Rugged. Secure. Customized.

Designing technology solutions that drive Defence through digital transformation.

DELLTechnologies

Data is at the center of digital disruption.

Emerging technologies like edge, Internet of Things (IoT), cloud computing, big data and artificial intelligence (AI) are critical for the defence sector to strategically manage data.

Gain competitive advantage by designing solutions to automate and accelerate battlefield intelligence, operations and decision-making. When trust and security are imperative, Dell Technologies OEM Solutions is the partner you need to design the high-performance systems necessary for success.

Enhance Preparedness

- Strengthen capabilities across land, sea, air, space and cyberspace.
- Provide real-time intelligence to soldiers, agents and government organisations.

Increase Mission Effectiveness

- Deliver cost-effective technologies that work.
- Execute tactical and strategic initiatives across joint forces.

Enable Cyber-Readiness

- Protect sensitive data from the world's most sophisticated attackers.
- Reduce cyber-risk without limiting the availability of intelligence.

Your mission, designed your way.

End-to-end expertise to enable your success.

Collecting, storing, processing and analyzing data is essential in successfully driving the defence sector through digital transformation. Enhanced security may be required to protect data. Or data collection may occur in places where it's never been collected before. All of this leads to better and more strategic decision-making. That's where we come in.

Dell Technologies OEM Solutions helps defence organisations with the right products and engineering to design any solution.

Standard

Globally available off-the-shelf Dell Technologies products and solutions from edge endpoints to ruggedized field grade systems to micro data centers and cloud compute platforms.

OEM Unique

OEM-specific products and capabilities to meet defence industry needs.

Stability. Longevity. Visibility.

Extended life & stability OEM XL | XE offerings.

Ruggedized

Military certified, rugged products and solutions.

OEM-Ready

De-branded products that you can add your brand to with OEM-Ready offerings.

Custom

Make your ideas a reality by partnering with our technology experts for fast to market delivery of branding, personalization, fit & function and specialized environment design custom solutions.

Solutions from OEM Customers

Addressing unique industry needs with turnkey solutions designed by our customers and delivered through Dell Technologies.

Engineered to perform.

Together we design to your requirements.

Unique environments and applications often require unique hardware configurations. We have a dedicated engineering team that can tailor and fully customize products to meet specific electrical, mechanical, software and systems requirements.

Stability. Longevity. Visibility.

Long-term XE | XL products for innovation.

OEM XE and XL platforms come with in-advance visibility to key product transitions and changes that effectively help you maximize your resources and budget. An up to 9–18 month product transition period upon launch of the next generation products means your time is spent on innovation and competitive differentiation, not development churn.

Smooth transitions.

Ensure maximum lifecycle through changing technology and requirements.
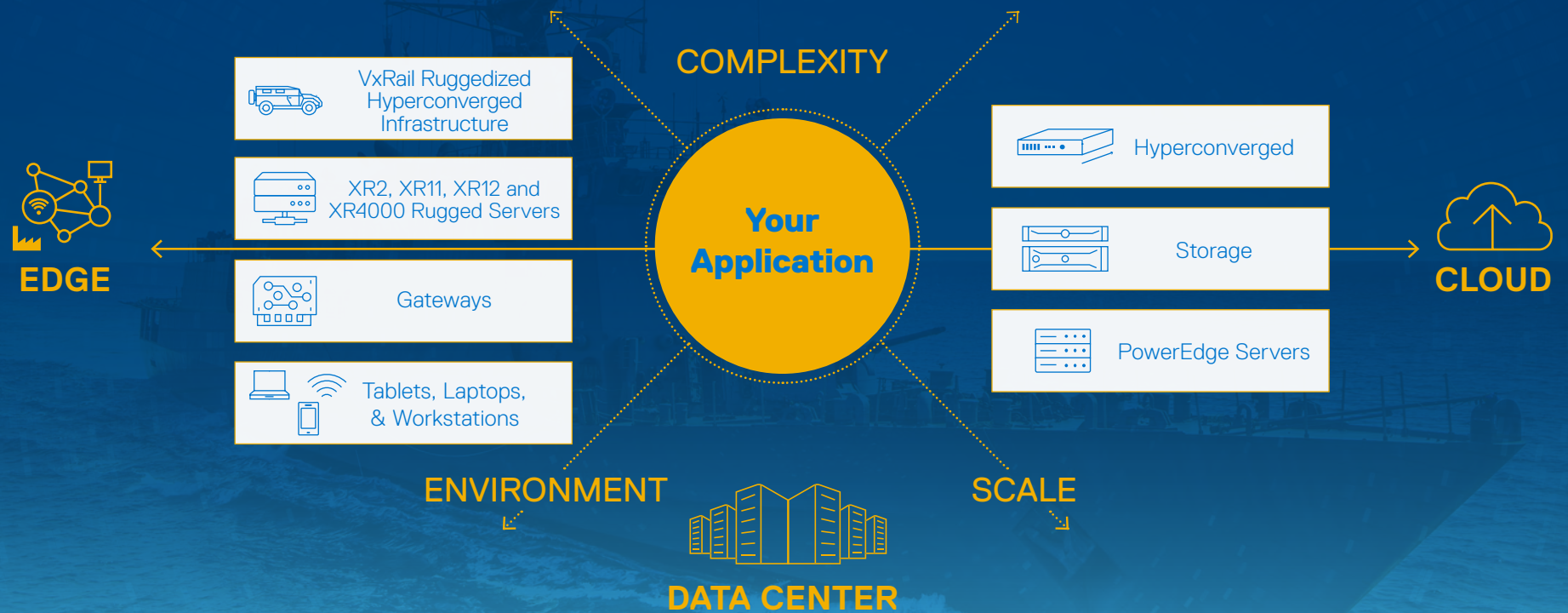
The Dell ImageWatch tool provides advance notifications of upcoming changes to Dell Technologies platforms, critical hardware, and software components, all at no cost. By importing a quote ID into your ImageWatch dashboard, you can get an on-demand view and proactive email alerts of transitions for your solutions.

Tested. Trusted. Tier-1 infrastructure.

Elevate application performance and reliability.

Next Gen OEM Solutions.

Engineered for your unique application regardless of complexity, environment or scale.

SECURE | MANAGEABLE | OPTIMIZED | SUPPORTED

COMPLEXITY

VxRail Ruggedized Hyperconverged Infrastructure

XR2, XR11, XR12 and XR4000 Rugged Servers

Gateways

Tablets, Laptops, & Workstations

Your Application

Hyperconverged

Storage

PowerEdge Servers

EDGE

CLOUD

ENVIRONMENT

SCALE

DATA CENTER

A multi-disciplined collaboration.

Our dedicated OEM Solutions team solves complexity so you don't have to.

Complex projects require building intricate teams that are hard to hire, expensive to retain and difficult to manage. By collaborating with us, you will have access to broad and deep expertise across all functions and industries, and more than 55,000 Dell Technologies and partner professionals around the globe.

Offers from OEM Solutions can help customers:

- Focus on their IP and competitive differentiation, not the hardware it runs on.
- Customize solutions for when standard off-the-shelf offerings don't meet the need.
- Make customer transitions easier and less disruptive with long-life solutions.
- Protect sensitive data and enable cyber-readiness.
- Replicate success at scale by leveraging global and secure supply chain and OEM support services.

About OEM Solutions.

OEM Solutions partners with customers to design their innovative in-market solutions by leveraging Dell Technologies tier 1 infrastructure and capabilities including engineering, program management, global support, global secure supply chain, and much more. This allows companies to bring ideas to the world faster, create better customer experiences and drive their customers' digital transformation.

OEM Solutions Portfolio for Defence

Storage ▸ **HCI** ▸ **Workstations** ▸ **Desktops** ▸ **Servers** ▸ **Laptops/Tablet** ▸ **Gateways**

Data Protection and Backup: PowerProtect

Storage	HCI	Workstations	Desktops	Servers		Laptops/Tablet	Gateways
PowerScale All-flash, Hybrid & Archive	**Unity XT** All-flash & Hybrid	**VxRail E, P, V, D, S, G Series**	**Precision 3930 Rack, 3260 Compact, 3660 Tower**	**OptiPlex XE4**	**PowerEdge R640, R740**	**PowerEdge XR2, XR11, XR12, XR4000**	**Latitude 7000, 7230, 5000**	**Edge Gateway 3200, 5200**
Scale-out file	Unified	HCI x/rugged & short depth*	1U Shorter-depth, smallest form factor & Tower	Mini-Tower & SFF Industrial PC	Carrier Grade Servers ideal for Telco	1U, 2U Short-depth (20") rackable server, XR4000: 2U 4-node with flex mount option	Laptops & Tablet Rugged Mobility	Uncompromised connectivity at Edge
			3260 / 3660 3930					
OEM-Ready	Standard	Standard	OEM-Ready OEM XE OEM XL	OEM-Ready	OEM XL	OEM-Ready	Standard	OEM-Ready
5° to 35°C	5° to 35°C	5°C to 45°C	10° to 45°C*	5°C to 45°C	5° to 50°C	5° to 45°C	-29° to 63°C	-20° to 60°C / 0° to 60°C
				Remote power button Wi-Fi enabled	DC Power/ Grounding Kits			Fanless Design
			Dust filtered bezel option					
		3 - 5 years of life						Up to 5 years of life
		Smaller footprint						
	NEBS-3*, ETSI*	Marine DNV-GL* MIL-STD-810G*	MIL-STD-810G tested	Marine DNV-GL; Designed to: MIL-STD-810G	NEBS-3	IEC 61850-3 (Electric Utilities) on XR12; Certified: MIL-STD-810G / 461G / 901E; Marine DNV-GL	MIL-STD-810H testing18, IEC 60529 ingress protection, Harzardous locations certification: ANSI/ISA.12.12.01 certification (Class 1, Division 2, Groups A,B,C,D) Electromagnetic interference: MIL-STD-461G	Designed to: MIL-STD-810G; IP50 rated Certified: Marine DNV-GL

OEM Solutions portfolio includes Dell Technologies standard products applicable for Military & Defence
* Available on select configs
- For complete listing of declarations and certifications, refer to the Dell Regulatory and Environmental Datasheet found in the Manuals section of Product Support information.
- Includes system testing with adapter up to a low temperature of -29°C (-4°F) plus MIL-810 temperature testing, with no performance degradation. When used with the battery, for the operating temperature range -20°C to -29°C (-4°F to -20°F), the system may experience a delay in boot time, for a cold boot. Once booted, no drop in system performance is observed, but a battery runtime of approximately 20 minutes or less may be recorded. Between 0°C to -20°C (32°F to -4°F), considerable battery degradation may be observed. For extreme cold-temperatures, it is recommended that the system be booted in a warm environment and then used outdoors, where possible.

INDUSTRIALIZED | **INDUSTRIALIZED RUGGED**

D∕∕LL Technologies

Visit DellTechnologies.com/OEM
to learn more or contact an OEM Solutions representative today.