



DELLTechnologies

Making It Innovative, Making It Yours

Dell OEM Solutions Capabilities

Building your technology is a journey, and one where complexity abounds. Luckily, Dell OEM Solutions is here to guide you. We will help take you through technical design, lifecycle management and deployment, all the way through to ongoing services and support. We will do it securely and globally, and we will provide OEM program management support to help stitch it all together and keep a tight pulse on the process along the way.

Planning and Consulting

Plan and manage your solution

Our industry experts have two decades of OEM experience and will guide your design for technology, lifecycle management, deployment and ongoing services and dedicated support. This will help you right-size your complex solution securely and globally. And once the plan is in place, Dell program management will help keep a tight pulse on every move.

- Mindfully construct or fine-tune with proof-of-concept design sessions in our OEM Solutions Centers and via our Edge Consulting Services that help you plan for a total solution. Avoid hidden costs, complexity and risks, and position yourself to lead at the edge.
- Redefine your business, from connecting geographies globally with Dell's global facilities and distribution channels to seamless supply with Dell's secure, worldwide supply chain that can manufacture and deliver in market when and where needed.
- Utilize a dedicated OEM support queue and tailored customer support with global parts availability.

And if you need a faster path to market, while still addressing key OEM customer needs, we have off-the-shelf, OEM-tailored solutions ready to go.

If our out-of-the-box offerings don't meet your innovation needs, we can help customize a solution – ensuring that it is not only fully functioning and validated, but fully certified as well.

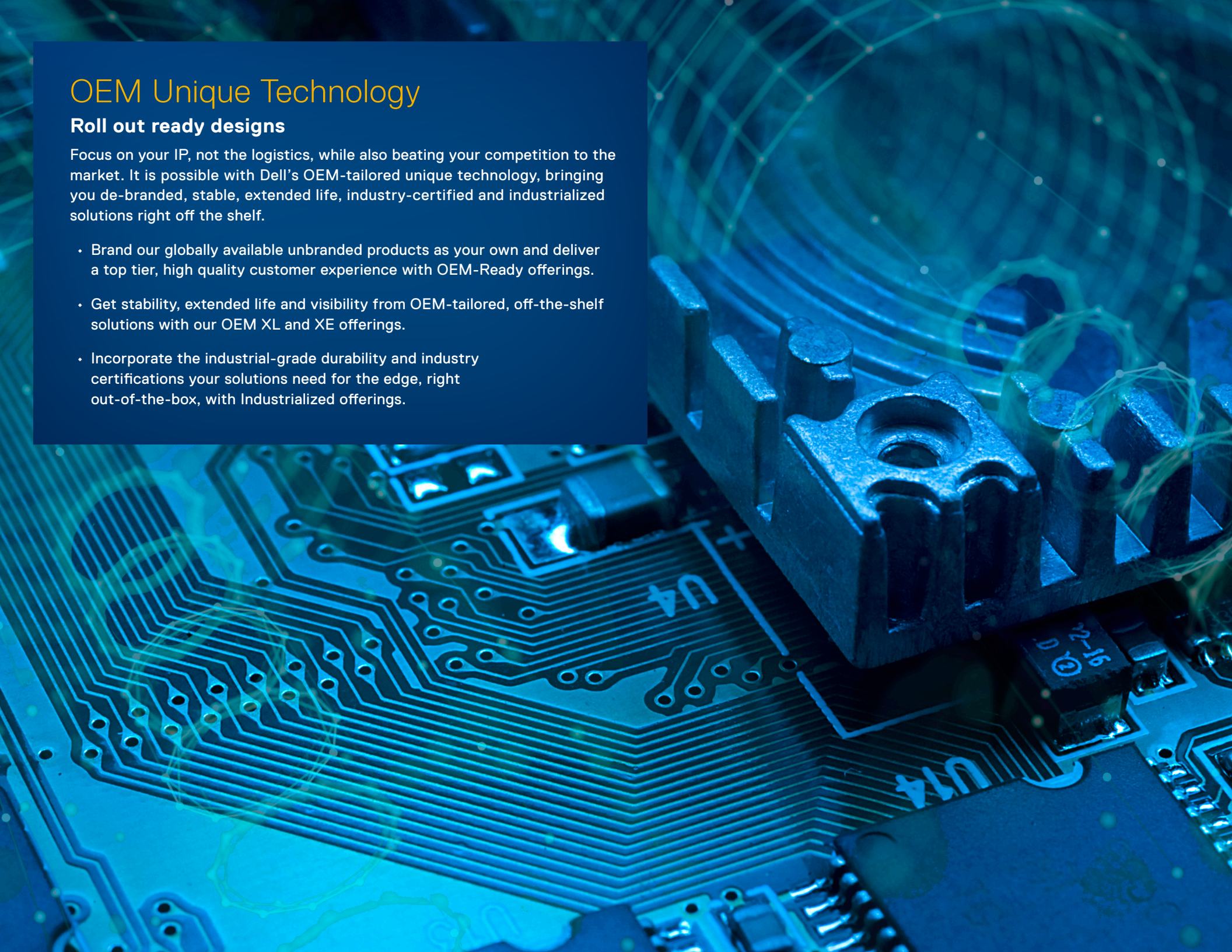


OEM Unique Technology

Roll out ready designs

Focus on your IP, not the logistics, while also beating your competition to the market. It is possible with Dell's OEM-tailored unique technology, bringing you de-branded, stable, extended life, industry-certified and industrialized solutions right off the shelf.

- Brand our globally available unbranded products as your own and deliver a top tier, high quality customer experience with OEM-Ready offerings.
- Get stability, extended life and visibility from OEM-tailored, off-the-shelf solutions with our OEM XL and XE offerings.
- Incorporate the industrial-grade durability and industry certifications your solutions need for the edge, right out-of-the-box, with Industrialized offerings.



Technology Customization

Adapt your innovation

Make your ideas a reality when you partner with our technology experts and leverage proven technology to get to market fast with a fully functioning and validated solution, no matter your environment. If you can dream it, together we can design, deliver and support it.

- Expand your brand presence with custom branding and personalization of both hardware and software.
- Find just the right fit for desired functions via non-standard cards, components or third-party technology, tested and validated as a complete solution.
- Integrate unique and extreme rugged designs for the edge that are rigorously tested and certified to your industry's unique requirements.



Engineering Partnership

Partner with a dedicated OEM team

Whether developing on your own or with OEM Solutions, you will have a partner to tackle complex challenges every step of your Dell OEM journey with our dedicated team of engineers. From initial concepts, development and deployment to onsite engineering residency, build the optimal solution today that is future-proofed for tomorrow.

- Partner with a dedicated team of OEM engineers from the initial design consult with our pre-sales engineering team, the future-proofing of your solution 3-5 years out with our CTO and architects to the actual development of your solution via our development engineers.
- Obtain the necessary certifications and compliance via our regulatory engineers and utilize the deployment methodology that is most convenient for you and your customer via our factory engineers all the way to onsite residency engineering services post-launch, if you should need it.
- If developing on your own, complement your engineering efforts with our OEM product application engineers who provide technical guidance beyond the scope of the technical product guide.



At OEM Solutions, we know that timing matters, complexity abounds, and end-user experience is key. Let Dell's unique OEM capabilities help you deliver your best designs and best customer outcomes.

Visit DellTechnologies.com/OEM to start your journey.