

## Ericsson drives industrial digitalization with 5G edge connectivity



Customer profile

**ERICSSON** 

Telecommunications | Sweden



“Ericsson and Dell are better together because we have complementary technology and also complementary go to market.”

**Thomas Noren**

Head of Dedicated Networks, Ericsson

### Business needs

Industries such as manufacturing and mining are turning to 5G at the edge to remain competitive, safe and productive. Ericsson partnered with Dell Technologies to provide low-latency, high-speed connectivity to challenging edge environments.

### Business results

- Supply secure, high-speed 5G connectivity at enterprise and industrial edge locations.
- Enable critical industrial use cases including improved automation, worker safety and more.
- Provide a portfolio of sizing options to meet the needs of different customers.
- Deliver seamless upgradability and scalability over time in-line with business growth.
- Bridge the gap between IT and OT environments.

### Solutions at a glance

- [Dell Edge Gateway](#)
- [Dell PowerEdge servers](#)
- [Dell OEM Solutions](#)

## Bringing 5G connectivity to the industrial edge

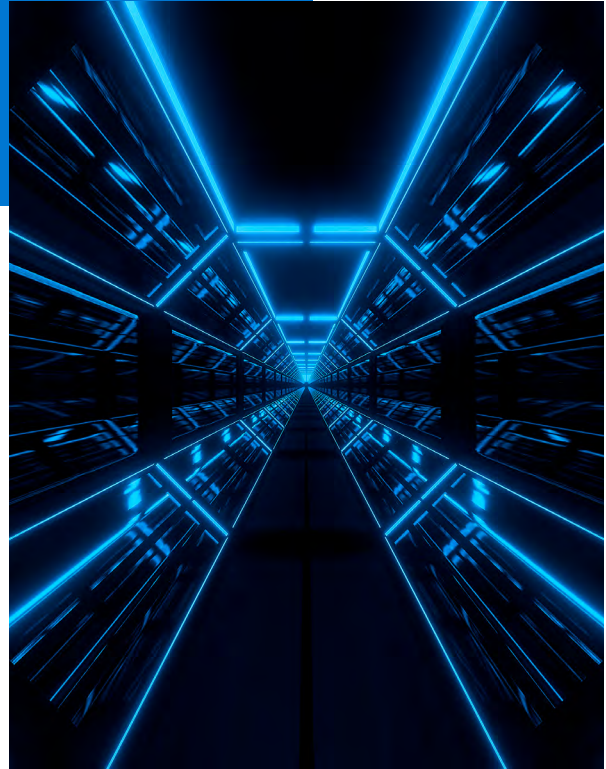
With 5G poised to become a competitive necessity across almost all industries, future-focused enterprises are now looking to Ericsson and Dell Technologies to provide new 5G private mobility solutions purpose-built for challenging edge environments.

Much of the demand for these solutions emanates from process industries, including automotive manufacturers, energy providers, mining and shipping companies. By enabling connectivity between industrial edge and enterprise environments, Ericsson Private 5G is helping these businesses drive automation, improve worker safety, product delivery and improve business outcomes.

## A truly end-to-end Industry 4.0 connectivity solution

Ericsson Private 5G is a wireless networking solution providing high speed secure 5G connectivity to power digital transformation. By partnering with Dell Technologies, the two market leaders now provide a 5G private wireless turnkey solution that solves a wide range of wireless connectivity issues both indoors and outdoors and protects customers' investments. As Thomas Noren, Head of Dedicated Networks at Ericsson explains: "we've taken the best we have in radio core management and then topped it up with additional R&D to make it suitable for the enterprise space."

Ericsson Private 5G in partnership with Dell supports many industrial edge use cases including: dynamic reconfiguration of manufacturing machines on factory floors, enabling untethered mobile robots and drones or autonomous cranes in ports, providing local voice services for mission critical communication, as well as connecting mines above and underground.



"We offer the possibility to build complete flexibility for the enterprise to deploy a network in a way that suits their specific situation with Private 5G Wireless."

**Thomas Noren**

Head of Dedicated Networks, Ericsson



Low-latency,  
high-speed  
and secure 5G  
connectivity

Noren recounts a recent experience: “We work with the leading car manufacturers and I just met with one of them. In their factory, they had Wi-Fi access points every 20 meters. They realized they cannot densify Wi-Fi anymore. They can’t continue with Wi-Fi because it doesn’t have the capacity and reliability that they want to achieve.” The connectivity provided by Ericsson Private 5G is helping this manufacturer to triple the number of Automatic Guided Vehicles (AVGs) its using and introduce a more flexible production system with reduced latency and guaranteed performance versus any other wireless technology.

## 5G connectivity combined with edge computing excellence

Ericsson partnered with Dell Technologies to enable a number of key requirements. The solution is available in a range of deployment sizes to match the unique requirements of different businesses and enable seamless upgradability and scalability over time. It also simplifies business operations and cloud-based network management. All sensitive data has to be kept secure and on-premises and zero downtime upgrades were essential for continual high-performance. A combination of Dell Edge Gateways and Dell PowerEdge servers play a critical role in enabling Ericsson Private 5G to deliver on these requirements.

Fredrik Pettersson, Channel & Ecosystem Partner Manager at Ericsson explains: “Dell Gateways are super important for Ericsson when it comes to enabling our end customers to use our network in the best way.” This combination of 5G connectivity and edge computing proved essential to enabling Ericsson customers to run workloads where they need them, integrate Operational Technology (OT) with Information Technology (IT) and ultimately bridge the gap between industrial edge and on-premises enterprise environments. Dell Edge Gateways also meet the strict telecom security standards to which Ericsson must adhere.

Pettersson continues: “We chose PowerEdge servers for Ericsson Private 5G because it meets the price-performance ratio that we expect to make an enterprise product that is competitive in the market.”



“With Ericsson Private 5G, we’ve taken the best we have in radio core management and then topped it up with additional R&D to make it suitable for the enterprise space, and we deliver this solution together with Dell.”

**Thomas Noren**

Head of Dedicated Networks, Ericsson



“We provide the connection between all the data generation and the multi-cloud environment where you can run your AI applications, where you can run the things that really makes a difference for your business.”

**Thomas Noren**

Head of Dedicated Networks, Ericsson

Ultimately, the reliability, price-performance ratio and intrinsic security provided by these Dell solutions are key to enabling Ericsson to help drive continual digital transformation for its customers.

## Transformational value and next-gen capabilities at the edge

Ericsson is now able to deliver a complete end-to-end connectivity solution backed by Dell Technologies, designed from the ground-up to thrive at the edge. Customers can rely on a pre-packaged, plug-and-play, scalable solution that provides reliable and secure wireless coverage with low-latency. This in turn enables innovative industrial use cases and improved operations.

## Complimentary technology and go-to-market capabilities

Moving forward, Ericsson and Dell will continue to work together to drive new innovation, powered by class-leading technology and support. Ericsson has set its sights on providing connectivity solutions for a growing list of deployment scenarios with Dell's portfolio of edge gateways and servers, as well as expansion into new markets, combining its own trusted salespeople with Dell's global reach. As Noren concludes: “That combination enables us to serve the market in an unprecedented way.”

[Learn More About Dell Technologies Solutions.](#)

[Contact a Dell Technologies Solutions Expert.](#)



Connect on social

