Dell Private Wireless with Airspan and Expeto

Validated Design with Airspan Radio Access Network (RAN) and Expeto Mobile Core

Enabling the Enterprise of the future with enterprise mobile connectivity

Summary – What is Dell Private Wireless with Airspan and Expeto?

- A Dell Technologies E2E private wireless validated design built in partnership with Airspan and Expeto

- An "edge-native" solution targeted for the enterprise with features that include enterprise self-services, private/public roaming, and e2e security.

- Designed for simplicity – highly interactable with enterprise IT / OT teams.

- Dell Technologies Telecom-grade, purpose-built hardware designed for small powerful data processing at a small footprint and power consumption.

- LTE C Band and CBRS private wireless capable.

- Dell professional services for private wireless deployment

- Co-creation services from Dell Technologies to connect with B2B opportunities and drive new monetization models in the industry.

With the exponential data growth driven by autonomous infrastructure, Enterprise workloads demand the stringent latency and reliability requirements of Private Wireless solutions. These enhancements are key conditions to bring additional services to expanding industry verticals. Private Wireless solutions enable innovative use cases such as smarter logistics, fleet management, surveillance, asset tracking, quality inspection, and Autonomous Guided Vehicles (AGVs).

CSPs can leverage their knowledge, spectrum, and existing assets to leverage the opportunity to integrate with enterprises, helping them to modernize their IT and OT solutions. They can offer a compelling architecture to drive the next wave of innovation for different vertical segments such as manufacturing, retail, healthcare, smart cities, logistics, banking, and government.

In partnership with Airspan and Expeto, Dell Technologies offers CSPs an e2e-validated solution featuring best-of-breed, telecom-grade components from industry leaders in network transformation. Dell's e2e private wireless solution enables enterprises to evolve with less complexity and reduced time to value. Having Dell as a strategic partner enables CSPs to scale the business opportunities with Enterprises, a segment where Dell has been a successful provider and a trusted partner for a long time.

We also provide a comprehensive suite of services for private wireless deployment to allow CSPs to scale their business by leveraging Dell's extensive presence in the enterprise space.

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Dell Private Wireless with Airspan and Expeto in a Nutshell

What's the value for Enterprises and CSPs?

Enterprises in different verticals understand the need to automate and modernize operations. Among the main adoption factors, a survey with 350 production leaders conducted by Dell Technologies and Intel indicated the following priorities: business continuity, security, consistent data management, agile decision-making, and the ability to compete and stay relevant.

On the operational front, Dell Private Wireless with Airspan and Expeto delivers the features that enable Enterprises to wirelessly connect their IT and OT systems without disruption: seamless handover with public networks, and easiness to manage and operate with self-administered functionalities allowing enterprises to configure and provision the network at the speed of their operations.

CSPs benefit from a multi-tenant repeatable, scalable EMN solution with automated, remote deployment of customer cloud-hosted platform components containing Any-G "mobile core" functions.

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Dell Technologies + Airspan

Unbeatable Private Mobility experience

Airspan AirVelocity 1500

Dell Technologies has validated it private wireless solution with different Airspan radio solutions:

AirVelocity 1500 is part of Airspan's carrier-class 4G Pico eNodeB family. It supports 3GPP's Long Term Evolution (LTE) eNodeB, providing high-speed data and mobility to meet the demands of the Broadband Wireless Access market.

AirVelocity 1500 is super-compact, and easy to install, allowing an operator to deploy LTE broadband services in Public Venues, as well as Enterprise Offices, supporting both wall and ceiling mounting.

It supports single sector non-contiguous dual carriers up to a total of 40MHz bandwidth.

AirVelocity 1500 employs Software Defined Radio (SDR) technology, together with two transmit paths, two receive paths, antennas, and clock synchronization – all in a highly integrated, physically small and light, targeted to blend seamlessly into the environment.

Airspan AirVelocity 1200

Dell Technologies has validated it private wireless solution with different Airspan radio solutions:

AirVelocity is a revolutionary indoor, high performance, LTE-Advanced and Wi-Fi small cell, designed to bring Public Access LTE networks to indoor spaces. AirVelocity reduces the indoor mobile hot spots and creates much greater indoor coverage for end users. AirVelocity can deliver additional LTE capacity and coverage in densely populated locations
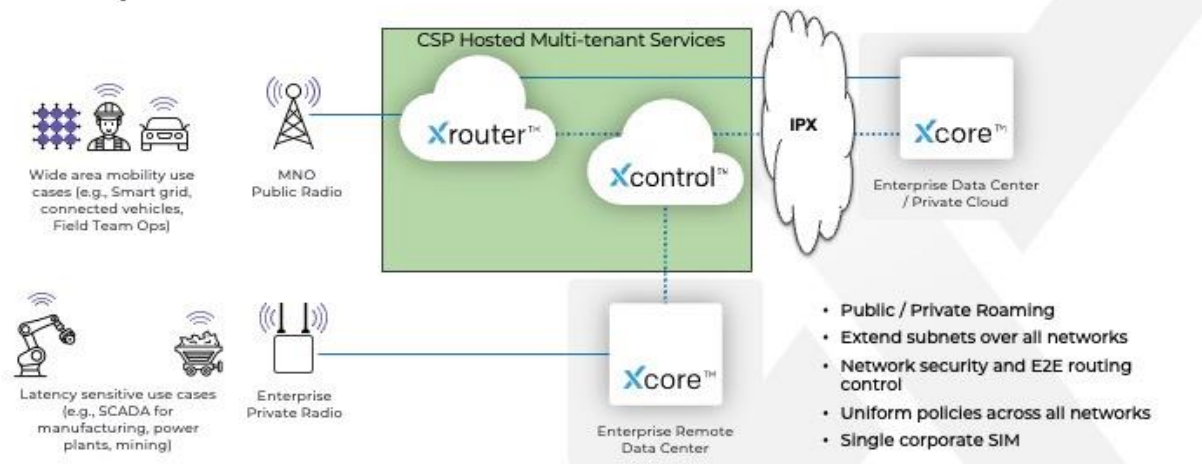
Dell Technologies + Expeto

Modern Enterprises need to ensure their processes are robust and flexible enough to support an ever-changing ecosystem of operational innovation. Dell private wireless works as a horizontal layer for Enterprises to innovate upon. The embedded security and IT / OT integration allow the reuse of this underlying infrastructure to deploy a roadmap of use cases connecting sensors, devices, and employees with the flexibility of wireless.

IT teams change device access point names (APNs), move users between networks, activate and change privileges based on needs that emerge in real-time. Waiting to implement the needed configurations in mission-critical environments is not an option.

Enterprises can now abstract complexity and manage network changes on their terms and timelines.

Expeto Solution

- Public / Private Roaming
- Extend subnets over all networks
- Network security and E2E routing control
- Uniform policies across all networks
- Single corporate SIM

Dell Private Wireless offers Expeto NeXtworking platform to help CSPs and medium/large Enterprises with mission-critical use cases:

| Extend an enterprise network anywhere with Any-G/Any-Band mobile connectivity | Support seamless public and private roaming for any type of device using just a single SIM | Maintain network device privileges across different connectivity types | Full visibility & control to make real-time, self-service changes to the mobile networks they manage |

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Dell Private Wireless – Available Services to reduce complexity and accelerate time to value:

Dell Technologies Services offering can help CSPs and Enterprises to reduce the complexity of deploying and maintaining Enterprise Edge networks.
Focused on simplicity, our services suit enables our customers to concentrate on their main business and realize critical & relevant use cases for their business success.

Services offering:

- o Project Management
- o Design services
- o RAN Deployment/Commissioning/Integration services
- o System integration services
- o Optimization services
- o Managed Services
- o On-site support

End customers of private mobility have different needs and preferences in terms of suppliers and consumption models. Some want to leverage Telco's know-how and assets (spectrum, connectivity, existing contracts, etc.), while others will choose to nurture relationships directly with vendors and vertical integrators.

Why Dell Private Wireless?

Dell Technologies is committed to helping CSPs transform their networks and seize the private wireless opportunity to create and monetize new telecom services for enterprises and consumers. With Airspan and Expeto, Dell Technologies is bringing an open, best-of-breed approach to the telecommunications industry to help CSPs unlock innovation faster and deliver game-changing services for enterprises.

Dell also offers a Services Co-creation solution to help CSPs and Enterprises create, deploy, and manage vertical industry and consumer services.

With Dell Technologies, CSPs have access to the latest hardware and software innovations, a global supply chain that leads the world, and a rich ecosystem of partners that build the future on open standards and cloud-native principles.

Accelerate innovation and power revenue growth…
…with the open modern platform

Transform operations

The organization must make significant and coordinated changes of mindset, processes and technology infrastructure to enable business transformation

Modernize your network

The network team must deploy new cloud native architectures optimized for flexibility, elasticity and security built on centrally managed, open, disaggregated hardware

Enhance your services portfolio

The line of business organization must make significant and coordinated changes to build organic service development and delivery capability

Dell Technologies offers

Transformation Consulting   Core-Edge-RAN Solutions   Co-creation Services

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