

Fueling innovation in power management with Dell NativeEdge

Working together, Eaton Corporation and Dell Technologies are helping organizations optimize edge investments and improve energy usage, reliability and sustainability.

Business needs

For Eaton Corporation customers, it's challenging to deploy applications across diverse devices and technologies at the edge. This creates operational inefficiencies, inconsistent experiences and the potential for operational disruptions.

Business results



Address the challenges of scaling, managing and securing the edge with Dell NativeEdge.



Enable secure, consistent deployment and lifecycle management of applications at the edge.



Accelerate application deployment across the entire edge estate with single-click, remote automation.



Elevate security with NativeEdge's zero trust security enabling technologies.

Solutions at a glance

- [Dell NativeEdge](#)

Eaton Corporation (Eaton) helps each of us every day. By serving high-stakes industries that depend on reliable power management, Eaton helps power our world, including hospitals, transportation, factories and data centers. That's how Eaton works silently in the background to enhance our daily lives—enabling more reliable, efficient, safe, and sustainable power.

Many of Eaton's customers are leveraging the edge estate to use near real-time data and insights to improve operations. Recently, Eaton recognized a key customer challenge in navigating the disparate technology and devices that are commonplace at the edge. Diverse technology landscapes hinder the deployment of applications—especially across the large sprawl of edge devices—introducing the potential for operational inefficiencies and disruptions. Despite this challenge, high-stakes industries strive to operate with zero unplanned downtime. That's because, around the world and 24/7/365, critical industries rely on effective power management capabilities.

“ Eaton's DITPM software and Dell's NativeEdge work together to mitigate risks, improve operational efficiencies and optimize energy use for our customers no matter their size, structure or industry.”

Martin Winter,
Senior Manager, Eaton Corporation

Eaton turned to Dell Technologies for help in addressing the inherent challenges of diverse and distributed edge environments. Dell's NativeEdge provided a way to securely scale, optimize and simplify edge application deployment and lifecycle management. Working together with Dell Technologies and using Dell NativeEdge, Eaton simplified the deployment of its Distributed IT Performance Management (DITPM) software, part of its Brightlayer Data Centers.

Big reach means big impact.

Eaton is a well-known global brand. It serves over 175 countries and multiple industries with more than 85,000 employees and revenue of around \$21 billion per year. Eaton's global footprint helps organizations scale, manage and secure the edge in high-stakes industries. With this impressive reach, Eaton's capabilities create a big impact.

This big impact is matched by Eaton's commitment to helping organizations transform as electrification and digitization reshape the future. Eaton's DITPM software provides modules to view real-time reports, trend charts and dashboards; automate device response and graceful shutdown during critical power events; receive real-time alerts; and troubleshoot and resolve equipment issues remotely. DITM capabilities help Eaton customers avoid unforeseen disruptions that can lead to operational failures and other adverse consequences.

With Dell NativeEdge, Eaton's DITPM capabilities can be easily and consistently deployed and managed across a large number of edge devices, allowing customers to scale their edge operations for any edge use case. "Eaton's DITPM software and Dell's NativeEdge are complementary solutions that work within the inherent sophistication and complexity of industrial edge operations. Together, the solutions help mitigate risks and provide a comprehensive and streamlined approach that optimizes energy use and improves sustainability for our customers no matter their industry, size or structure," shares Martin Winter, Senior Manager, Eaton Corporation.

Centralized orchestration across the edge estate.

In industrial operations, innovation at the edge relies on removing inefficiencies and streamlining manual, time-consuming processes that hinder forward progress. That's important because, across industries, the demand for power keeps growing and gaining operational efficiency is crucial to meet this demand reliably and responsibly.

To gain those efficiencies, NativeEdge and DITPM software can work in tandem within and across heterogeneous infrastructures. For example, NativeEdge's orchestrator centralizes deployment of DITPM software to all edge devices or via an IT administrator who selects specific edge devices from a remote, central location. When there are updates to DITPM, NativeEdge can, via a single click, automatically apply those updates across the edge estate. These capabilities help organizations increase operational efficiencies and allow DITPM to extract meaningful insights that can further enhance operations.



Eaton is committed to accelerating power management capabilities for its customers and NativeEdge is a key component of that journey.

“For us, one of the great things about the NativeEdge platform is that it can be used for edge lifecycle management. Its orchestrator can remotely deploy DITPM software and automate updates on demand and across edge devices,” remarks Winter. “NativeEdge’s standard framework allows our customers to optimize operations and advance sustainability across disparate devices.”

Streamlining scalability.

NativeEdge’s automated, remote orchestration lays the foundation for scalability. By integrating DITPM software into NativeEdge’s application catalog, organizations can leverage data-driven insights throughout an operation, across multiple facilities and enterprise-wide. This scalability allows organizations to achieve next-level operational improvements.

NativeEdge is also helping Eaton achieve scalability. At Eaton, scalability lies in the ability to expand with multiple applications and use cases. This will further elevate Eaton’s capabilities to help customers hasten their digital transformation journey.

“For Eaton, the value of the NativeEdge platform is that we’re going to get scalability across the vast edge estate. Multiple edge applications and use cases will really help Eaton scale alongside Dell NativeEdge and do more to help our customers,” shares Winter.

Securing data.

Across industries and company sizes—and especially in high-stakes industries—data security is paramount. Vulnerabilities are on the rise with an intensifying attack landscape and inherent risks in the edge’s diverse technology infrastructure. By using zero trust technologies, NativeEdge helps secure edge applications, deployment and the entire edge estate. NativeEdge incorporates technologies like Secured Component Verification (SCV), Secure Supply Chain assurance processes and Trusted Platform Modules (TPM) to secure hardware with integrated cryptographic keys.

DITPM software is becoming part of NativeEdge’s application catalog via Dell’s self-certification process. That means NativeEdge’s secure device onboarding and zero-touch provisioning process will install DITPM automatically, consistently and securely. When deploying new edge devices, NativeEdge will help protect devices from unexpected events and system failures. NativeEdge, together with DITPM’s operational risk mitigation for power management, enables a comprehensive security solution for organizations.

“For our edge customers, risk mitigation is absolute—operationally and including applications, software and technology. DITPM helps prevent unplanned operational failures while Dell NativeEdge helps identify and address potential security risks at the edge to provide our customers with real-time prevention,” says Winter.

Powering ahead.

Across industries, Eaton is committed to accelerating power management capabilities for its customers and NativeEdge is a key component of that journey. As such, Eaton and Dell are relentlessly pursuing novel power management applications to be deployed and managed via NativeEdge.



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“From a partner perspective, Dell is very good at supporting Eaton and the total solution. Looking ahead, we also value the NativeEdge program expansion and jointly assisting Dell as it continuously builds the platform,” shares Winter. “NativeEdge will provide a vital solution for many customers because of the breadth and depth of compute that is now happening at the edge. It’s vast and there is a huge need for an edge agnostic platform like NativeEdge.”

“We have a phenomenal relationship and great alignment with the edge team and Dell and have strong peer-to-peer relationships from a technical and sales perspective,” comments Winter. “I could not be happier with the way Eaton and Dell are working together.”

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