

Michael Dell, Chairman and Chief Executive Officer of Dell Technologies

“IoT is fundamentally changing how we live, how organizations operate and how the world works. Dell Technologies is leading the way for our customers with a new distributed computing architecture that brings IoT and artificial intelligence together in one, interdependent ecosystem from the edge to the core to the cloud. The implications for our global society will be nothing short of profound.”

Ray O’Farrell, VMware EVP & CTO, and General Manager for Dell Technologies IoT division

“Dell Technologies has long seen the opportunity within the rapidly growing world of IoT, given its rich history in the edge computing market. Our new IoT Division will leverage the strength across all of Dell Technologies family of businesses to ensure we deliver the right solution – in combination with our vast partner ecosystem – to meet customer needs and help them deploy integrated IoT systems with greater ease.”

Jeremy Burton, CMO, Dell

“We believe that the true potential of IoT can only be unlocked when IoT is a complete, interdependent ecosystem, one in which connected things, infrastructure, artificial intelligence and machine learning all come together to make things smarter. Our new Dell Technologies IoT Division is reflective of this value and will help our customers develop the capabilities they need to transform their business.”

Andy Rhodes, Vice President, IoT Edge Computing, Dell

“As the number of connected devices becomes more ubiquitous, we know that intelligent computing at the edge of the network is critical. The IoT continues to enhance customer experience, drive business growth and improve lives, making it central to organizations’ digital transformation strategies. Our Edge Gateway and Embedded Box PC products opens up new opportunities for our customers and partners to get smarter with their data and make big things happen.”

Ashley Gorakhpurwalla, President, Server Solutions Division, Dell EMC.

“IoT and machine learning can lead to better business insights and faster decisions. The new generation of Dell EMC PowerEdge servers support a wide variety of accelerator-optimized compute architectures including CPUs, GPUs and FPGAs that improve data processing and analytics closer to the edge. PowerEdge R740 and C4140 servers deliver real-time analytics and deep learning, allowing customers to take action and make decisions at the speed of business to thrive in a digital economy.”

Manuvir Das, SVP and GM, Dell EMC Unstructured Storage

“Storage is a key platform to support IoT because there’s a real need for organizations to store and analyze massive quantities of different data types that flood in from multiple sources. Legacy infrastructure wasn’t designed to support this kind of use case, which is why we’ve been developing Project Nautilus, a technology ecosystem for analyzing files, objects and streams of IoT data in real-time to help uncover new business insights.”

Mimi Spier, VP for IoT, VMware

“VMware is focused on delivering customer success in IoT by bridging the gap between the operational technology and information technology worlds—extending their expertise in data center and device management out to the edge,” said Mimi Spier, vice president, IoT, VMware. “The VMware Pulse family of IoT offerings can enable companies embracing a digital future to help efficiently manage, operate, scale and protect their IoT projects from the edge to the cloud. This approach can help enterprises maximize the full potential of IoT by improving operations and realizing new forms of revenue.”

Joyce Mullen, SVP and GM, Global OEM and IoT Solutions

“IoT is a bridge that connects Operations Technology and Information Technology. As a leading provider of end-to-end hardware, software, and security solutions infrastructure, Dell Technologies has a strong heritage working with both. For 18 years, the Dell Global OEM Solutions team has been working with companies all over the world, helping them bring innovative solutions to market – optimally and efficiently – by building our technology into their own. As the original equipment manufacturer, we handle all of the technology engineering, design, development and support, so our OEM partners can bring their core innovations to market innovate faster – and spend more time bringing value to our mutual customers.”

Third party quotes:

David Rosenberg, Co-Founder and Chief Executive Officer, AeroFarms

“AeroFarms is redefining agriculture combining world-class expertise for horticulture, engineering, food safety, nutrition, and data science to set a new standard for product quality and production. We are as much a capabilities company as we are farmers, utilizing science and technology to achieve our vision of totally-controlled agriculture. We have worked closely with Dell Technologies to develop the tools to wirelessly track and monitor our product throughout the growing process from seed to package. Dell Technologies understands our IoT infrastructure and integration needs, and we see the opportunity to collaborate on additional solutions as we build our indoor vertical farms in major cities around the world.”

Christopher R. Wilder, Sr. Analyst Internet of Things

"Today there are real IoT solutions available to enterprises that increase efficiency, reduce risk, improve customer experience, and create new revenue streams and business models for their specific use cases. Moor Insights & Strategy recommends enterprises looking to identify, design, and deploy IoT solutions strongly consider Dell Technologies as a collaborative partner. Their experience, broad infrastructure portfolio, well curated partner program, world-class service, support and global scale make them uniquely positioned as one of the only tier one, end-to-end, IoT solutions provider in the industry."