Yet challenges stand in the way.

Key inhibitors to network transformation:

- Transformation of telecoms is a $2 trillion opportunity for industry and society.
- 5G will enter mainstream adoption in the early 2020s driving more spend in network infrastructure and edge computing.
- Global telecom spend in NFV and SDN hardware, software and services by 2023 is expected to reach $124 billion.

The global telecom market is facing several challenges:

- Legacy assets are costly to operate and built for a different era.
- Complexity is driven by skill gaps, capacity issues, massive scale and global obstacles.
- Telecom culture faces regulatory, logistics / fulfillment, support, long dev cycles, verification requirements, and resources and energy.

OEM Embedded & Edge solutions, designed together with your IP, transform the telecommunications networks from cloud to the core to the edge, accelerating your journey to 5G and beyond.

**Why partner with OEM | Embedded & Edge Solutions?**

- **Reduce costs and complexity:** Leverage our secure global supply chain to simplify manufacturing, logistics, fulfillment and support.
- **Shorten time to market:** Build upon cloud-native platforms ready for 5G, NFV, big data, AI and IoT.
- **Create better customer experiences:** Get the best possible performance by designing your solution on infrastructure that's pre-configured, pre-validated and pre-certified.

In today's telecom world, one size doesn't fit all use cases. We redesign standard platforms for rugged environments, limited power requirements, smaller footprints and extended life to fit your industry, your application and your use case.

Dell Technologies is the leading OEM infrastructure provider delivering deep design and engineering expertise, global scale and reach, and program management to provide carrier-grade, software-defined, fit-for-industry products on the scale that you, and your customers, require.

**Build for Today, Plan for Tomorrow.**

From 4G to 5G and beyond, our elastically scalable and open infrastructure ensures you have the flexibility to seize the opportunity ahead, designing in partnership with Dell Technologies OEM | Embedded & Edge Solutions.