Build the future of telecommunications with Dell EMC OEM.

The legacy network infrastructure operated by telecommunications providers is buckling under new pressures. This infrastructure was never intended to support the rapidly increasing media consumption of today’s consumer, nor the IoT connectivity requirements by businesses. Network equipment providers (NEPs) must shift their solutions from fixed-function, proprietary appliances to solutions that provide the flexibility and agility to quickly develop and deploy new services.

NEPs partner with Dell EMC OEM because we help them compress their time to market with next-gen platforms, consulting resources and global execution. By delivering in these three areas, we embolden you to outpace disruption.

1. **NEXT-GEN PLATFORMS**
   Build your IP upon underlying hardware solutions that are ready for 5G, massive data sets, intense workloads and agile development. With virtualized and hyper-converged architectures, these NEB-compliant platforms open the door to new services (IoT/AI), increased efficiency (software reuse) and multi-function solutions (switching, firewall, and more on the same platform).

2. **TECHNICAL AND PROGRAM EXPERTISE**
   Leverage Dell EMC OEM talent and capacity to solve previously unsolvable challenges together. We “de-risk” your solution by configuring our hardware platforms around your IP — customizing for extended lifecycles, integration, networking, ruggedizing and your branding.

3. **SECURE GLOBAL SUPPLY CHAIN**
   When you work with Dell EMC OEM, you gain access to the most sophisticated supply chain in the world. We can manufacture your solution in market with pre-certified platforms. We can build the exact same solution across the world, or version it for different markets. Plus, we support the finished product everywhere your customers are.

**Did you know:** Manufacturers rank supply chain inefficiencies as the number one barrier to their growth ambitions?

Source: The Future of Growth and the Manufacturing Industry
About Dell EMC OEM

Dell EMC OEM customizes our commercial Tier-1 infrastructure to fit your needs, your IP, your brand and your world. Our carrier-grade platforms underpin today’s most innovative network equipment provider solutions.

WHY WORK WITH DELL EMC OEM?

- **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 for your IP by running on infrastructure that’s pre-configured, pre-validated and pre-certified.

- **Reduce costs and complexity**
  Leverage our secure global supply chain to simplify manufacturing, logistics, fulfillment and support.

With NEP-ready platforms, extensive consulting resources and global execution, Dell EMC OEM is the fastest way to turn your ideas into market-ready solutions and take them to the world.

Visit us today for more information: DellEMC.com/Telecom