

Dell AI for Telecom Certification Program Solution Brief

Delivering Innovation without Boundaries for Telecom AI Solutions

The Challenge

For communications service providers (CSPs), successfully adopting AI solutions requires more than just deploying software. They must ensure that these solutions are interoperable with existing telecom infrastructure and access data from across the network while complying with a dynamic regulatory environment. Likewise, for Independent Software Vendors (ISVs) with AI for telecom solutions building credibility and establishing trust in a crowded and competitive market is critical to gaining customer attention. Without a structured framework to validate their AI

solutions, these ISVs are at risk of being overlooked by CSPs seek innovative solutions that help them drive revenue and realize operational efficiencies.

Telecom AI Certification

Accelerating the qualification and adoption of new AI solutions evaluating the AI ecosystem in a secure test environment with the latest Telecom AI solutions

Access to the Latest Telecom AI Platforms with testing focused on

- Use Case Driven
- Performance and Stability
- Maintainability and Compatibility
- Hardware Impact
- Standards Based

The Solution - Dell AI for Telecom Certification Program

The Dell AI for Telecom Certification Program addresses these challenges by empowering Telecom AI ISVs with a credible path toward market differentiation and accelerated adoption. By certifying their AI solutions on Dell's cutting-edge infrastructure, vendors gain the recognition and ecosystem access required to thrive in the dynamic telecom industry. The program leverages the cutting-edge infrastructure, automated test platform, and comprehensive test tooling found in the Dell Technologies' Open Telecom Ecosystem Lab (OTEL).

The certification program is designed exclusively for

Telecom AI ISVs at all stages of growth – from start-up to established companies – to validate and optimize AI solutions for CSP environments. By testing on Dell's telecom-grade hardware, the program ensures performance and compatibility with leading telecom infrastructure.

The program encompasses two key certification stages:

- **Telecom AI Self-Certification** – Focused on basic integration, function, and stability testing within Dell's OTEL.
- **Telecom AI Solution Certification** – Advanced testing simulating CSP environments to validate solution use case readiness, scalability, performance, stability, and industry compliance requirements.

Key Benefits

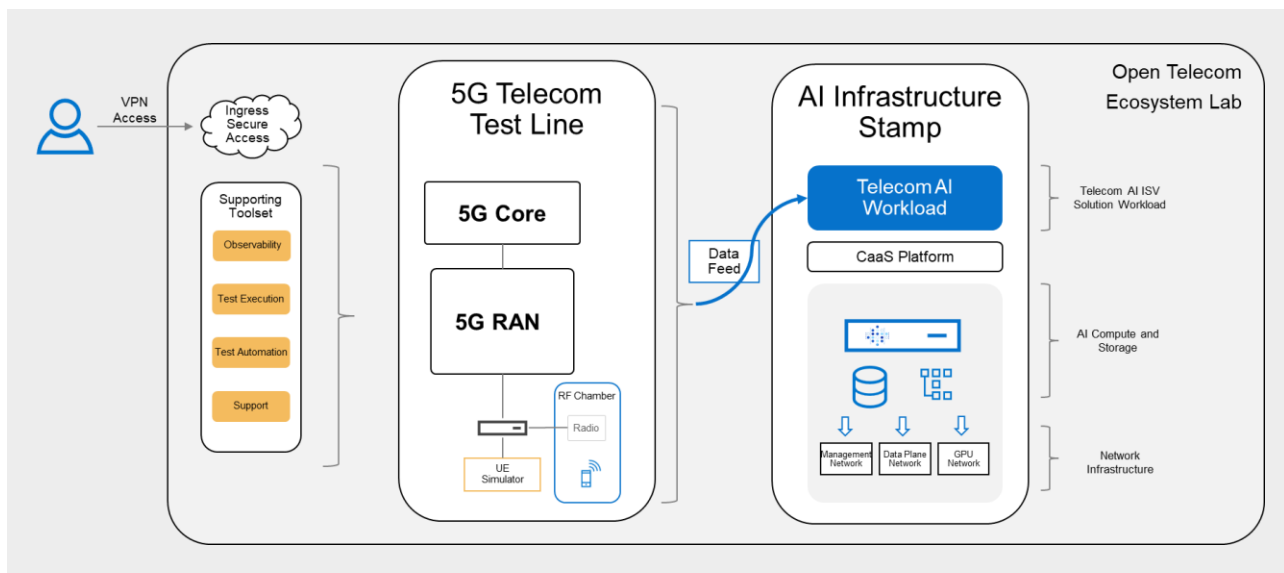
Gain Industry Credibility and Trust - Certified vendors gain credibility, supported by the reputation of Dell Technologies, a leader in telecom AI hardware and software. Our comprehensive testing assures that solutions meet the highest standards for reliability, security, and interoperability—building trust with CSPs as they vet new technology partners.

Unlock Access to Advanced Dell AI Infrastructure - Certified ISVs can leverage Dell's advanced telecom-grade infrastructure to support innovative technologies like 5G and Edge AI. Program benefits include access to the latest Dell AI telecom servers such as the PowerEdge R760xa Servers with NVIDIA L40S GPUs, designed for AI-ML/DL training, inferencing, and telecom applications. OTEL provides vendors remote, secured access to our lab facilities to validate and refine their telecom AI solutions.

Differentiate Solutions and Drive Growth - Stand out in a crowded market by earning the Dell Technologies Telecom Certified badge, showcasing your readiness to tackle complex telecom challenges. Collaborate with CSPs to unlock the value of their existing data, demonstrating how AI can drive new services, enhance customer experiences, and improve network quality.

How It Works

To begin your certification process, register for the program by applying through Dell's online telecom certification application request. Once approved, you'll gain access to exclusive testing environment in OTEL where you can test your solutions on Dell telecom-grade AI servers designed for CSP needs. After successful completion of certification, you'll earn the official "Dell Technologies Certified" designation. As a certified partner, you'll join a growing ecosystem, be able to network with industry leaders, and showcase your solutions alongside other top-tier partners.



Dell Telecom AI Solution Certification Test Line in OTEL

Why Certify with Dell in OTEL

Dell's Open Telecom Ecosystem Lab serves as a dedicated environment where Telecom AI ISVs and other partners can collaborate, innovate, and validate their solutions as part of the Dell AI for Telecom Certification Program. OTEL provides a secure environment purposely built for bringing together ISV's and CSP to create the AI solutions of tomorrow. It provides a comprehensive suite of tools designed to support the development and testing of telecom-specific AI applications. By utilizing OTEL, partners can optimize their solutions, integrate with simulated CSP networks, and accelerate the certification process. OTEL fosters a production-like environment that empowers partners to refine their offerings, address real-world CSP challenges and drive meaningful industry transformation through certified AI solutions.

Empower Your Telecom AI Journey with Dell Certification

Partnering with Dell Technologies, a trusted leader in telecom AI solutions, gives you the competitive edge needed to excel in telecom AI. Dell's expertise and innovative solutions can help drive progress, boost system performance, and turn the challenges faced by CSPs into opportunities for growth and innovation.

The Dell AI for Telecom Certification empowers Telecom AI ISVs to meet critical strategic goals. It helps establish industry-wide credibility through a trusted certification while accelerating go-to-market efforts by aligning with Dell's infrastructure to fast-track AI adoption. It also provides access to advanced resources, leveraging Dell's infrastructure to optimize, test, and enhance AI capabilities.

By joining the Dell AI for Telecom Certification Program, you can build credibility, gain access to cutting-edge resources, and establish trust with CSPs. Take the lead in transforming the telecom industry by becoming a certified Dell Technologies Telecom AI partner.

Sign up for the Dell AI for Telecom
Certification Program online



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