



Rugged. Secure. Customized.

Designing technology solutions that drive agency missions through digital transformation.



Data is at the center of digital disruption.

Emerging technologies like edge, Internet of Things (IoT), cloud computing, big data and artificial intelligence (AI) are critical for government agencies to strategically manage data.

Gain competitive advantage by designing solutions to automate and accelerate battlefield intelligence, operations and decision-making. When trust and security are imperative, Dell Technologies OEM Solutions is the partner you need to design the high-performance systems necessary for mission-critical success.



Enhance Preparedness

- Strengthen capabilities across land, sea, and air.
- Provide real-time intelligence to soldiers, agents and government organizations.



Increase Mission Effectiveness

- Deliver cost-effective technologies that work.
- Execute tactical and strategic initiatives across joint forces.



Enable Cyber-Readiness

- Protect sensitive data from the world's most sophisticated attackers.
- Reduce cyber-risk without limiting the availability of intelligence.

# Your mission, designed your way.

## End-to-end expertise to enable your success.

Collecting, storing, processing and analyzing data is essential in successfully driving agency missions. Enhanced security may be required to protect data. Or data collection may occur in places that it's never been collected before. All of this leads to better and more strategic decision-making. That's where we come in.

Dell Technologies OEM Solutions helps government agencies with the right products and engineering to design any solution.



### Dell Branded

#### STANDARD DESIGNS

Get access to our globally available off-the-shelf Dell Technologies products and solutions from edge endpoints to ruggedized field grade systems to micro data centers and cloud compute platforms.



#### Stability.

Longevity. Visibility.

Extended Life & Stability  
OEM XL | XE offerings



#### Ruggedized

Military certified,  
rugged products and  
solutions.



#### OEM-Ready

De-branded products that you  
can easily add your brand to  
with OEM-Ready offerings.



#### Custom

Make your ideas a reality by partnering  
with our technology experts for fast to  
market delivery of branding,  
personalization, fit & function and  
specialized environment design custom  
solutions



#### OEM Ecosystem Solutions

Addressing unique industry needs  
with turnkey solutions designed by our  
customers and delivered through Dell  
Technologies.

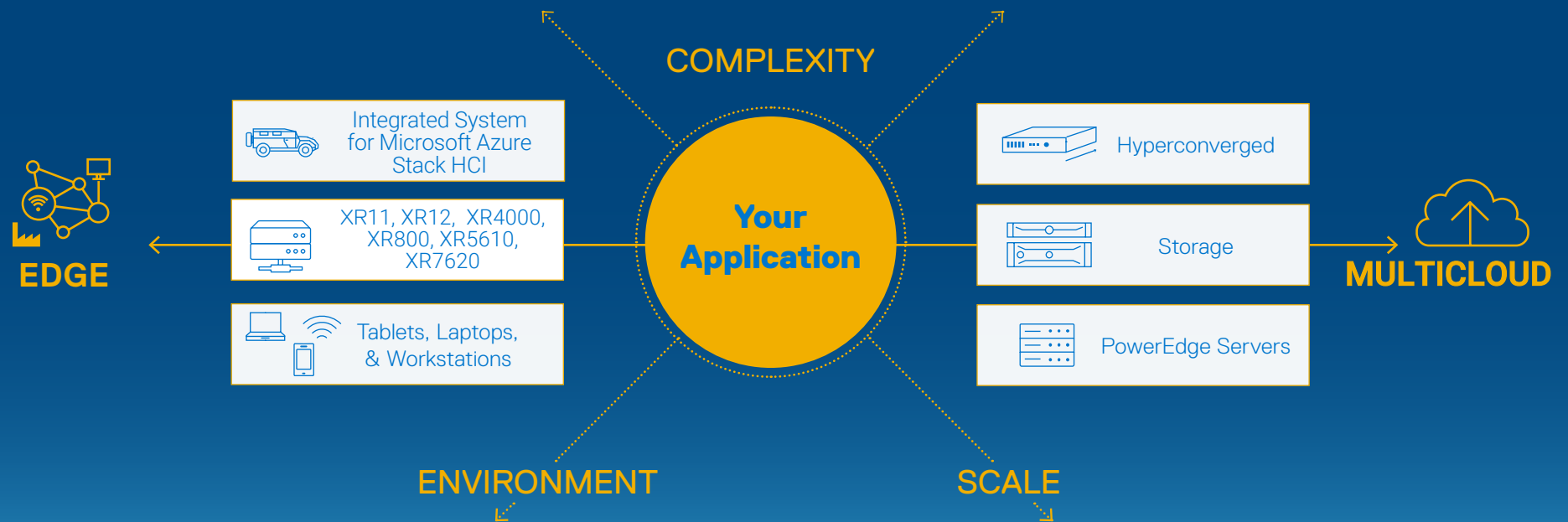


Tested. Trusted. Tier-1 infrastructure.  
Elevate application performance and reliability.

## Next Gen OEM Solutions.

Engineered for your unique application regardless of complexity, environment or scale.

**SECURE | MANAGEABLE | OPTIMIZED | SUPPORTED**





Engineered to perform.

Together we design to your requirements.

Unique environments and applications often require unique hardware configurations. We have a dedicated engineering team that can tailor and fully customize products to meet specific electrical, mechanical, software and systems requirements.

Stability. Longevity. Visibility.

Long-term XE | XL products for innovation.

OEM XE and XL platforms come with in-advance visibility to key product transitions and changes that effectively help you maximize your resources and budget. An up to 9–15 month product transition period upon launch of the next generation products means your time is spent on innovation and competitive differentiation, not development churn.

Smooth transitions.

Ensure maximum lifecycle through changing technology and requirements.

The Dell ImageWatch tool provides advance notifications of upcoming changes to Dell Technologies platforms, critical hardware, and software components, all at no cost. By importing a quote ID into your ImageWatch dashboard, you can get an on-demand view and proactive email alerts of transitions for your solutions.

A multi-disciplined collaboration.

Our dedicated OEM Solutions team solves complexity so you don't have to.

Complex projects require building intricate teams that are hard to hire, expensive to retain and difficult to manage. By collaborating with us, you will have access to broad and deep expertise across all functions and industries, and more than 55,000 Dell Technologies and partner professionals around the globe.

Helping our customers bring solutions to the field of duty.

**Tracewell Platforms** — TRACEWELL SYSTEMS TRUSTED INNOVATION

Powering enterprise class systems at the edge — and beyond.

“Everything we do starts with what our customers need to support their missioncritical requirements at the edge. Working with Dell Technologies OEM Solutions enables us to rapidly engineer our customers’ edge platforms based on the industry’s broadest enterprise-class technology portfolio.”

-Matt Tracewell, Vice President, Tracewell Systems



## Why Dell Technologies OEM Solutions?

### Agility with scale.

Global supply chain at the stroke of a pen.

### Global field support.

Rapid resolution in even the remotest corners of the world.

### About OEM Solutions.

We help product developers and manufacturers rapidly turn their ideas into market-ready solutions and take them into the world. By powering your solutions with Dell Technologies high performance Tier 1 infrastructure, backed by the strength of our global supply chain, you can innovate faster, improve customer experiences and scale smarter.

Visit [DellTechnologies.com/OEM/Military](https://DellTechnologies.com/OEM/Military)  
or talk to your Dell Technologies sales partner today.