OEM Partnership in the Digital Economy: Driving Business Value

About the Study:

OEM Partnerships help drive increased business value for organizations, particularly for increasing sales/revenue, to allow for business agility. Contractual flexibility is expected to increase in importance over time as emerging technologies become more prevalent. Transitioning to a cloud-based model helps enterprises achieve significant cost savings, particularly in the areas of IT, R&D, and manufacturing. Particularly in the areas of IT, R&D, and manufacturing.

Emerging technologies such as AI, multi-cloud, IoT, and AR/VR are changing how organizations operate and the way they compete. The close alignment of the OEM-focused budget indicates that disruptive technologies help organizations gain a competitive advantage, deliver enhanced value, and improve operational capabilities. As a result, businesses are looking for new approaches to solve the challenges facing companies around the world through enabling innovation, reducing time to market and partnering with third-party businesses.

OEM solutions play a critical role in accelerating transformation and innovations for enterprises. Strategic OEM partnerships go a long way in accelerating end-user experience. Strategic OEM partnerships go a long way in accelerating end-user experience. Strategic OEM partnerships go a long way in accelerating end-user experience.

The adoption of OEM partnerships continues to increase, particularly in the areas of performance, scalability, and cost. Enterprises across all sectors are finding that disruption in industries. Continue to drive increased business value for organizations, particularly for increasing sales/revenue, to allow for business agility. The close alignment of the OEM-focused budget indicates that disruptive technologies help organizations achieve significant cost savings, particularly in the areas of IT, R&D, and manufacturing. Particularly in the areas of IT, R&D, and manufacturing.

Data reported by Dell EMC in a 2018 study commissioned by Futurum Research showed that 34% of companies achieved a minimum of 40% cost savings in the areas of IT, R&D, and manufacturing.

In addition, 86% of respondents indicated that they agreed with the statement, "OEM partnerships help enterprises gain a competitive advantage and deliver enhanced value and improve operational capabilities. As a result, businesses are looking for new approaches to solve the challenges facing companies around the world through enabling innovation, reducing time to market and partnering with third-party businesses.

What are the benefits of OEM partnerships?

• Improved competitive advantage and business value
• Lower costs
• Enhanced operational efficiency
• Improved time to market

Insights:

Driving Business Value - A Budget Outlook

What the future holds?

By 2025, up to 75% of current business models will either exist in their current form or be significantly transformed. Organizations that fail to leverage the advantages of OEM partnerships and build proper collaborative ecosystems will eventually fail. The future of business is digital, and by using the right partnerships approach, organizations can ensure they are prepared to thrive in this new environment. By 2025, up to 75% of current business models will either exist in their current form or be significantly transformed. Organizations that fail to leverage the advantages of OEM partnerships and build proper collaborative ecosystems will eventually fail. The future of business is digital, and by using the right partnerships approach, organizations can ensure they are prepared to thrive in this new environment.

Top growing regions

Greater China Asia Pacific Latin America North America Europe Middle East & Africa

By 2025, 45% of companies expect to have a higher percentage of revenue generated from new products or services in the coming 18 months.

OEM Partnerships will drive 43% of respondents from EMEA are anticipated to garner more attention and be more critical when selecting an OEM or third-party partner. These top-growing regions are expected to see the largest increases in OEM adoption. By 2025, 45% of companies expect to have a higher percentage of revenue generated from new products or services in the coming 18 months.

A Futurum Research study commissioned by Dell EMC and Intel about the impact of OEM partnerships and third-party business relationships on enterprise business success showed that 87% of companies indicated that OEM partnerships were very important in achieving operational efficiency for business success. By 2025, 45% of companies expect to have a higher percentage of revenue generated from new products or services in the coming 18 months.

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- 75% of respondents are very involved in the decision-making process for technology acquisition.
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