

TRANSFORMING THE NETWORK: PARTNERING FOR SUCCESS

Enabling network transformation by building fast, innovating boldly and scaling smart.

A massive market opportunity.

\$2 TRILLION

Transformation of telecoms is a \$2 trillion opportunity for industry and society.

\$110 BILLION

Expected global telecom spend in NFV and SDN hardware, software and services by 2022.

5G → **2020**

5G will enter mainstream adoption in the early 2020s driving more spend in network infrastructure and edge computing.

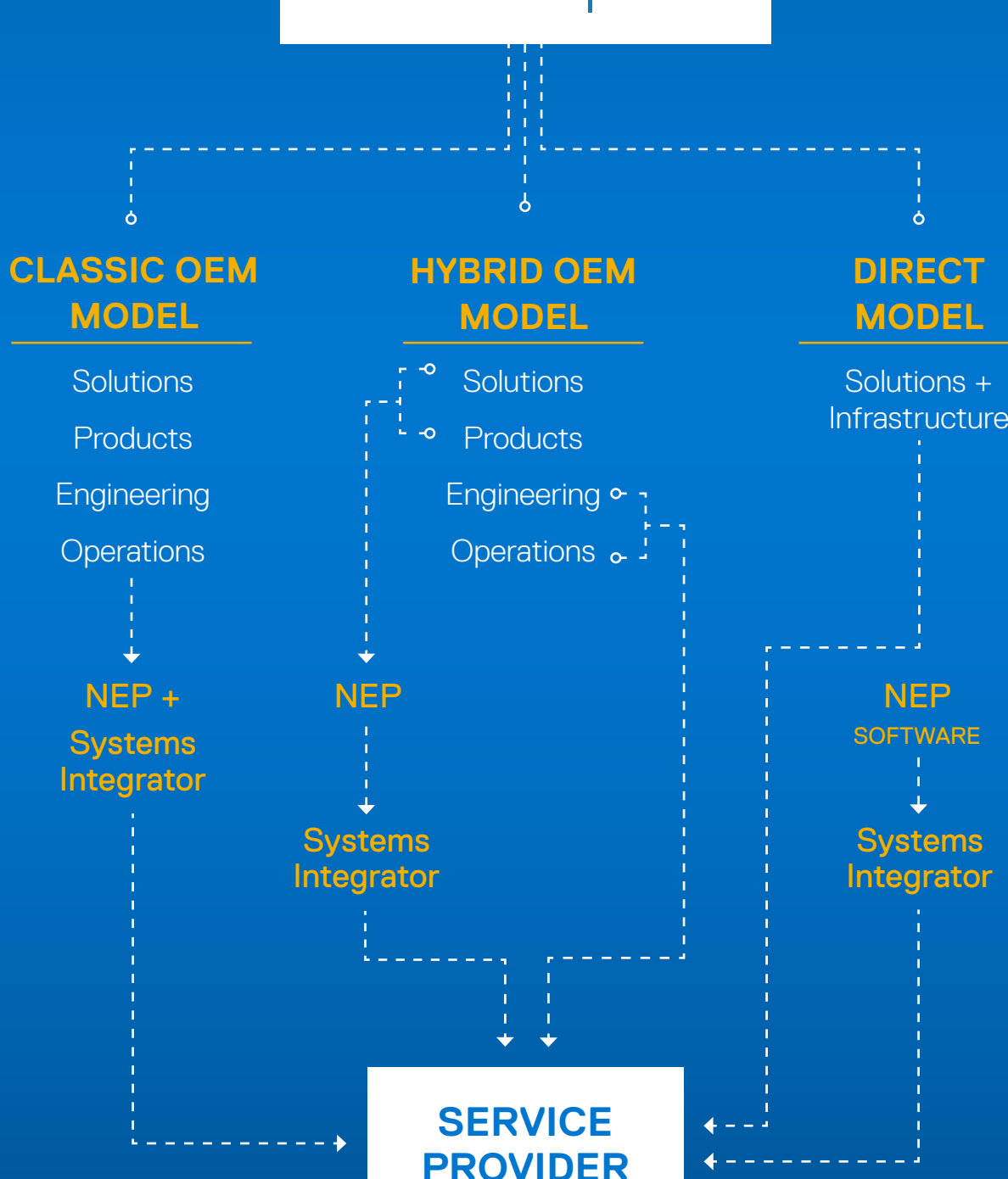
Yet challenges stand in the way.

Key inhibitors to network transformation.



Achieve more with your IP and our expertise: flexible business models to meet your needs.

Next-generation network builders can focus on their core business while tapping into Dell EMC's engineering expertise to navigate complexities.



We help you focus on your innovation, your way.

BRAND



- Logo
- Bezel
- Splash screen
- Packaging
- Documentation
- Label

EXTENDED LIFE



- Longevity
- Stability
- 18-month transition
- Change management

INDUSTRIAL



- Carrier-grade (NEBS)
- Oil & Gas
- Marine
- Manufacturing
- Defense
- Transportation
- Energy

RUGGEDIZED



- Temperature
- Water
- Dust
- Altitude
- Vibration
- Humidity
- Salt Fog

CUSTOM



- Mechanicals
- BIOS/software
- Electrical
- OS Settings
- 3rd Party Integrations

Why work with Dell EMC OEM?



Shorten time to market

Build upon cloud-native platforms ready for 5G, NFV, big data, AI and IoT.



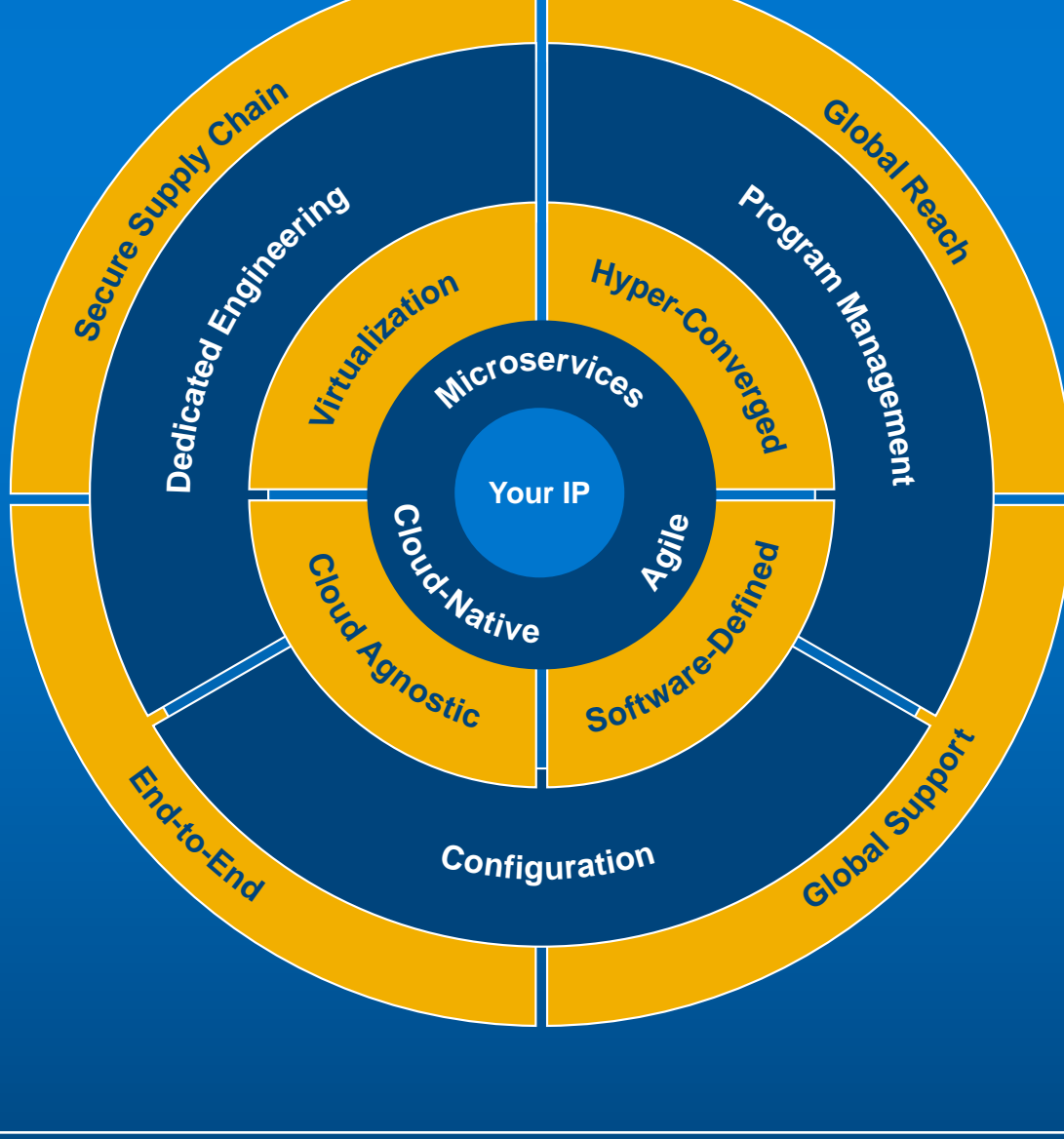
Create better customer experiences

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.