



Design the extraordinary,



Liberate your ideas and deliver intelligent innovations
with Dell Technologies OEM Solutions.

Welcome to Now.

At no point in history has the pace of innovation ever been faster – or its significance greater.

For solution builders, it's a moment of truth:

- AI is set to reshape industries for years to come.
- Generative AI has exploded on the scene, enabling new levels of productivity.
- Edge is strategically vital for companies of all sizes to drive business outcomes.
- Zero Trust has become a global imperative as the world faces constantly evolving threats.
- Sustainability has rocketed up the corporate agenda.

Right now is a big moment for turning ideas into innovations, fast.

At Dell Technologies, we keep making technology better so you can make bigger, bolder, breakthrough changes happen now.

Combining our broad portfolio with deep industry expertise and global capabilities, we can help you liberate your ideas and free up your teams to focus on what you do best – innovating. We embolden your team to turn light bulb moments into real-world impact. Not tomorrow. **Right now.**

Reimagine your innovation strategy. Redefine the status quo.

71%

of businesses regard their org as innovative or extremely innovative.

18%

are innovation leaders and adopters.¹

¹ Source: The Innovation Index, Dell Technologies, February 2023

Navigate complexity and accelerate innovation with a trusted partner.



Data

Leverage unprecedented volumes of data from new sources.



AI / Generative AI

Meet the demand for more advanced compute and storage.



Sustainability

Help achieve your and your customers' sustainability goals.



Edge

Manage complexity and meet infrastructure requirements.



Zero Trust

Utilize secure architectures to defend against threats.

We keep innovating so you can make better ideas happen now.



2000 ▶



#1 OEM solutions provider worldwide since 2016¹

2024 ▶



5,000+ customers



280+ partnerships



50+ industries & verticals



70+ countries



Sustainability embedded into everything that we do

Been there. Solved that.

82% of Fortune 100 companies use Dell Technologies for their edge solutions.²



14/^{TOP}16
Healthcare



10/^{TOP}10
Retail



8/^{TOP}11
Energy



8/^{TOP}12
Technology



4/^{TOP}4
Telecom

¹ Global Share, VDC Research, Worldwide OEM Solutions Provider
² Dell Technologies analysis of US Fortune 500, July 2023.

Lead the
next wave of
innovation



DESIGN

solutions for your
unique industry

AI and Zero Trust
Edge to core to multicloud
Industry certified and long life

50+

verticals and
industries



ACCELERATE

time to success and
commercialization

OEM tailored and custom solutions
Global scale and support
Flexible execution process

10k+

customer
designs



PARTNER

to create better outcomes
through co-innovation

Augment expertise (buy vs build)
New business models
Innovate sustainably

5k+

in our OT
ecosystem



Become the fastest mover in your industry through co-innovation.

Technology offers limitless possibilities. We can't imagine all of them, but our customers can. Our organization works across over 50+ vertical markets and industries so we understand your challenges and speak your language.

We made our portfolio ready for whatever innovative ideas you can dream up. From edge to core to multicloud – whether you're designing solutions with AI or building Zero Trust capabilities into your innovations – we are the catalyst for redefining what's possible.

We offer you a choice of platforms and architectural choices to achieve your design mission. Design is a customized and repeatable architecture, like a blueprint, that is created in collaboration between the OEM Solutions team and a customer.

AI and Zero Trust

Reimagine the future of your solution with platforms built to support artificial intelligence and machine learning applications. Protect customer data from ever-present threats with Zero Trust architectures that continuously validate users at every stage of digital interaction.

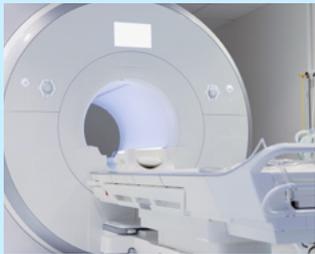
Edge to core to multicloud

With our broad, purpose-built portfolio, we can help you accelerate insights at the edge, drive innovation at the core and integrate as needed across your multicloud environment.

Industry certified and long life

Build on platforms pre-tested and pre-validated for recognized industry standards such as defense, telecom, energy, and marine. Utilize long-life solutions that make customer transitions easier and less disruptive.

We help you build solutions using our complete portfolio, including software-defined, AI-enabled, cyber resilient and industry-ready products to maximize the value of your Intellectual Property (IP).



See how our OEM customers are driving new levels of innovation with our technologies in their industries.



Industrial

Emerson

Improving plant operations.

In partnership with Dell Technologies OEM Solutions and Intel, Emerson designed DeltaV, a distributed control system based on the scalable and flexible hyperconverged infrastructure, to help customers in the process, hybrid and discrete industries improve productivity and efficiency at the industrial edge.

[Watch Video](#)



Energy

Siemens

Making buildings smarter with edge technologies.

Learn how Siemens collaborated with Dell Technologies OEM Solutions to design an integrated automation platform and resilient, high performance infrastructure that lowers building owners' total cost of ownership and also has a profound impact on occupants and environment.

[Watch Video](#)



Healthcare

Konica Minolta

Helping to save lives with new XR-ray technology powered by AI.

Read about Konica Minolta's Kinosis solution for the early detection and treatment of lung diseases. The customer leveraged Dell Technologies OEM Solutions' products and services to seamlessly bring Kinosis to the global market.

[Read Customer Story](#)



Safety & Security

IDEMIA

Leveraging global partnership to help solve customer challenges.

View how IDEMIA, Dell Technologies OEM Solutions and Intel are working together to augment technologies such as identity & access management, traffic management and anomaly detection to help solve customers' business and operational challenges.

[Watch Video](#)



Defense

Tracewell

Powering enterprise-class systems for challenging edge environments.

With Dell Technologies OEM Solutions, Tracewell Systems helps organizations deploy their edge applications by adapting enterprise-class systems into platforms optimized for Edge environments.

[Read Customer Story](#)



Retail

Deep North

Designing computer visualization solutions for the edge.

Find out how Deep North collaborated with Dell Technologies OEM Solutions to design customized appliances that leverage computer vision and AI to power real-time customer insights in environments such as retail and airports.

[Watch Video](#)



Marine

RH Marine

Integrating thousands of siloed, edge-based systems with rugged HCI solution.

Learn how RH Marine collaborated with Dell Technologies OEM Solutions to build Rhodium platform on maritime-certified HCI solutions, and how the customer was able to reduce development and maintenance time risk.

[Read Customer Story](#)



Telecom

Ericsson

Driving industrial innovation with 5G Private Wireless.

Ericsson partners with Dell Technologies OEM Solutions and Intel to deliver the Ericsson Private 5G solution to support customer's edge applications. This partnership helps drive automation, improve worker safety and achieve greater agility.

[Watch Video](#)

Accelerate time to success and commercialization.



Focus on your Intellectual Property (IP). Let us handle the infrastructure and logistical complexity.

The opportunities afforded to fast innovators have never been greater. According to the Dell Technologies Innovation Index, innovation leaders are experiencing higher revenues, more customer value, and improved customer product usage.¹

The solutions you make are becoming more complex as use case requirements become more demanding. Design and engineering teams must solve complexity on multiple fronts, accounting for:

- The software component (the solution builder's IP)
- The infrastructure it will run on (Dell Technologies OEM Solutions infrastructure)
- How the software and infrastructure will work together
- Where the solution will be deployed and maintained on a local, regional or global level
- Where the data is generated (edge, core or cloud)
- How fast the data is being created
- How quickly the data needs to be processed or analyzed
- Ensuring security of the hardware, software and supply chain

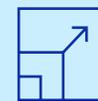
It's a reality that requires many different people and processes to work together – from strategy, planning and design to manufacturing, deployment and support. Dell Technologies OEM Solutions brings together the capabilities you need to gain a competitive advantage.

¹. [The Innovation Index, Dell Technologies, February 2023](#)



Global Execution at Speed and Scale

Partner with Dell Technologies OEM Solutions and you can benefit from our ability to customize your solution specifically for individual markets and manufacture in market. With global resources in practically every time zone and 20+ manufacturing facilities, your path to market is predictably fast.



Flexible Approach

Innovation is a team sport. We enable our customers to focus on their IP and developing their products rather than on managing infrastructure. We flex our engagement to fit your business no matter its size – no project is too big or small. Orchestrated by a dedicated OEM team, we engage at any stage of your development journey – but often find we add the most value the earlier you engage with us.

OEM Solutions Offerings

Many of our customers leverage Dell Technologies standard products for their designs and use OEM services and capabilities to accelerate their time to market. We also offer a suite of OEM Unique products – including industrialized and extended life designs. When standard products or OEM Unique solutions do not meet the requirements, we can customize them to achieve your vision. Customization can include a simple rebranding to a customer's logo, or it may be more complex physical, mechanical, electrical or software customization with required validation and certifications.



Whatever it takes,
our engineers help
to make it real

Pre-Sales

Engineering

Product Application
Engineering (PAE)

HW/SW
Architects

CTO

Bring intelligent computing and storage anywhere you need it.

Leverage our broad portfolio of products and solutions based on the latest Intel® technology from edge to multicloud.

OT

Distributed Edge

IT

Cloud

Edge Endpoints



Create high-performance applications that can process and store data allowing for ultra-low latency and real-time insights.

- Edge gateways
- Thin / Zero client
- Micro / Compact form factor

Ruggedized systems and solutions



Meet the challenges of industrial and other ruggedized environments. Build with secure, ruggedized devices in a variety of sizes made to perform in non-datacenter situations.

- Rugged / Rugged Extreme tablets and laptops
- Rugged servers, HCI and software-defined storage
- Industrial PCs and workstations

Deployed modular data centers



Unlock the full potential of multicloud. Deploy technology at the edge or anywhere the data is generated with modularized, integrated racks, fully configured and ready to handle customer IT needs.

- Rack-scale
- Container-scale
- Custom designed

Multicloud



Multicloud by design lets you innovate faster by removing the constraints of proprietary tools and siloed ecosystems.

- Cloud to ground - extending cloud and container orchestration ecosystem to on-premises environments
- Ground to cloud - bringing Dell software-defined solutions from on-premises to public cloud
- Partnerships



Dell NativeEdge



Secure Supply Chain and Zero Trust



Global OEM Services



Dell APEX and Dell Financial Services

Partner to create better outcomes through co-innovation.

You have big, bold, breakthrough ideas. But executing them at speed takes an ecosystem approach. We bring together the people, portfolios, and solutions you need — all around the world. Lean into these capabilities to accelerate your journey.

Access the experience and ecosystem you need to drive change.

No matter where you are on your product transformation journey, collaborating with OEM Solutions and our broad partner ecosystem can get you there faster — and more profitably and sustainably.

Augment your expertise

Access talent and expertise that's almost impossible to acquire on your own. Our team of 1000+ specialists aligned to OEM Solutions customers brings together the range of expertise you need to accelerate ideas from concept, through commercial success. Our 280+ partners extend our capabilities, providing additional design, integration and deployment services as well as access to third party components.

Embrace new business models.

No matter where you are on your journey, we can help you explore, design and develop innovative solutions and embrace new business models, including making a shift to as-a-Service model to drive your sustainable growth.



Focus on your solutions.

Trust our experts to solve complexity.

Product experts

Dedicated system architects and engineers.

Program managers

Our dedicated program management team can help you navigate complexity in the design and fulfillment of your solution.

Procurement specialists

With established suppliers and channels to acquire parts, certify and deliver solutions.

Service experts

Available next day service and support virtually anywhere in the world.

Financial consultants

Providing innovative means to maximize your precious working capital.

Ensure cyber resilience from edge to multcloud.

Dell Technologies takes a holistic and multifaceted approach to protect our solutions and earn our customers' trust.

Threats are everywhere. Bad actors work tirelessly to exploit vulnerabilities. It's critical that your technology provider is helping to protect your data, infrastructure and operations – and is acting with integrity.



Supply chain security and integrity

We operate one of the world's most reliable and secure supply chains, and we have extensive protocols in place to prevent the malicious introduction of counterfeit components and malware.

- Vetted and validated component suppliers
- ISO 9001 certification for quality control practices at all global manufacturing sites
- SCV (Secured Component Verification) available with PowerEdge servers and select client solutions offerings
- SDL (Secure Development Lifecycle), and more



Physical security

For customers requiring advanced physical security, we offer encryption, chassis locks, rugged enclosures and firmware lockdowns that ensure sensitive data remains protected.

- Military-grade encrypted drives
- Anti-tamper protection on packaging
- Container seals and tracking
- Chassis intrusion sensors
- Air-gapped data protection solutions



Zero Trust

Dell Technologies takes a Zero Trust approach to cybersecurity with platforms and processes engineered to be intrinsically secure.

- Silicon root of trust
- Firmware protection (NIST 800-193)
- Advanced detection and response
- Threat modeling and vulnerability assessment through testing
- Partnerships

Accelerate sustainable product development through partnership.

We know sustainability is at the top of your your agenda and your customers' requirements. We share that commitment and can help you achieve your goals with an eco-friendly portfolio of power-efficient products built with sustainable materials, sustainable packaging and services such as asset recovery and recycling.

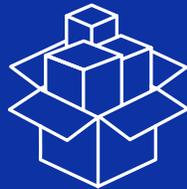
Driving Sustainable Innovation

Embedded across all areas of our business, sustainability is core to who we are. Continuous innovation in our products, packaging, and supply chain enables us to drive the change we need, the progress you want, and the results end customers demand.



Energy-Efficient Products

Dell Technologies has the industry's widest portfolio of product types that have achieved the EPEAT Climate+ designation. Eighty percent of Dell Servers have achieved the designation.²



Sustainable Materials

By 2030, 100% of our packaging and more than 50% of our product content will be made from recycled, renewable or reduced carbon emissions material.³



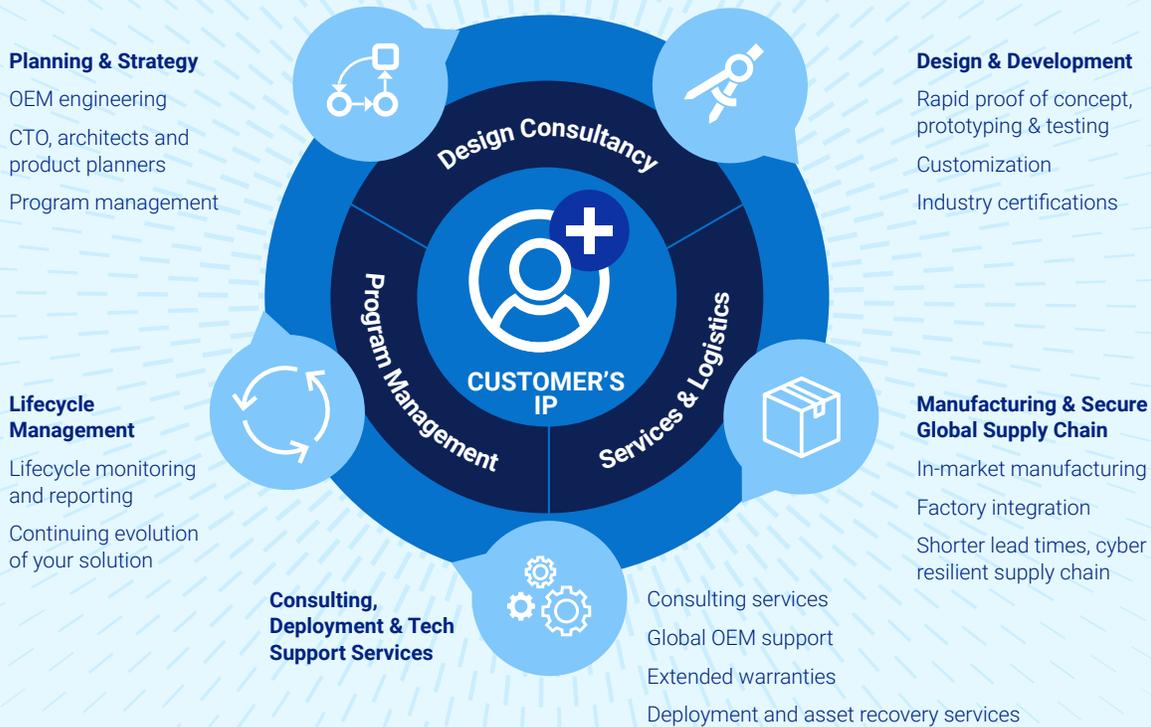
Responsible Asset Retirement

Through our asset recovery service, OEM customers can seamlessly transition from old technology to new technology. By 2030, for every metric ton of our products a customer buys, one metric ton will be reused or recycled.³



Accelerate from idea to impact, now.

Our OEM Solutions team simplifies every stage of your product lifecycle.



Planning and Strategy

Engage in “Art of the possible” discussions with our CTOs, product architects, engineers and program managers to evaluate your design requirements, architecture options, go-to-market strategy, lifecycle management, deployment strategy, and services.

Design and Development

The OEM Solutions product, program and engineering teams work with you to help create innovative designs, accommodating any unique requirements your solution has. From customizing for individual markets to building with pre-certified technology, we solve challenges that would otherwise slow you down.

Manufacturing and Secure Global Supply Chain

Shorten time to market by manufacturing locally, which takes much of the shipping and logistical challenges out of the equation. Our resilient,

secure supply chain covers every phase of your product’s lifecycle. Its worldwide scale and diverse capabilities drive numerous benefits including a more advantageous cost position, speed, continuity of supply, security, and sustainability.

Consulting, Deployment and Tech Support Services

Our comprehensive professional services de-risk and accelerate your solution development and deployment. With 24/7/365 global tech support services and a dedicated OEM queue, we deliver rapid response times and a quick resolution of issues for you and your customers. Asset recovery services simplify product transitions.

Lifecycle Management

Our program management team works with you to understand your timelines, planning, and strategy. We build trust and long-term value by integrating our plans and team into yours so we’re both prepared for changes such as a new generation of products.

Eager to lead the AI era? Ready to rethink the status quo?

Now is the moment. Dell Technologies OEM Solutions is the partner.

Contact your OEM Solutions representative today or visit: [Dell.com/OEM](https://www.dell.com/oem)

