

# The Limitless Potential of Innovation at the Edge

Designing solutions for the intelligent edge  
with end-to-end portfolio and capabilities.

OEM Solutions



# The limitless potential of innovation at the edge



Edge represents a growing market opportunity with limitless potential.

Bringing technology to the edge helps enterprises collect data closer to the source and generate valuable insights faster. It also helps overcome latency associated with transferring large data volumes.

We know that 75% of organizations plan to increase their edge spending over the next two years with an average increase of 37%.\* Now is the time for innovation at the edge.

In this brochure, you will find research insights on trends in edge and OT (operational technology) marketplace and explore how Dell Technologies OEM Solutions edge portfolio and capabilities can help you design your breakthrough solutions for the edge.

\*IDC Press Release, Edge Solutions Will Continue to Receive Strong Investment Support Over the Next Two Years, According to the IDC EdgeView Survey, April 2022.

**Now is the time for  
innovating at the edge**

## **What can OEM Solutions do for you?**

By partnering with Dell Technologies OEM Solutions and Intel, you will have access to the latest edge technology and capabilities. OEM Solutions has been delivering high-performance, reliable and expertly engineered technology and services backed by decades of global experience in 40+ verticals. Whether you're designing solutions for the manufacturing floor, an oil rig or retail stores, you will help customers generate insights where they need them most, with the security they demand. These solutions will create new opportunities, accelerate your time to market and help drive growth for your business.





# Trends and considerations at the edge

The events of the last several years have driven dramatic business and technological transformation, stretching technology and solution providers. These conditions favor those who can adapt. Edge computing, in particular, has been gaining importance as a point of strategic value creation across all industries, driven by dramatic explosion of data at the edge and advances in connectivity technologies such as 5G.

Designing for edge environments requires many considerations, including system hardening, manageability, regulatory compliance, certifications, and customizations. Edge environments require purpose-built technology that can operate in unfavorable environmental conditions or where the space is at a premium. In addition, solution builders need to account for new heterogeneous computing architectures at the edge and for ensuring cyber resilience and security.

Solution builders designing for the edge need a strong technology partner like Dell Technologies OEM Solutions who can help them drive innovation and accelerate time to market. OEM Solutions has been helping customers design solutions for edge and OT environments for 22+ years across 40+ industries and provides a wide range of capabilities, architectural choices, and broad portfolio for the edge – along with an access to a broad partner ecosystem.



**Focus on innovation while we design the infrastructure to help you succeed.**





# New technologies at the edge

According to extensive research conducted by VDC in 2022\*, Edge infrastructure and devices must support key modern technologies to meet market needs. 5G, embedded AI, containers, virtualization and HCI are crucial in handling today's data loads and cyber risks. They enable innovation at a scale not seen before across many industries.

## Edge is Driving High-Growth Applications and New Use Cases in Every Industry

<b>ENERGY &amp; UTILITIES</b> Real-time Activity/Safety Monitoring, Equipment Condition Monitoring, Smart Meters	<b>HEALTHCARE</b> Connected Healthcare, Digital Pathology, PACS, Latency-sensitive Front-line/Bedside Diagnosis	<b>INDUSTRIAL AUTOMATION</b> Autonomous/Smart Manufacturing, Cloud-based SCADA, Connected Supply Chain, Robotics
<b>MARINE</b> Environmental Monitoring/Protection, Offshore Automation, Ship Condition Monitoring	<b>MILITARY &amp; DEFENSE</b> Distributed Electronic Warfare, Facility Security/Automation, On-Vehicle/Ship/Airplane Computing	<b>RETAIL</b> AI-powered Loss Prevention, Augmented Reality Shopping, Customer Tracking, Personalized Advertising
<b>SAFETY &amp; SECURITY</b> Automated Threat Identification, People/Object Detection, Intelligent Access Control	<b>TELECOMMUNICATIONS</b> Virtualized 5G Wireless Access, Private Cellular Networks, Hyperscale Computing	

\*VDC Solutions, 'Design resilient solutions for an operational edge', August, 2022.



### 5G Accelerates Innovation

With 5G, long-range cellular data transport is radically expanding and enabling a variety of solutions at the edge. This transformative technology can support the near-real-time transmission of heavy data streams to enable advanced industry or mission-critical applications.



### Expanding AI Ecosystems

AI is a crucial component of emerging technology and industry solutions impacting every layer of the OT/distributed and IT edge. AI developer ecosystems and their frameworks are expanding with a focus on support for resource-constrained edge systems.



### Security and Cyber Resilience

Security and cyber resilience trends are impacting business at every level as data protection needs to be ensured at all stages. A trusted supply chain, operations, and services support from technology platform providers are crucial to scale security solutions/management with more and larger deployments.



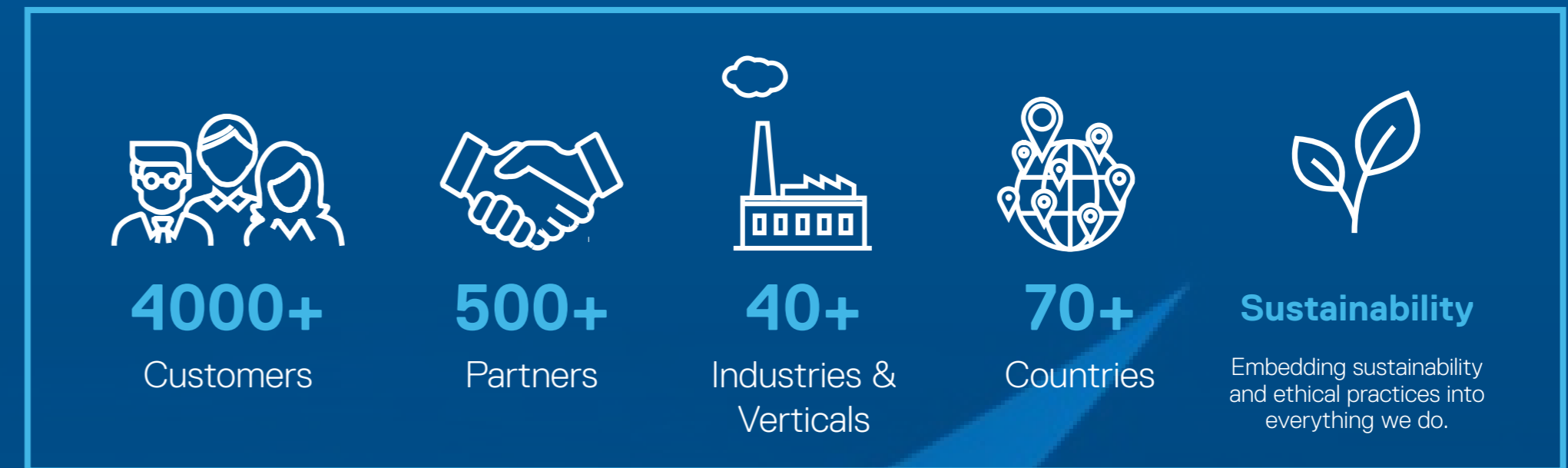
### Consolidation with Hyper-converged Infrastructure Systems

An ever increasing number of solution providers are looking to modernize their solutions by leveraging the latest HCI technologies. These solutions provide benefits such as infrastructure consolidation, simplified management and high levels of automation. Also, these solutions enable repeatable customer designs with continuous full-stake lifecycle management, resulting in enhanced operational experience with reduced risk.

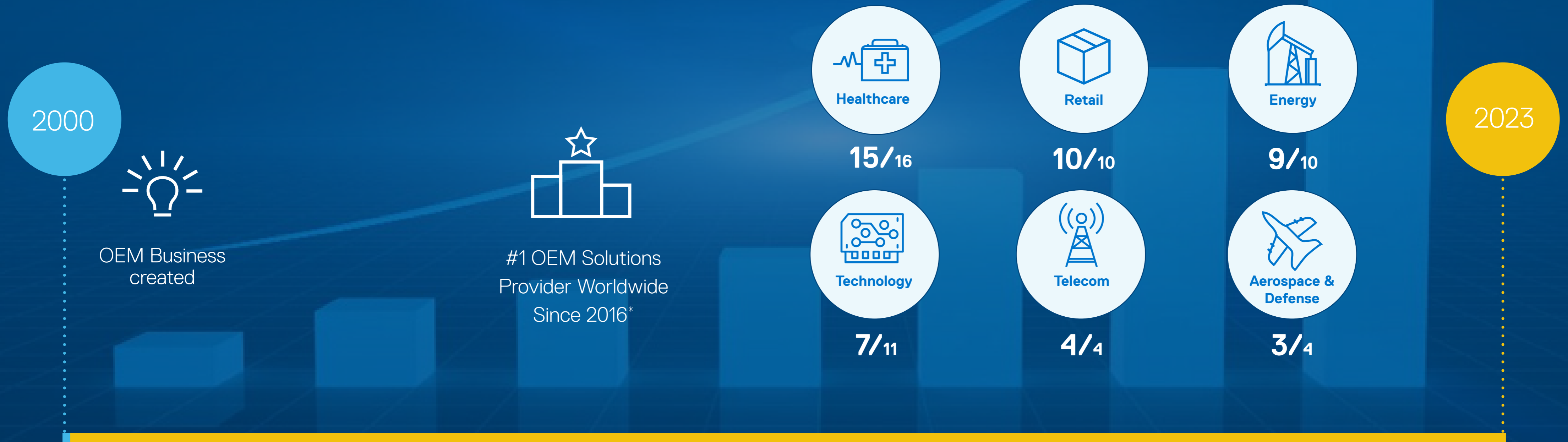


# Helping accelerate your journey at the edge

With over 22 years' experience delivering high-performance, reliable and expertly engineered technology in over 40 industries, Dell Technologies OEM Solutions helps customers drive human progress through intelligent innovation at the edge.



**81% of U.S. Fortune 100 companies use Dell Technologies for their edge solutions.\*\***



\* Global Share, VDC Research, Worldwide OEM Solutions Provider  
\*\* Dell Technologies analysis of U.S. Fortune 100, June 2022





# OEM Solutions product offerings

## Expertise from end to end.

Dell Technologies OEM Solutions and Intel® are redefining how solution builders bring products to market. Your unique products require unique solutions. OEM Solutions offers end-to-end expertise, support, and a global network of top-tier partners. Together, we can turn your ideas into the next generation of OEM customer-influenced, tailored, and fully customized solutions.

### STANDARD



#### Dell Standard

Off-the-shelf  
Dell products

### OEM UNIQUE



#### OEM-Ready

De-branded,  
Re-brand Ready



#### XL | XE

Stability, Longevity  
& Visibility



#### Industrialized

Industrialized  
Durability

### CUSTOM



#### Custom

Making Your Ideas  
a Reality

### Whatever it takes, our engineers help to make it real

Pre-Sales · Engineering · Product Application Engineering (PAE) · HW/SW Architects · CTO

### Intel® Xeon® Scalable processors

Amazing performance and built-in AI acceleration for faster analytics, processing of more images or video streams, and more powerful AI in IoT deployments at the edge.

Built-in hardware-based security helps protect critical code and private data from tampering or interception by malware or hackers, a particular challenge in dispersed IoT deployments at the edge.





# A portfolio designed for the edge

The Dell portfolio includes products hardened for extreme conditions and elegantly packaged for in-field deployments, where space is at a premium.

Small & mighty desktops  
Compact solutions for leading performance.

OptiPlex 7000 Micro



[+](#) Learn More

Compact, rack-to-tower workstations  
Reliable and intelligent performance equal to any workload.

Precision 3930 Rack,  
3260 Compact,  
3660 Tower.



[+](#) Learn More

PowerEdge XR rugged servers  
Telco to marine short-depth servers  
purpose-built for the edge.

PowerEdge XR4000,  
XR11, XR12, XR2.



[+](#) Learn More

Edge gateways  
Connecting OT/IT environments  
and extracting value from data.

Edge Gateway  
3200 and 5200



[+](#) Learn More

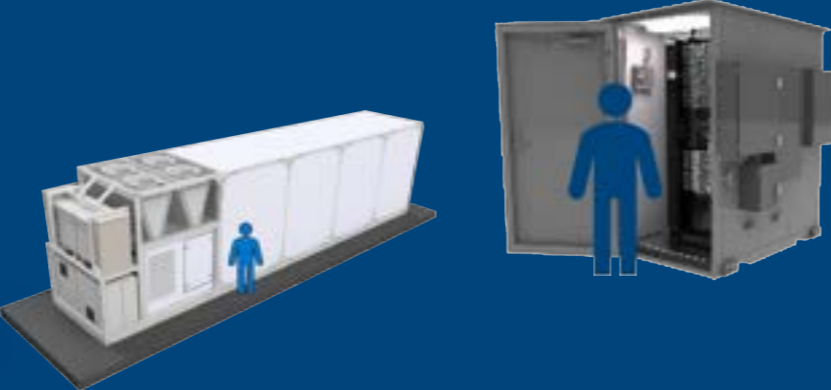
LOW HIGH DEGREE OF INDUSTRIAL RUGGEDNESS

PowerVault,  
Unity XT,  
PowerStore,  
PowerScale,  
VxRail,  
PowerProtect Data  
Manager Appliance



Storage and data protection  
for the edge  
Store, protect and get the most from your data.

[+](#) Learn More



Modular data centers  
Purpose-engineered modules to offer scalable  
data center capacity anywhere needed.

[+](#) Learn More

OptiPlex XE4 Tower and  
Small Form Factor



Industrialized PCs  
Intelligent, industrial-grade desktops built for  
ultimate stability, expandability and performance.

[+](#) Learn More

Latitude 5430,  
7330, 7230



Rugged, mobile laptops & tablets  
Ultimate productivity in field and  
harsh industrial environments.

[+](#) Learn More





# Our customers are unlocking benefits at the edge

OEM customers are different. That is why, in addition to offering Dell Technologies standard products, we have specially tailored offerings that cut it where others cannot.



## Healthcare Anke - protecting health with new generation CT systems.

Watch how Anke and Dell Technologies OEM Solutions developed a new generation of medical imaging CT systems and enhanced product performance, stability, after-sales customer support and time to market.

## 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.



## Safety & Security Softonnet

### - making travel easy and safer in airports.

Softonnet - focuses on building edge solutions that combine video analytics and safety with AI technology for more intelligent and safer air travel. By choosing Dell Technologies OEM Solutions, Softonnet improved passenger flow speeds by 20%. [Read customer story](#)

## 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](#)



## Energy - Siemens - making buildings smarter with edge technologies.

Siemens designed 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.

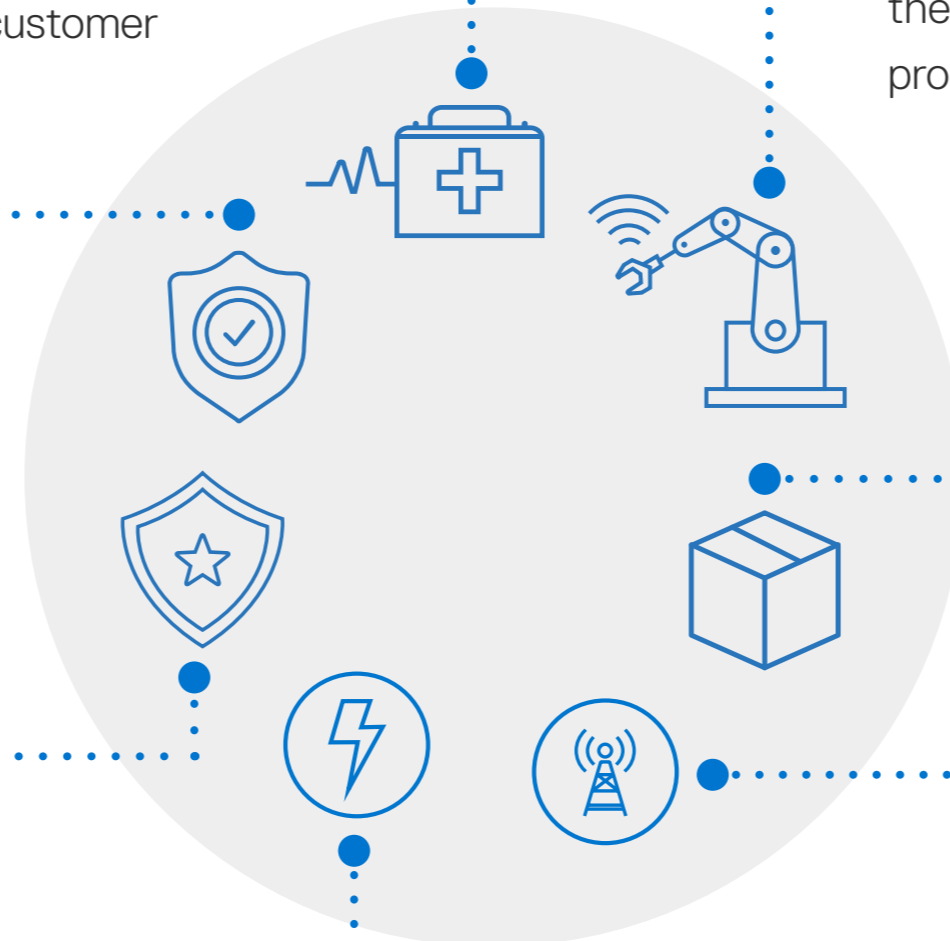
## Retail Deep North - designing computer visualization solutions for the edge.

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 retail and airports.



## Telecom - Ericsson

Ericsson partners with Dell Technologies OEM Solutions and Intel to deliver the Ericsson Private 5G solution to support customer's edge applications, reducing latency and improving performance. This partnership helps drive automation, improve worker safety and achieve greater agility. [Watch video](#)





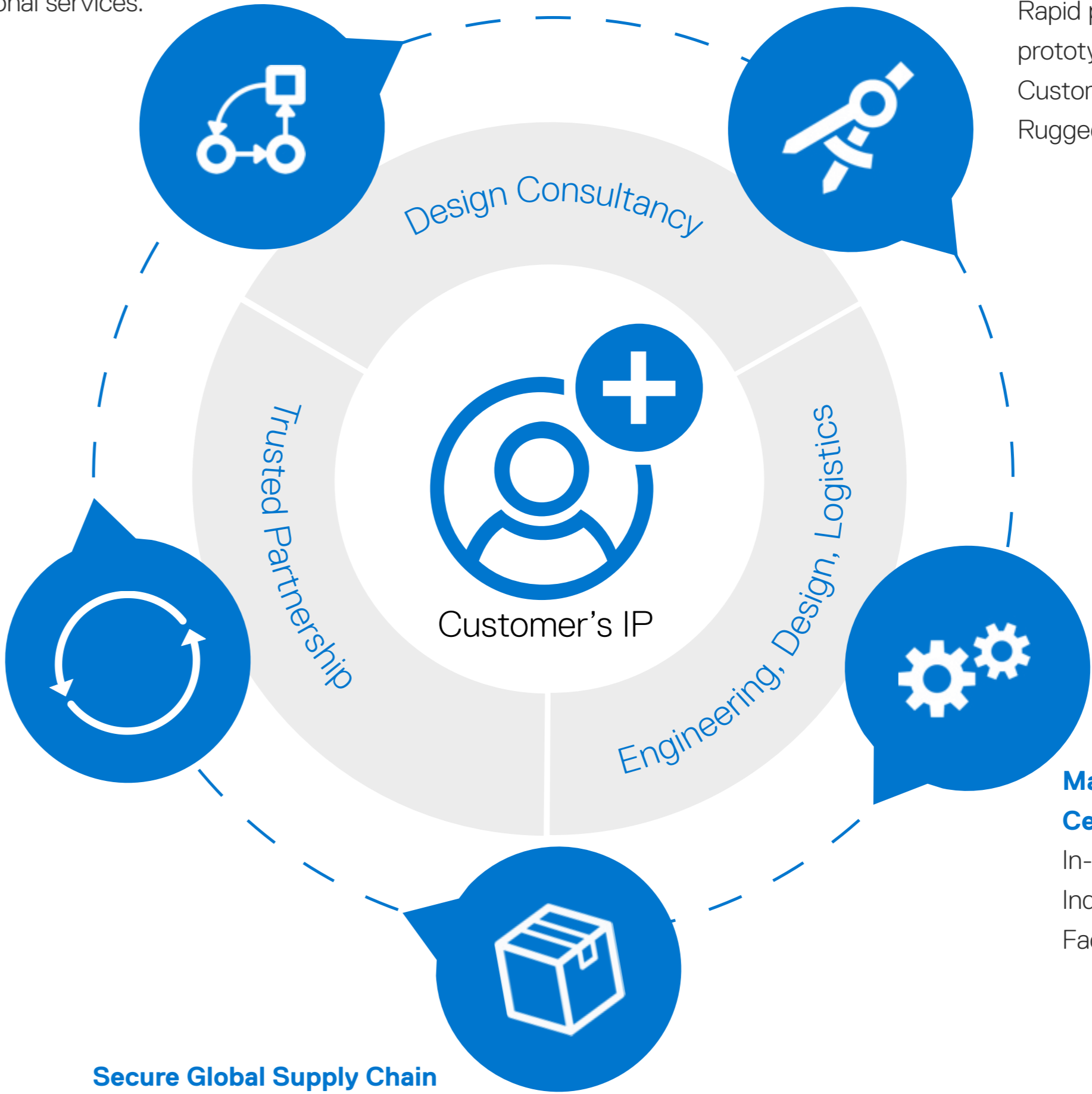
# Partner with OEM Solutions to accelerate your ideas into innovations at the edge

**WE CAN HELP YOU:**

- ◆ Create innovative designs at the edge, accommodating unique customer requirements. Leverage our broad portfolio of products purpose-built for the edge and based on the latest Intel technology.
- ◆ Focus on your IP and competitive differentiation, not the underlying infrastructure.
- ◆ Shorten time-to-market with a dedicated global OEM Solutions team, extensive partner ecosystem and global world-class supply chain and services.
- ◆ Customize your solution when standard off-the-shelf offerings do not meet the need.
- ◆ Give your customers a tier-1 quality customer experience across the globe.
- ◆ Meet your environmental and societal goals by working with a vendor that embeds sustainability and ethical practices into everything we do.

**Planning & Strategy**  
 Dedicated OEM engineering and program management. Professional services.

**Design & Development**  
 Rapid proof of concept, prototyping & testing. Customization. Rugged and long-life systems.



**Support & Lifecycle Mgmt.**  
 Lifecycle Mgmt. Global OEM support. Extended warranties. Lifecycle and roadmap views.

**Manufacture & Certify in Region**  
 In-market manufacturing. Industry certifications. Factory integration.

**Secure Global Supply Chain and Deployment**  
 Shorter lead times, reduced costs. Resilient supply chain. Deployment services.





You want to grow your brand, create exceptional customer experiences and be competitively differentiated. That is why Dell Technologies OEM Solutions provides technology and capabilities to allow you to focus on what you do best – innovating.

Visit [www.Dell.com/OEM/Edge](http://www.Dell.com/OEM/Edge) to learn more or **contact** your sales representative.