DELL Technologies

# Build your solution on a solid hardware foundation

At Dell Technologies, we're working with OEM manufacturers to provide client solutions that fit your product needs and specific branding requirements.

This interactive guide offers a glimpse into our portfolio offering, how our client solutions support multiple industries, and where they fit on the Dell OEM spectrum. Dell OEM client offerings cover a broad range of computing requirements, making them ideal for the following industries.

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# Manufacturing

Innovations in industrial automation are paving the way for incredible advancements in manufacturing. Rely on OEM hardware options to power your solutions in predictive maintenance, intelligent robots, quality control, digital twins, and smart supply chains.

**Industrial automation/ Industrial control:**
Reduce or eliminate manual labor via systems that use computers and smart tools to perform multiple operations.

**Predictive maintenance:**
Through the use of IoT sensors and AI, identify faults in manufacturing equipment before they cause failure and downtime.

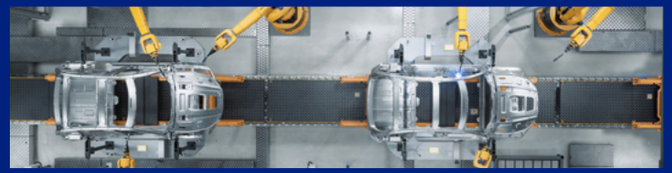
**Intelligent Robots:**
Combine robotics and AI to create advanced robots that can learn from their environments, refine their capabilities, and communicate more naturally with people.

**Quality Control:**
Quickly identify defects and drive efficiencies with systems that help manufacturers closely monitor production processes.

**Digital Twins:**
Digital twins, or dynamic replicas, are virtual copies of real-world manufacturing environments. Add process variables into the replica to explore what-if scenarios.

**Smart supply chains:**
Uses IoT, AI, automation and advanced analytics to bring visibility, transparency and robustness to the manufacturing supply chain.

Rely on OEM hardware options to power your solutions



# Manufacturing OEM solution options

| Products | Industrial automation/ industrial control | Predictive Maintenance | Intelligent Robots | Quality Control | Digital Twin | Smart Supply Chain |
|---|---|---|---|---|---|---|
| OptiPlex XE4 SFF/MT | ✓ | ✓ | ✓ | ✓ | | ✓ |
| OptiPlex 7000 XE Micro | ✓ | | ✓ | ✓ | | ✓ |
| Precision 3280 XE Compact | | ✓ | ✓ | | | |
| Precision 3460 XE SFF | | | ✓ | ✓ | ✓ | |
| Precision 3680 XE Tower | ✓ | ✓ | ✓ | ✓ | ✓ | |
| Precision 5860 XL Tower | ✓ | | | | ✓ | ✓ |
| Precision 7875 XL Tower | ✓ | | | | ✓ | ✓ |
| Precision 7960 XL Tower | | | ✓ | | ✓ | |
| Precision 7960 XL Rack | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Latitude 5430 Rugged Laptop | ✓ | | ✓ | | | ✓ |
| Latitude 7330 Rugged Extreme Laptop | ✓ | | ✓ | | | ✓ |
| Latitude 7220 Rugged Extreme Tablet | ✓ | | ✓ | | | ✓ |
| Latitude 7030 Rugged Extreme Tablet | ✓ | | ✓ | | | ✓ |
| Dell Edge Gateway 5200 | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Dell Edge Gateway 3200 | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |

View more details on the Dell products for OEM solutions.

# Healthcare

Power digital transformation and improve patient care. Whether you're working on solutions for next-gen picture archiving and communication systems (PACS) and sequencing, digital pathology, digital x-rays or telehealth solutions, Dell OEM client hardware and expertise can help you deliver innovative solutions.

**Next-gen PACS:**
Sophisticated systems provide economical storage and convenient access to medical imagery.

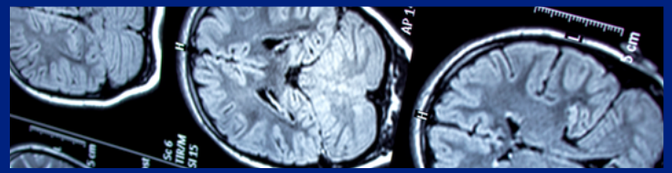
**Next-gen sequencing (NGS):**
Technology with high throughput, scalability and speed is used to evaluate genome sequences.

**Digital pathology:**
This method of pathology uses digital imaging and computer-based technology to view, manage, share and analyze information.

**Digital x-rays:**
Improve patient care through the use of x-ray–sensitive plates that capture information during a patient exam and transfer it immediately to a computer system.

**Telehealth:**
Telehealth or telemedicine solutions enable distribution of health-related services via electronic and telecommunication techniques.

Power digital transformation and improve patient care



# Healthcare OEM solution options

| Products | Next-gen PACS | NGS | Digital pathology | Digital x-rays | Telehealth |
|---|---|---|---|---|---|
| OptiPlex XE4 SFF/MT | | | ✓ | ✓ | |
| OptiPlex 7000 XE Micro | | | ✓ | | ✓ |
| Precision 3280 XE Compact | | | ✓ | | |
| Precision 3460 XE SFF | ✓ | | ✓ | ✓ | |
| Precision 3680 XE Tower | ✓ | | | ✓ | |
| Precision 5860 XL Tower | ✓ | ✓ | ✓ | ✓ | |
| Precision 7875 XL Tower | ✓ | ✓ | ✓ | ✓ | |
| Precision 7960 XL Tower | ✓ | ✓ | | | |
| Precision 7960 XL Rack | ✓ | ✓ | ✓ | ✓ | ✓ |

View more details on the Dell products for OEM solutions.

# Retail

Create retail solutions that enrich and personalize the customer experience. Using Dell OEM client hardware, you can help make retail digital transformation a reality. Advance your retail strategy and create a solid impact with smart digital signage, interactive kiosks, visual security, inventory tracking, point of sale (POS) and augmented reality (AR) in retail and e-commerce.

**Smart digital signage:**
Combine digital signage with smart software solutions to create smart signage that customers can update and manage remotely.

**Interactive kiosks:**
Save time and money via interactive kiosks that enable self-service capabilities.

**Visual security:**
Retailers can mitigate inventory shrinkage with security solutions that rely on visual computing for monitoring, surveillance, etc.

**Inventory tracking:**
Create inventory management systems that allow retailers to track, organize and monitor inventory and inventory-related processes.

**POS:**
Deliver reliable POS systems for retailers that seamlessly accommodate credit card and other payment transactions.

**AR in retail and e-commerce:**
Optimize in-store and online shopping experiences with augmented reality solutions that help shoppers engage with products and make better purchasing decisions.

Advance your retail strategy

# Retail OEM solution options

| Products | Smart digital signage | Interactive kiosks | Visual security | Inventory tracking | POS | AR in retail and e-commerce |
|---|---|---|---|---|---|---|
| OptiPlex XE4 SFF/MT | | ✓ | ✓ | ✓ | ✓ | |
| OptiPlex 7000 XE Micro | ✓ | ✓ | | ✓ | ✓ | |
| Precision 3280 XE Compact | | | ✓ | ✓ | | ✓ |
| Precision 3460 XE SFF | | | ✓ | | | ✓ |
| Precision 3680 XE Tower | | | | ✓ | | ✓ |
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| Precision 7960 XL Tower | | | | | | ✓ |
| Precision 7960 XL Rack | | | ✓ | | | ✓ |
| Latitude 5430 Rugged Laptop | | | | ✓ | | |
| Latitude 7330 Rugged Extreme Laptop | | | | ✓ | | |
| Latitude 7220 Rugged Extreme Tablet | | | | ✓ | | |
| Latitude 7030 Rugged Extreme Tablet | | | | ✓ | | |
| Edge Gateway 5200 | ✓ | ✓ | | ✓ | | |
| Edge Gateway 3200 | ✓ | ✓ | | ✓ | | |

View more details on the Dell products for OEM solutions.

# Safety and security

Play your part in creating a better, safer world. Bring to market security solutions built with powerful Dell OEM hardware that helps to ensure the safety and security of employees, customers and citizens. At Dell Technologies, we provide essential safety and security infrastructure solutions that, combined with your expertise, aid situational awareness, digital evidence management, facial recognition, security screening and identity analysis.

**Situational awareness:**
Enable security and surveillance at public gathering locations such as airports, parking or streets to obtain public safety and identify threats.

**Security screening:**
Technology screens individuals before entering offices, buildings, stores, airports, etc. to determine if they are carrying items that could prove dangerous.

**Digital evidence management (DEM):**
This centralized system is for storing, securing, managing and exchanging an organization's growing collection of digital assets like video, call recordings, scanned documents and images.

**Identity analysis:**
Combat identity-related fraud, data breaches and persistent attacks with identity analytics solutions that blend image recognition functions with AI and advanced analytics.

**Facial recognition:**
Systems combine AI and imaging technology to identify individuals based on an analysis of facial features.

We provide essential safety and security infrastructure

# Safety and security OEM solution options

| Products | Situational awareness | DEM | Facial recognition | Security screening | Identity analysis |
|---|---|---|---|---|---|
| OptiPlex XE4 SFF/MT | | | | ✓ | |
| OptiPlex 7000 XE Micro | | | | ✓ | |
| Precision 3280 XE Compact | | | ✓ | ✓ | ✓ |
| Precision 3460 XE SFF | ✓ | ✓ | ✓ | ✓ | ✓ |
| Precision 3680 XE Tower | ✓ | ✓ | | | ✓ |
| Precision 5860 XL Tower | ✓ | ✓ | ✓ | ✓ | ✓ |
| Precision 7960 XL Tower | | | ✓ | | ✓ |
| Precision 7960 XL Rack | ✓ | | ✓ | | ✓ |
| Edge Gateway 5200 | ✓ | | | ✓ | |
| Edge Gateway 3200 | ✓ | | | ✓ | |

View more details on the Dell products for OEM solutions.

# Energy and utilities

Participate in the digital energy transformation with targeted solutions built on Dell hardware that power automated control systems, smart meters, microgrids, remote management, oil and gas automation and emissions tracking. Together, we can meet the global demand for energy while helping to reduce greenhouse gas emissions.

**Automated plant control systems:**
Improve plant efficiency with control systems that can automatically adjust power output based on momentary changes in load.

**Smart meters:**
Leveraging AI, IoT, hybrid cloud, edge computing and data management tools, smart meters help with real-time monitoring of utility systems and dynamic pricing.

**Microgrid:**
An alternative to centralized power distribution, microgrids provide secure power supply while delivering reliability, quality and sustainability.

**Remote asset management:**
Remote, real-time access to operations and the grid enables more efficient, cost-effective and sustainable operation.

**Oil and gas automation:**
Automation solutions can improve the way oil companies extract oil, build pipelines, market product, remain compliant and drive efficiency.

**AI-powered emission tracking:**
Emissions tracking solutions track greenhouse gas (GHG) emissions from electricity usage to gauge operational efficiency and sustainability.

Participate in the digital energy transformation

# Energy and utilities OEM solution options

| Products | Automated plant control system | Smart meters | Microgrid | Remote asset management | Oil and gas automation | AI-powered emission |
|---|---|---|---|---|---|---|
| OptiPlex XE4 SFF/MT | ✓ | | ✓ | | ✓ | |
| OptiPlex 7000 XE Micro | | | ✓ | | | |
| Precision 3460 XE SFF | | | ✓ | ✓ | ✓ | ✓ |
| Precision 3680 XE Tower | ✓ | | | | | ✓ |
| Precision 5860 XL Tower | ✓ | | | | ✓ | ✓ |
| Precision 7960 XL Tower | | | | | | ✓ |
| Precision 7960 XL Rack | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
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| Latitude 7330 Rugged Extreme Laptop | ✓ | ✓ | ✓ | ✓ | ✓ | |
| Latitude 7220 Rugged Extreme Tablet | ✓ | ✓ | ✓ | ✓ | ✓ | |
| Latitude 7030 Rugged Extreme Tablet | ✓ | ✓ | ✓ | ✓ | ✓ | |
| Edge Gateway 5200 | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Edge Gateway 3200 | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |

View more details on the Dell products for OEM solutions.

# Defense

Work with Dell Technologies to design secure and compliant solutions for mission-critical environments. Use Dell OEM client hardware to build military solutions optimized for space-constrained and harsh environments. Our team of engineers and program managers can help you meet specific requirements for digital battlefield, AR / virtual reality (VR) for training, autonomous systems, AI in cybersecurity and digital twin solutions.

**Digital battlefield:**
Deliver advanced intelligence, surveillance and reconnaissance technologies integrated with command and control capabilities for real-time situational awareness.

**AR/VR for training:**
Create AR/VR solutions that provide cost-effective equipment training, flight training and weapons training.

**Autonomous systems:**
Autonomous systems can power operations with limited human intervention such as autonomous weapons, vehicles, etc

**AI in cybersecurity:**
AI-enabled systems can inherently protect networks, computers, programs and data against cyberthreats.

**Digital twin:**
Digital replicas of the military field enable opportunities for simulations and training.

Design secure and compliant solutions for mission-critical environments

# Defense OEM solution options

| Products | Digital battlefield | AR/VR for training | Autonomous systems | AI in cybersecurity | Digital twin |
|---|---|---|---|---|---|
| OptiPlex XE4 SFF/MT | ✓ | | ✓ | | |
| Precision 3280 XE Compact | | ✓ | | | |
| Precision 3460 XE SFF | | ✓ | | | |
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| Latitude 7220 Rugged Extreme Tablet | ✓ | ✓ | ✓ | ✓ | ✓ |
| Latitude 7030 Rugged Extreme Tablet | ✓ | ✓ | ✓ | ✓ | ✓ |
| Edge Gateway 5200 | ✓ | | | | |
| Edge Gateway 3200 | ✓ | | | | |

View more details on the Dell products for OEM solutions.

Play a key role in cities of the future

# Smart cities

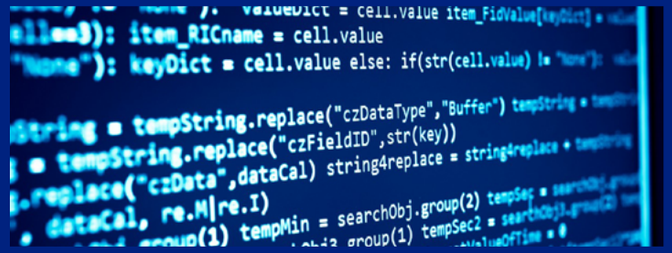
Play a key role in cities of the future with smart city solutions, built on Dell OEM client hardware, that improve operations while also managing assets, resources and services more efficiently.

## OEM solution options

| Products | Smart cities |
|---|---|
| OptiPlex XE4 SFF/MT | ✓ |
| OptiPlex 7000 XE Micro | ✓ |
| Precision 3460 XE SFF | ✓ |
| Precision 7960 XL Rack | ✓ |
| Latitude 5430 Rugged Laptop | ✓ |
| Latitude 7330 Rugged Extreme Laptop | ✓ |
| Latitude 7220 Rugged Extreme Tablet | ✓ |
| Latitude 7030 Rugged Extreme Tablet | ✓ |
| Edge Gateway 5200 | ✓ |
| Edge Gateway 3200 | ✓ |

View more details on the Dell products for OEM solutions.

Cognitive intelligence for data analytics, complex processing, statistical modelling, visualization and more



# Artificial intelligence

Artificial intelligence (AI) allows businesses of all sizes to unlock new opportunities through increased efficiency. Dell Technologies OEM delivers the AI platforms and solutions needed to solve the most complex problems with faster, more intelligent outcomes to move your business forward.

## AI-ready OEM solution options

| Products | AI |
|---|---|
| Precision 7875 XL Tower | ✓ |
| Precision 5860 XL Tower | ✓ |
| Precision 7960 XL Tower | ✓ |
| Precision 7960 XL Rack | ✓ |

View more details on the Dell products for OEM solutions.

# Dell products for OEM solutions

## Micro desktop

Micro desktop form factor for the tightest edge compute with OEM XE longevity, stability and visibility

**OptiPlex 7000 XE Micro**
View spec sheet

## Precision workstations

Fixed workstations for demanding applications optimized for performance and reliability with OEM-Ready and OEM XL/XE

**Precision 3460 XE SFF**
View spec sheet

**Precision 3680 XE Tower**
View spec sheet

**Precision 3280 XE Compact**
View spec sheet

**Precision 5860 XL Tower**
View spec sheet

**Precision 7875 XL Tower**
View spec sheet

**Precision 7960 XL Tower**
View spec sheet

**Precision 7960 XL Rack**
View spec sheet

## Industrialized PCs

Industrialized PCs in small and tower form factors with OEM-Ready and OEM XE longevity, stability and visibility

**OptiPlex XE4 SFF**
View spec sheet

**OptiPlex XE4 MT**
View spec sheet

## Dell Edge Gateways

Turning data into actionable insights with secure connectivity and uninterrupted performance for full power of edge analytics

**Edge 3200 Gateway**
View spec sheet

**Edge 5200 Gateway**
View spec sheet

## Rugged mobility

Built to withstand the world's harshest environments while maintaining the highest levels of performance and connectivity

**Latitude 7230 Rugged Extreme Tablet**
View spec sheet

**Latitude 7030 Rugged Extreme Tablet**
View spec sheet

**Latitude 5430 Rugged Laptop**
View spec sheet

**Latitude 7330 Rugged Extreme Laptop**
View spec sheet

Standard — Industrialized — Rugged

# Dell OEM options

One size does not fit all, even when it comes to branding. Discover which type of OEM product is needed to position your solution in the best possible light.

**Off the Shelf**
Dell standard
Bring your IP to the world fast with global acces to our tier-1 industry-standard solutions.

**OEM-Ready**
De-branded, re-brand ready
Expand your presence and improve customer experience with de-branded products that you can easily add your logo to.

**XL/XE**
Stability, longevity & visibility
Innovate your competitive edge ith the product stability, visibility, and longevity of OEM XL and XE offerings.

**Industrialized**
Industrialized durability
Get the idustrial-grade durability needed for demanding jobs beyond the desktop and data center.

**Custom**
Making your ideas a reality
Partner with our technology experts for fast to amrket delivery of branding, personalization, fit & function and specialized environment design Custom Solutions.

#1 OEM provider — Dell products and services help you plan, build, deploy and maintain your solutions worldwide.[1]

# Dell OEM unique solutions

| Products | **Standard**<br>Off-the-shelf<br>Dell standard | **OEM-Ready**<br>De-branded SKU | **OEM XL**<br>Stability, longevity and visibility | **OEM XE**<br>Stability, longevity and visibility | **Industrial**<br>Edge-ready durability | Environmental temp |
|---|---|---|---|---|---|---|
| Precision 3460 XE SFF | | ✓ | | ✓ | | 10°C – 35°C |
| OptiPlex 7000 XE Micro | | | | ✓ | | 5°C – 35°C |
| Precision 5860 XL Tower | | ✓ | ✓ | | | 5°C – 35°C |
| Precision 7875 XL Toweer | | | ✓ | | | 5°C – 35°C |
| Precision 7960 XL Tower | | | ✓ | | | 5°C – 35°C |
| Precision 7960 XL Rack | | | ✓ | | | 5°C – 35°C |
| Precision 3680 XE Tower | | ✓ | | ✓ | ✓ | 10°C – 45°C* |
| Precision 3280 XE Compact | | ✓ | | ✓ | ✓ | 10°C – 45°C* |
| OptiPlex XE4 SFF/MT | | ✓ | | ✓ | ✓ | 0°C – 45°C |
| Latitude Rugged | ✓ | | | ✓ | ✓ | -29°C – 63°C |
| Edge Gateway 3200 | | ✓ | | | ✓ | -20°C – 60°C |
| Edge Gateway 5200 | | ✓ | | | ✓ | 0°C – 60°C |

*Standard operating temperature is 10-35°C. Select configurations can operate up to 45°C extended temperature.

# Industrialized solutions for the edge

## Workstations

### Precision 3280
Expandable compact form factor

- 10°C to 45°C*
- Dust filters
- Filtered bezel
- 2.6-year target life
- MIL-STD tested
- Tensor Core GPU support

### Precision 3680
Performance Tower Form factor

- 10°C to 45°C*
- Premium Cooling Solution
- Side panel venting
- 2.6-year target life
- MIL-STD tested
- Fastest workstation for single-threaded applications

## Desktops

### OptiPlex XE4
Mini-tower and SFF Industrial PC

- 5°C to 45°C
- Dust filters
- Filtered bezel
- 3- to 5-year target life
- Designed to MIL-STD-810G
  Certified: Marine DNV

## Gateways

### Edge Gateway 3200, 5200
Uncompromised connectivity at edge

- -20°C to 60°C, 0°C to 60°C
- Fanless design
- 5-year target life
- Designed to MIL-STD-810G
- IP rating of up to 40

## Laptop/tablet

### Latitude 7000, 5000
Laptops and tablet rugged mobility

- -29°C to 63°C
- Fanless design
- 2.5-year target life
- Certified: MIL-STD-810G; up to IP-65; MIL-STD-461F

Industrialized → Rugged

*Standard operating temperature is 10-35°C. Select configurations can operate up to 45°C extended temperature.

# Create unique industry solutions built on powerful Dell OEM clients.

We offer a full portfolio of OEM client offerings suited for a broad range of use cases. Whatever your solution requires, OEM provides tailor-made products to meet your needs.

Learn more at Dell.com/OEMClient.

**50+**

industry verticals and sub-verticals served

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