5G offers Communication Service Providers (CSPs) the potential to go beyond connectivity and open new revenue streams by delivering new services to enterprises across all industries. Dell Technologies has created a collaborative network of teams, resources and facilities to accelerate time to value for every stakeholder in the 5G future.

**STRATEGIC ALLIANCES GROUP ENABLEMENT**

- Act as intersection between ecosystem partners and Dell Technologies
- Quickly form new partnerships with market leaders and innovators
- Identify new opportunities to co-innovate with Dell Technologies teams and labs
- Develop new, ready-to-deploy offerings that work with Dell technology
- More certified and validated solutions from the lab to the marketplace

**SOLUTIONS CO-creation SERVICES (SCS)**

- All-in-one incubator for co-created solutions — from ideation to market launch
- Combine technologies, collaborate, and capture new market opportunities
- Build and test solutions in production environments and state-of-the-art facilities
- Create sales collateral and marketing campaigns for co-created solutions
- Potential to tap into Dell Technologies sales, service, and support teams

**OPEN TELECOM ECOSYSTEM LAB (OTEL)**

- State of the art virtual and physical labs and flagship facility under construction in Round Rock, TX
- Build and test customer-centric new solutions in production-like, vendor-neutral environments
- Develop and demonstrate custom solutions to CSPs and partners in a controlled and secure environment
- Facilitate experimentation and learning with access to cutting-edge resources
- Reduce risk and develop certified, secure solutions that capture 5G’s potential for CSPs

New OTEL facility opening in 2022, Round Rock, TX

Building 5G’s open future together

Collaboration and co-innovation are the key to maximizing 5G opportunities and accelerating time to value. Find out how our expert teams, research facilities and technical resources can help you monetize your investment and take your place in the 5G future.

Speak to an expert today