding how innovative certification programs from Dell Technologies can help telecom ISVs (Independent Software Vendors) and NEPs (Network Equipment Providers) thrive in a rapidly evolving industry. These programs validate software solutions, foster innovation, and open doors to new opportunities, giving you the tools and confidence to stay ahead of the curve in telecom's competitive landscape.

This guide will provide you with a high-level overview of Dell Technologies' certification programs, highlight their value, and offer step-by-step guidance on how to get started.

### What Is Dell Telecom Certification?

Dell Telecom Certification is a set of programs designed to verify the interoperability and performance of 5G and telecom software solutions on **Dell PowerEdge Telecom Systems**. By addressing the unique challenges of telecom providers, these programs offer support across 5G Core, OSS, BSS, vRAN, Open RAN, and other critical workloads.

More than just a certification, Dell empowers partners through access to our **Open Telecom Ecosystem Lab (OTEL)**. OTEL is an advanced telecom testing environment built for certification, validation, and collaborative engineering, ensuring the development of cutting-edge solutions tailored for the next generation of telecom networks.

### Why Certification Matters for Telecom ISVs and NEPs

- Build credibility with certified solutions that meet rigorous industry demands.
- Accelerate deployment of 5G workloads with confidence in seamless integration.
- Improve solution quality with access to the latest telecom technologies and expert support.



# The Four Certification Programs Explained

## Telecom Partner Self-Certification

The perfect entry point for startups and smaller ISVs; this low-touch, free certification program is ideal for build verification and non-functional testing.

### Benefits

- Improve brand credibility with the exclusive Dell Technologies Telecom Certification Badge.
- Enjoy access to state-of-the-art Dell labs for testing on the latest telecom platforms.
- Reduce time to market by validating solutions compatible with CSP expectations.

### Who Should Use This?

Startups and smaller telecom partners looking for an accessible path to certification.

[Telecom Partner Self-Certification](#)

## Certification on Dell Telecom Infrastructure Blocks (DTIB)

This program focuses on validating 5G solutions on pre-integrated, pre-validated hardware and software packages designed with open technologies.

### Benefits:

- Reduce deployment risks with stable configurations rigorously tested for quality.
- Collaborate on custom, end-to-end solutions with enhanced scalability and performance.
- Accelerate adoption by ensuring compatibility with leading OSS, BSS, vRAN, and 5G Core platforms.

### Who Should Use This?

NEPs and ISVs seeking deep integration and versatile pre-validated infrastructure solutions.

[Certification on DTIB](#)

## Telecom AI Certification

This program is tailored for AI-powered telecom solutions, validating their ability to meet carrier-grade requirements for performance, scalability, and innovation.

### Benefits:

- Gain recognition in a growing Telecom AI ecosystem.
- Optimize AI models for telecom workloads with Dell's cutting-edge hardware stacks.
- Establish trust in Telecom AI solution readiness with rigorously validated telecom AI solutions.

### Who Should Use This?

ISVs specializing in AI-enabled telecom solutions and looking to differentiate in the market.

[Telecom AI Certification](#)

## Joint Certification Programs

This advanced program combines Dell's telecom engineering expertise with partner solutions to validate interoperability and compliance.

### Benefits:

- Leverage the production-like test environment and telecom engineering expertise in OTEL.
- Develop customer-ready configurations tested and documented for full transparency.
- Minimize risk while navigating complex deployment environments.

### Who Should Use This?

Telecom cloud vendors, NEPs, and ISVs, with diverse telecom software ecosystems requiring seamless integration.

Each program addresses different certification needs, but all share a commitment to elevating telecom innovation.

## Decide on the Program

Evaluate your current needs and select the program that aligns with your goals. For example, the start of most telecom certifications begins with the benefits from the accessibility of Self-Certification, while NEPs and ISVs that require end-to-end validation with a CSP engagement may start with DTIB Certification.

## Collaborate with Dell Telecom Experts

Once enrolled, OTEL's highly experienced test engineers will guide you through every step of the certification process, providing key resources and expertise. Whether you're optimizing AI computations or validating 5G workloads, Dell's collaborative approach ensures you're never alone.

## Testing and Validation

Leverage OTEL to verify interoperability, stability, and compliance of your solutions on Dell Telecom platforms. Our robust lab environments mirror real-world conditions, ensuring your solutions are deployment-ready.

## Certification Achievement

After completing the evaluation, certified partners earn the official **Dell Technologies Telecom Certification Badge**. This badge acts as a marker of excellence, enhancing your brand's credibility while opening new doors with CSPs and enterprise clients.

## The Benefits of Being Dell Telecom Certified

- **Expand Market Opportunities:** Certified partners gain visibility and trust, making it easier to collaborate with leading CSPs.
- **Reduce Deployment Risks:** Rigorous testing ensures your software is stable and compatible with next-gen infrastructure.
- **Drive Revenue Growth:** Differentiate your solutions from competitors and shorten the sales cycle with ready-to-deploy certifications.

## The Certification Process



# Starting Your Journey



Whether you're a seasoned telecom vendor or an innovative startup, the path to certification is designed to match your unique needs.

1

[Learn more about the certification process>](#)

2

[Learn more about OTEL>](#)

3

[Learn more about our existing certified portfolio>](#)

# Transform Telecom with Dell

At Dell Technologies, we believe the future of telecom lies in innovation, collaboration, and accessibility. Partnering with us to achieve certification equips you with the tools and confidence to not only meet but exceed industry expectations.

Begin your certification today and join the growing list of partners transforming telecom with Dell!

[Get Certified Now](#)

