

An aerial night view of a city skyline, likely New York City, featuring prominent skyscrapers like the Empire State Building. The scene is overlaid with a complex network of glowing blue and white lines, representing fiber optic connections or data networks. The lights from the buildings and streets create a vibrant, high-tech atmosphere.

DELL Technologies

Dell Technologies
OEM Solutions Offerings

Expertise from end to end.

Dell Technologies OEM Solutions is redefining how OEMs bring products to market. Your unique products require unique solutions. And unique is exactly what you'll get with OEM Solutions end-to-end expertise, support and global network of top-tier partners. Together, we can turn your ideas into the next generation of OEM customer-influenced, tailored and fully customized solutions.

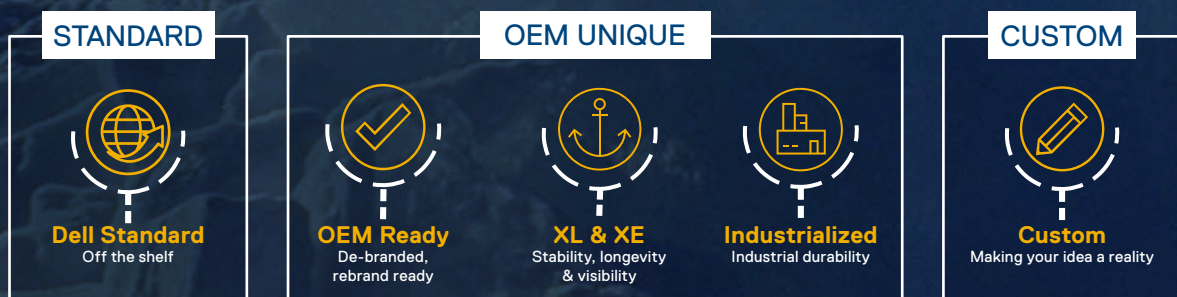
OEM customers are different. That's why, in addition to offering Dell Technologies standard products, we have special tailored offerings that cut it where others can't.

OEM Solutions offerings help you:

- Brand across your complete solution.
- Focus on your IP and competitive differentiation, not the hardware it runs on.
- Give your customers a tier-1 quality customer experience across the globe.
- Accommodate your lengthy development and testing requirements before moving to next generation.
- Customize your solution for when standard off-the-shelf offerings don't meet the need.

You want to grow your brand, create exceptional customer experiences and be competitively differentiated. That's why we create product & capabilities to allow you to focus on what you do best – innovating.

OEM Solutions Offerings



STANDARD



Dell Standard

Off the shelf

Dell products influenced by OEM customer requirements.

Bring your IP to the world fast with global access to our tier-1 industry standard solutions, from desktop to data center to the edge.

Innovate in your industry at the speed you need to beat your competition by leveraging off-the-shelf, standard technology solutions. Know that your solution requirements are being heard and represented as our OEM product development team diligently works to influence standard products based on OEM needs. With more than 30 years of expertise, across 40+ verticals, you can count on the industry leader, Dell Technologies, for your OEM solution.

If the standard offerings don't meet your needs, we've developed OEM unique and custom solutions to deliver on your solution requirements.

OEM UNIQUE



OEM Ready

De-branded, rebrand ready

Expand your presence and create a better customer experience.

De-branded: If you desire a brand-less experience, our tier 1, de-branded OEM-Ready technologies provide a fast, global regulatory approved solution right out-of-the-box.

Rebrand-Ready: Create a better customer experience with your own end-to-end branding and make Dell Technology solutions your own.

Easily place your logo on our de-branded products while still in the factory via:

- Platform
- Bios
- Splash Screen
- Packaging
- Documentation



OEM XL & XE

Stability, Longevity & Visibility

Focus on innovation. Not solution churn.

For a competitive edge and confident platform lifecycle management, explore our XL and XE solutions that provide stability, visibility and longevity.

- **Stability:** Keep things humming on all cylinders and make customer transitions easy and less disruptive with locked key components and minimized change.
- **Longevity:** Take additional time for development, testing and certifications before having to move to the next generation platform with up to 9 to 18 months transition time.
- **Visibility:** Plan and allocate budget more effectively with up to 6-months in-advance notification on upcoming hardware changes.



Industrialized Industrial Durability

Built to withstand demanding environments beyond the desk and data center.

Get the industrial-grade durability and industry certifications your solution needs, right out of the box, for demanding jobs beyond the desktop and data center with OEM Industrialized offerings.

- **Industrial Durability:** Build on technology designed to withstand demanding environments beyond the desk and data center with key product options such as robust and hardened chassis designs, extended environmental specifications, DC power / DC grounding kits, long life and constrained footprints.
- **Certifications:** Get to market faster with OEM industry certifications ready right out of the box for Telco, Rugged, Marine and more.

CUSTOM



OEM Custom

Make it your own

The quickest way to bring your ideas to life – and to market.

Make your ideas a reality by partnering with our technology experts, from CTO or architect technology consultations to engineering for design, led by a dedicated program manager ensuring global supply chain and factory readiness are ready to get your solution to market fast whether it be for branding & personalization, fit & function, specialized environment design or more with Custom Solutions.

Branding & personalization

Hardware designs: Brand physical bezels and chassis, add color, textured finishes, unique badges and create own designs via Dell YourID online site.

Software designs: Personalize BIOS/BIOS splash screen, thermal profiles and iDRAC systems management settings.

Fit & function

Ensure just the right fit for non-standard cards and components with custom bracketry, cables, backplanes, risers, heat sinks, or outer chassis sheet metal modifications and more.

And necessary function with thermal validation, system integrity, shock & vibe testing, regulatory approvals, commodity validation and factory diagnostics to ensure all function effectively as a complete solution.

Specialized environment design

Robust solutions that withstand wide temperature ranges, non-typical, remote environments and rigorously tested for compute beyond traditional IT boundaries.

Certified for work with niche environment regulatory expertise and provided certifications.

The possibilities are as endless and diverse as your needs and imagination, but will always be a fast-to-market, globally consistent and available, top-tier customer experience.

Build bolder. Build better.

Discover the complete Dell Technologies
OEM Solutions unique portfolio.

Ready to get started?
Ready to get started? Contact your OEM Solutions sales representative
or visit DellTechnologies.com/OEM.

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