

The background of the image shows a blue-toned industrial environment. A robotic arm is visible on the left, and another one is on the right. The scene is overlaid with a network of white lines and dots, suggesting a smart or interconnected industrial system.

Industrial innovation that transforms business

OEM solutions that create
value for smart industry

Driving industrial innovation to transform business

The industrial sector is experiencing a massive shift away from traditional techniques to new methods that increasingly use innovative technology.

This transformation requires industrial solution builders to rethink their business and operating models in order to stay competitive, to grow new revenue streams, and to enhance their customers' experiences.

Digital transformation is powered by data and emerging technologies such as edge computing, artificial intelligence (AI), machine learning (ML), computer vision and multi-cloud, along with new connectivity technologies like 5G and SD-WAN.

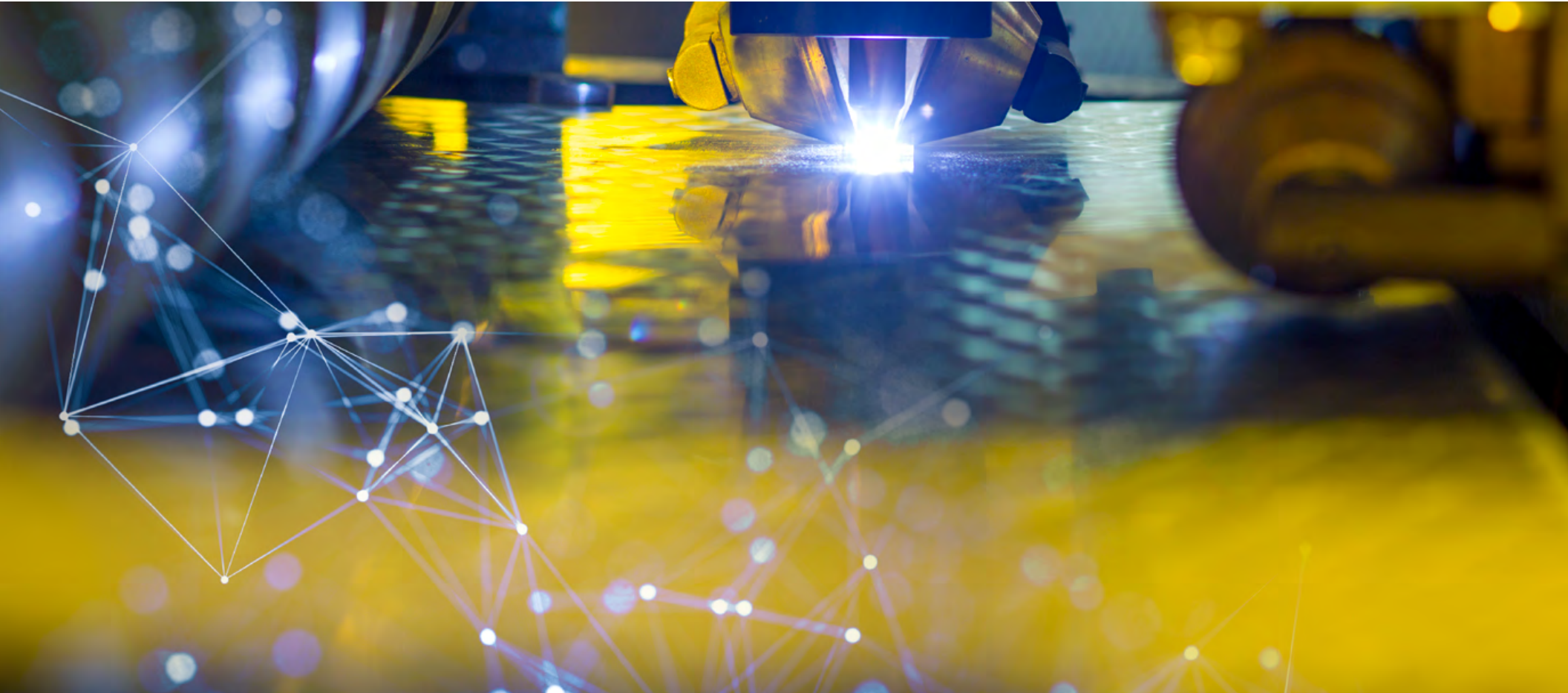
Traditional business models are undergoing two major changes—one, to as-a-service consumption models, and two, to utilizing connected platforms and ecosystems. Value is no longer solely derived from building individual products. It now comes equally from the data those products generate and the insights uncovered from that data.¹ Solution builders must look for new ways to leverage technologies and evolve their systems in order to thrive in this rich data-driven environment and enable their customers' digital transformation.



Partner ecosystems are accelerating innovation and time-to-market

Industrial solution builders must establish robust networks of vendors and technology partners, working beyond their own organizations. Companies that engage with other organizations within an ecosystem, rather than work in siloes, will find it easier to stay agile and accelerate time to value through access to complementary competencies and capabilities.²

Dell Technologies OEM Solutions has the expertise and capabilities to help customers and partners achieve these outcomes and stay at the forefront of smart industry transformation.



Accomplish more with next-generation designs

Emerging technologies and the use cases they drive such as AI-powered collaborative robots (cobots), predictive maintenance of equipment and computer vision enabled quality control require next-generation designs. Dell Technologies OEM Solutions has built a portfolio of platforms to support these use cases and the data demands they create.

Designs must evolve to support industrial transformation

Emerging technologies

AI/ML

Computer vision

Robots and cobots

Autonomous vehicles and drones

Digital twin

AR/VR

Massive volumes of data

Requirements for low latency
for emerging workloads

More data at the edge

Advanced connectivity

5G

Advanced connectivity

Next-Gen designs

Data-first architecture

Smaller form factors

Ruggedization

Virtualized and hyperconverged

Interoperable (open standards)

OEM Solutions has a portfolio of systems that are purpose-built for industrial workloads. We've taken standard platforms that have traditionally resided in data centers and customized them for a new edge-driven reality. We have solutions designed for tough industrial environments like factory floors, oil fields and mines. Our systems are ruggedized, have extended life and stability, and can fit into space-constrained environments—all built with enterprise-level security, interoperability, systems management and open standards. These solutions can help accelerate your and your customers' digital transformation.

Tier-1 Technology for industrial environments

Enabling end-to-end edge intelligence

IoT ← Distributed / Edge → Centralized / Cloud → **Cloud**



Edge endpoints

Enabling sensors and machines to upload data for further analysis, creating new sources of value

- Thin / zero client
- Micro form factor
- Industrial PCs and workstations



Ruggedized-field grade systems and solutions

Processing the data that needs to be acted on in real-time, at or near the source, often in harsh environments. Hosting vertical-specific solutions.

- Rugged servers
- Rugged laptops and tablets



Micro-data centers

Performing larger-scale analytics on decentralized infrastructure that resides between the source and the cloud.

- Servers / appliances
- Storage / data protection
- Modular datacenter
- Hyperconverged infrastructure (HCI)




Cloud compute

Centralized resources in private and public clouds, offering large-scale centralized storage and compute for long-term data retention and AI model training.

- Appliances
- Storage and hyperconverged infrastructure (HCI)

← OEM unique XL | XE offerings ease your technology changes →

←  VMware orchestration and management →

←  Global technology, security and service partnerships →

Expertise from end-to-end

OEM Solutions delivers on innovation and expertise, as well as the people who power it. Our team has proven end-to-end experience in engineering, program management, global support and global secure supply chain. We work with organizations to jointly design solutions tailored to customer needs by offering both standard technology and unique, customized solutions.

OEM solutions offerings



Innovate faster and deliver new value to your customers

By partnering with Dell Technologies OEM Solutions, you can:

- Focus on your intellectual property and competitive differentiation by building solutions on Dell Technologies next generation technology, services and support specific for OEMs.
- Bring technology to tough industrial environments with the broad range of ruggedized solutions.
- Simplify your edge to generate more value where speed matters.
- Enable analytics at the edge for smarter, faster and more cost-effective decision making.
- Customize technology when standard off-the-shelf systems will not meet the need.
- Make customer transitions easier and less disruptive with long-life solutions.
- Protect sensitive data, infrastructure and operations.
- Replicate success at scale by leveraging a secure global supply chain and OEM support services.



To learn more contact your Dell Technologies representative
or visit DellTechnologies.com/OEM/Industrial

¹ Schroeck, M., Kwan, A., Kawamura, J., Stefanita, C., & Sharma, D. (2021). Digital industrial transformation. Deloitte Insights. <https://www2.deloitte.com/us/en/insights/focus/industry-4-0/digital-industrial-transformation-industrial-internet-of-things.html>.

² Wellener, P., Dollar, B., Laaper, S., Ashton, H., & Beckoff, D. (2021). Accelerating smart manufacturing. The value of an ecosystem approach. Deloitte Insights. <https://www2.deloitte.com/us/en/insights/industry/manufacturing/accelerating-smart-manufacturing.html>.