

# Design the extraordinary,



At no point in history has the pace of innovation ever been faster — or its significance greater.

For solution builders, it's a moment of truth:

- AI is set to reshape industries for years to come.
- Generative AI has exploded on the scene, enabling new levels of productivity.
- Edge is strategically vital for companies of all sizes to drive business outcomes.

- Zero Trust has become a global imperative as the world faces constantly evolving threats.
- Sustainability has rocketed up the corporate agenda.

Right now is a big moment for turning ideas into innovations, fast.

At Dell Technologies, we keep making technology better so you can make bigger, bolder, breakthrough changes happen now.

Combining our broad portfolio with deep industry expertise and global capabilities, we can help you liberate your ideas and free up your teams to focus on what you do best — innovating. We embolden your team to turn light bulb moments into real-world impact. Not tomorrow. **Right now.**

We keep making technology better so you can make better ideas happen now.



#1 OEM solutions provider worldwide since 2016<sup>1</sup>



23+ Years of experience



5,000+ customers



280+ partnerships



70+ countries



Sustainability embedded into everything that we do

## DESIGN

solutions for your unique industry

# 50+

verticals and industries

AI and Zero Trust  
Edge to core to multicloud  
Industry certified and long life

## ACCELERATE

time to success and commercialization

# 10k+

customer designs

OEM tailored and custom solutions  
Global scale and support  
Flexible execution process

## PARTNER

to create better outcomes through co-innovation

# 5000+

in our OT ecosystem

Augment expertise (buy vs build)  
New business models  
Innovate sustainably

# Accelerate from idea to impact, **now.**

Our OEM Solutions team simplifies every stage of your product lifecycle.

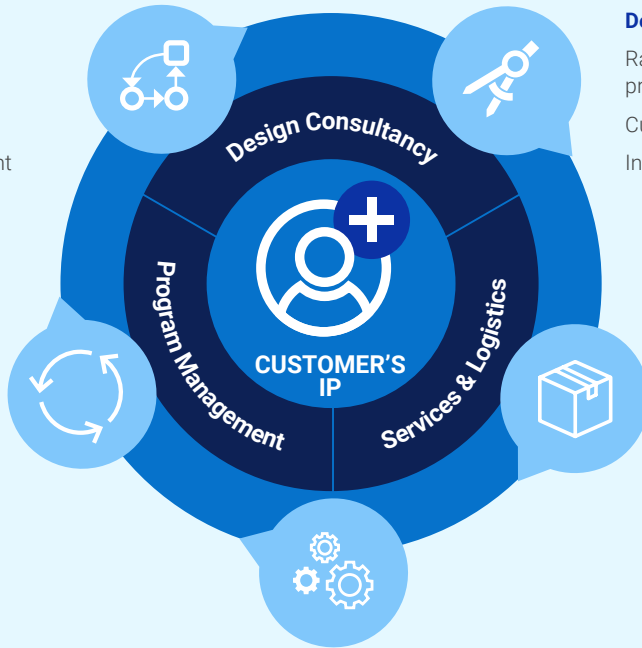
The faster the world changes, the faster great, innovation-driven companies change with it. OEM Solutions helps customers reimagine their solutions and accelerate from idea to impact.

## Planning & Strategy

OEM engineering  
CTO, architects and product planners  
Program management

## Lifecycle Management

Lifecycle monitoring and reporting  
Continuing evolution of your solution



## Design & Development

Rapid proof of concept, prototyping & testing  
Customization  
Industry certifications

## Manufacturing & Secure Global Supply Chain

In-market manufacturing  
Factory integration  
Shorter lead times, cyber resilient supply chain

## Consulting, Deployment & Tech Support Services

Consulting services  
Global OEM support  
Extended warranties  
Deployment and asset recovery services

No matter where you are on your journey, we can help. Our dedicated team of 1000+ OEM specialists brings together the range of expertise you need to accelerate ideas from concept, through design and development to commercial success.

Give your innovation the advantage it deserves by partnering with the #1 OEM solutions provider worldwide.<sup>1</sup>

Become the fastest mover in your industry.



Manufacturing



Energy



Healthcare



Safety and Security



Defense



Retail



Media and Entertainment

Learn more at  
[Dell.com/OEM](https://Dell.com/OEM)