

**DELL TECHNOLOGIES ENABLEMENT**  
Leading telecom's open future

5G offers Communication Service Providers (CSPs) the potential to go beyond connectivity and open new revenue streams by delivering new services to enterprises across all industries. Dell Technologies has created a collaborative network of teams, resources and facilities to accelerate time to value for every stakeholder in the 5G future.



**STRATEGIC ALLIANCES GROUP ENABLEMENT**  
Accelerating strategic alliances



Act as intersection between ecosystem partners and Dell Technologies



Quickly form new partnerships with market-leaders and innovators



Identify new opportunities to co-innovate with Dell Technologies teams and labs



Develop new ready-to-deploy offerings that work with Dell technology



Move certified and validated solutions from the lab to the marketplace



**SOLUTIONS CO-CREATION SERVICES (SCS)**  
Co-creating revenue opportunities



All-in-one incubator for co-created solutions — from ideation to market launch



Combine technologies, collaborate, and capture new market opportunities



Build and test solutions in production environments and state of the art facilities



Create sales collateral and launch marketing campaign for co-created solutions



Potential to tap into the Dell Technologies sales force's global reach



**OPEN TELECOM ECOSYSTEM LAB (OTEL)**  
Driving innovation and choice across the open ecosystem



State of the art virtual & physical labs and flagship facility under construction in Round Rock, TX



Build and test customer centric new solutions in production-like, vendor-neutral environments



Drive industry standards compliance, simplify integration and interoperability



Develop and demonstrate custom solutions to CSPs and partners in a controlled and secure environment



Facilitate experimentation and learning with access to cutting edge resources



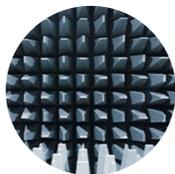
Reduce risk and develop certified, secure solutions that capture 5G's potential for CSPs



New OTEL facility opening in 2022, Round Rock, TX



4MW Data Center with 200 racks of equipment



RF chambers for full 5G E2E testing



Dedicated labs for joint partner testing



Secure physical and remote access for global collaboration and multi-timezone support

Building 5G's open future together

Collaboration and co-innovation are the key to maximizing 5G opportunities and accelerating time to value. Find out how our expert teams, research facilities and technical resources can help you monetize your investment and take your place in the 5G future.

[Speak to an expert today](#)