D¢LLTechnologies

Accelerate Al Outcomes with Dell Services

Drive Breakthrough Results with a Proven Al Ecosystem Tailored for Telecom



Achieve tangible value and breakthrough transformation

Generative AI (GenAI) holds tremendous potential for transforming the telecom industry, particularly in unlocking greater insights and value from the vast amounts of data generated by communications networks. However, like any emerging technology, its true organizational value is realized only by tailoring GenAI solutions to meet the unique demands of telecom operations.

The Dell AI for Telecom program is specifically designed to accelerate AI innovation for Communications Service Providers (CSPs). It offers a comprehensive portfolio of AI-optimized technologies, validated solutions, and expert services that seamlessly integrate with open ecosystems. By leveraging Dell's expertise and best practices, CSPs can achieve faster AI deployment and improved operational outcomes.

Dell AI experts become your experts

Dell AI experts specialize in helping CSPs succeed. With AI skills in high demand but oftentimes scarce, Dell Professional Services deliver the critical AI building blocks needed for telecom-specific challenges. Whether optimizing network efficiency, enhancing customer experiences, or monetizing at the Edge, Dell supports CSPs at every step of their AI transformation. Through innovation and a robust portfolio, the Dell AI for Telecom program ensures CSPs are equipped to maximize opportunities in an increasingly data-driven and competitive market.

Momentum for GenAl continues to grow, don't let challenges slow you down

GenAl opportunities

77%

GenAl will have the largest impact on their organization of all emerging technologies¹

\$1 Trillion In productivity gains by 2026, driven by GenAI powered skills as adoption accelerates²

Top GenAl challenges organizations face³

39%

31%

Lack expertise and skills

Concerned with data quality

¹ KPMG, Generative AI: From Buzz to Business Value, May 2023
² IDC, IDC Predicts GenAl-Powered Skills Development Will Drive \$1 Trillion in Productivit Gains by 2026, 12 Dec 2023

³ ESG, Beyond the Hype: Real-world investments, use cases & concerns, Aug 2023

We work alongside you to build a strategy and roadmap, validate and securely managed data to power AI, implement, train, validate and support GenAI models and simplify operations close skills gaps for maximized ROI of AI solutions for Telecom



Forbes named Dell Technologies among best Management Consulting Firms



Deep expertise from strategy through adoption accelerates time-to-value



Over 44TB of telemetry data per day to help you achieve digital transformation*

Accelerate telecom GenAl outcomes and ensure long-term success with help at every stage from Professional Services

Strate	gy 🛱 Data	Platform	Model/ Use Case	Operate & Scale
OUTCOMES				
Gain consens on a defined strategy & roadmap	Al securely manage	Quickly establish an operational Al platform, primed for innovation	Accelerate time to value of prioritized AI use cases	Simplify operations and close AI skills gaps for maximized ROI
STRATEGY	 Rely on proven methodology to assess your current state and define your ideal future state, with prioritized use cases and an actionable roadmap that aligns business stakeholders and objectives. Streamline business and technical processes through an established process optimization with value stream mapping approach. Promote individualized adoption of new GenAl tools within your workforce to drive optimal results. 			
DATA	 Identify data security threats throughout the lifecycle to mitigate risk and improve resiliency. Prepare enterprise data for Large Language Model integration and ensure data integrity. Leverage deep expertise with data to accelerate time to value of an optimized Dell Data Lakehouse platform to support modern data analytics and help drive Al value. 			
PLATFORM	 Experience seamless integration of new AI technology, with expert guidance to assess your environment and deploy solutions to meet unique needs, quickly establishing an operational platform for model inferencing/customization/training aligned to Dell AI for Telecom solutions Eliminate costly, time-consuming data preparation and model training efforts. Enhance efficiency, automate outcomes, and integrate GenAI across service management workflows and the ServiceNow platform. 			
Model/ Use Case	 Accelerate time to value in achieving business outcomes aligned to specific use cases, with configured large language models that meet your business requirements. Enable rapid GenAl prototyping in a cost-effective, low-risk sandbox environment. Enhance developer and infrastructure efficiency of validated model containers, capitalizing on the immense benefits of the new Llama 3.1 model. Maximize the value of your investments by quickly getting GenAl tools into the hands of end users and driving readiness. Transform self-service and boost operational efficiency with digital assistants, leveraging an end-to-end solution and expert guidance that is tailored to your business. 			
Operate & Scale	 Realize greater value from GenAl investments by ensuring employee understanding and utilization is optimized from the start. Simplify operations and drive Al workloads with experts to fully manage your GenAl environment. Extend capabilities and skills to drive GenAl initiatives forward and keep infrastructure running at peak efficiency. Up-level internal IT skills through learning courses and certifications to ensure future success. Benefit from proactive, predictive, and personalized support for your Al infrastructure. 			



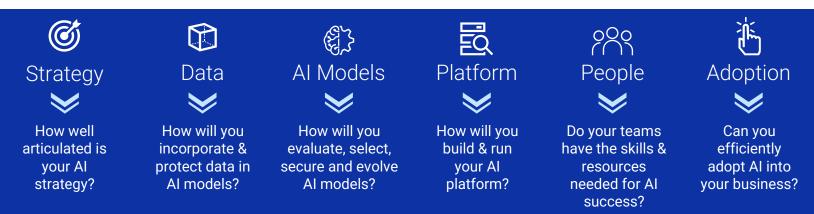
Effortless Deployment and World-Class Support for Telecom Edge Al Solutions

Dell's ProDeploy and ProSupport services for Dell AI for Telecom edge solutions are designed to simplify and accelerate your deployment process. Benefit from 24x7 direct access to in-region ProSupport engineers and proactive monitoring, including predictive hardware alerts.

With expert technicians handling rack, stack, cable, and label, plus system software installation and configuration, your Edge AI infrastructure is set up precisely to your needs. Additionally, next business day onsite repairs and comprehensive project management ensure a seamless transition from deployment to ongoing support. From site readiness reviews to packaging disposal, Dell's services handle every detail, enabling CSPs to monetize AI at the edge faster and more efficiently.

How ready is your organization for AI?

Achieving tangible business value from AI requires a well-defined strategy and actions that need to be taken to achieve objectives. Dell Services experts will help assess your organization's state of readiness across key dimensions of AI.



Start developing a point of view on how AI will drive business value

Talk to a Dell expert today, whether you're just getting started or looking to accelerate high-value AI use cases, Dell Services will help you wherever you are in your AI journey. Not sure how to get started? **Dell Accelerator Workshop for GenAI** might be a great first step. This half day workshop is a great way to uncover how your business will achieve maximized benefits from AI.

^{**} Based on internal Dell Technologies numbers, November 2023.



Learn more about Professional Services for Generative Al



<u>Contact</u> a Dell Technologies expert



Join the conversation with #DellTechnologies



^{*} Based on Dell analysis, August 2023