

# DELL TECHNOLOGIES MANUFACTURING EDGE SOLUTIONS

Scalable and interoperable edge solutions for smart factories



Consolidation



Speed & Scalability



Resiliency & Security



Edge Ecosystem

Manufacturers are increasingly investing in edge computing. But, the explosive growth of IoT devices creates new challenges around data management, security, scalability, and real-time performance at the edge. The piecemeal edge initiatives have created hardware and software sprawls across factory floors while limiting the adoption of AI/ML and real-time analytics at the edge. Hence, data-driven and self-optimizing operations remain a distant goal for manufacturers.

The Dell Technologies Manufacturing Edge Solutions is a family of scalable and interoperable solutions to consolidate applications and power real-time insights at the manufacturing edge. It's a portfolio of standardized solutions to power smart manufacturing with the speed, scalability, and resiliency needed for edge applications. These solutions are built using Dell Technologies APEX Private Cloud and provide a subscription-based flexible consumption model.

## Key Solution Advantages

### Consolidate for agility and efficiency

Consolidate applications and reduce the hardware sprawl by hosting all OT/IT applications in secure, centrally managed virtual environments. Operational technicians can monitor the performance of connected devices, processes, systems, and applications from a single pane.

### Keep smart operations resilient, and secure

Ensure high availability and faster disaster recovery for critical applications with the ruggedized, fail-safe technologies built into the solutions. As edge initiatives scale up, the solutions innately help IT teams to maintain security across the infrastructure, from edge devices to the cloud.

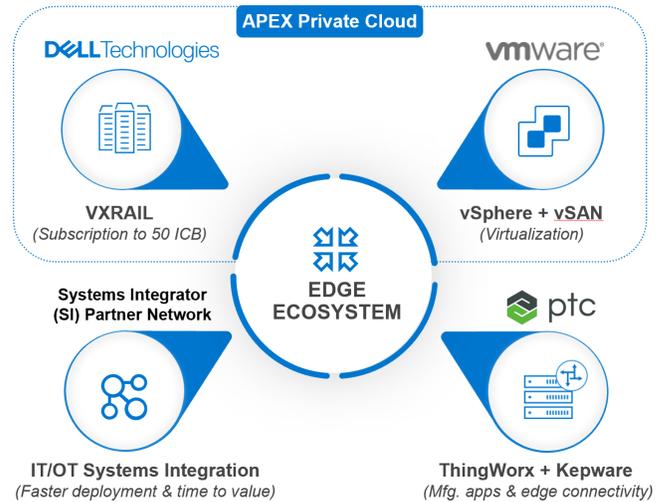
### Gain scale and insights at the speed of business

Enable compute acceleration, AI/ML applications, low latency storage, high-speed connectivity, and real-time insights at the edge, scaling seamlessly from initial factory pilots to a global rollout. Integration with the Dell EMC Streaming Data Platform enables live business insights by using streaming data directly from the edge when it is most valuable—in real-time.

## Power of Partnerships to Solve Edge Challenges

Dell Technologies Manufacturing Edge Solutions are built in collaboration with industry leaders like PTC, VMware, and more with a network of System Integrator partners. They leverage a comprehensive edge ecosystem to address end-to-end manufacturing edge challenges.

Backed by the support and reliability of Dell Technologies, these joint solutions deliver unprecedented stability, security, scalability, and repeatability for all manufacturing edge initiatives.



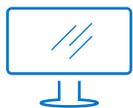
## Making the manufacturing edge easy

Dell Technologies Manufacturing Edge Solutions combine the power of interconnectivity (between IoT, OT, and IT systems), automation, machine learning, and real-time data for edge applications. With these solutions, manufacturing enterprises can:

- Control solution costs as edge applications scale up, using the flexible consumption option
- Modernize technology stack to support AI/ML capabilities and real-time analytics at the edge
- Streamline and automate predictive maintenance, asset monitoring, overall equipment effectiveness, quality assurance, and yield optimization

- Gain efficiencies in operational and IT maintenance by maintaining a global view of operations from a single pane
- Increase ROI by reduced hardware sprawl, improved availability, and faster disaster recovery of applications
- Boost profit margins with real-time insights, predictions, and recommendations that help reduce unplanned downtime and lower maintenance costs

## FAST-TRACK SMART MANUFACTURING WITH REAL-TIME INSIGHTS AT THE EDGE



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