

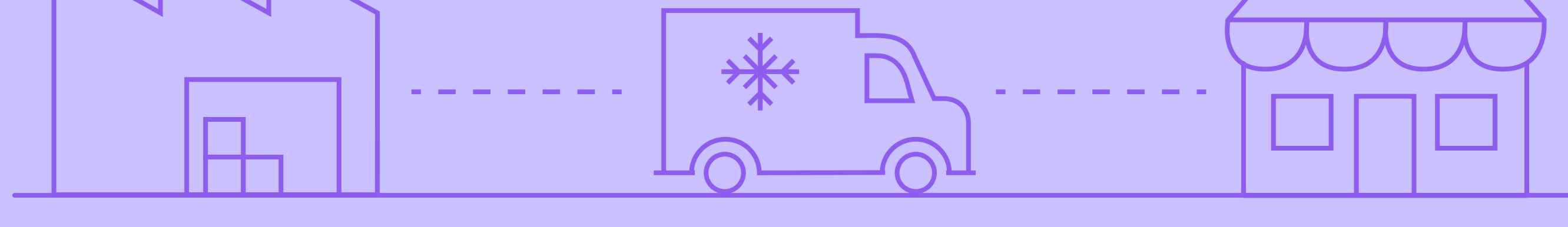
Securely scale edge operations to power any use case with Dell NativeEdge

Simplify.
Optimize.
Secure.



A Dell NativeEdge use case: The cold chain revolution

A large national grocery store chain wants to deploy a new cold chain across its distribution centers, delivery trucks and grocery stores. A cold chain is the supply chain that involves transporting and storing temperature-sensitive food items in thermal and chilled packaging to preserve their quality.



The challenge

The new cold chain needs:

1. A consistent edge asset deployment experience across the entire chain
2. Scalability to add new locations easily without significant IT resources and cost
3. End-to-end security to protect the many steps of the process and the people involved

Bonus: Ability to centrally monitor and manage

The solution

Dell NativeEdge delivered:

1. Simple, consistent zero-touch deployment of edge devices across all locations
2. Easy scalability across the entire edge infrastructure and new locations without skilled IT resources
3. Zero-touch provisioning and secure device onboarding with zero-trust technologies

Bonus: Centralized monitoring and fleet and lifecycle management for devices and applications from a remote location

The results¹

The modeled grocery store chain leveraged Dell NativeEdge to deploy a new cold chain across all its 1,100 stores, 275 trucks and 55 warehouses for a total of 1,430 NativeEdge-enabled Devices, resulting in:

Cost savings

Up to
\$2 million

reduction in lifecycle management and application orchestration costs through automation and zero-touch provisioning

Return on investment

Up to
110% ROI

on a \$1.6 million investment over three years

Accelerated deployment

Up to
5 hours

saved

per edge asset, thanks to secure device onboarding and zero-touch provisioning

Productivity boost

\$1.1 million

savings in edge operations productivity with Dell NativeEdge secure device onboarding and zero-touch provisioning

Reduced carbon footprint

Up to **3,600 metric tons**

of CO₂ emissions saved due to fewer truck rolls and optimized operations



A solution to power any edge use case



From manufacturing and transportation to energy and supply chain, edge use cases are growing exponentially. Dell NativeEdge is an edge operations software platform that helps businesses securely scale their edge management with automated operations, zero-trust security and multicloud connectivity. Dell NativeEdge uses an open design to help enterprises address their challenges and consolidate new and existing use cases at the edge.

Simplify operations, optimize your investment and secure your edge estate with Dell NativeEdge

Simplify

- Zero-touch onboarding and deployment
- Centralized management
- Edge estate management
- App orchestration with blueprint and catalog

Optimize

- Consolidation of technology silos
- Consistent experience across devices
- Flexibility to choose OT systems, IoT frameworks or applications
- Multicloud connectivity

Secure

- Zero-trust security enabling technology
- Secure operating environment with advanced security controls
- Total control of edge devices, from inception to retirement
- Tamper-resistant edge hardware and software integrity

Conclusion

Securely power and manage any edge application, anywhere, with Dell NativeEdge.

- Save millions with automation
- Accelerate edge asset deployment
- Reduce your carbon footprint

Learn more at Dell.com/NativeEdge

¹Dell internal analysis, May 2023. Based on internal modeling, customer interviews, and third-party environmental specialist consultant review for methodology verification.