



DELLTechnologies

Edge: The Next Frontier for Innovation with Data

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CTO IoT, Edge & Digital Cities

Dell Technologies

IOT - Edge - Data in Digital Transformation



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Things

Sensors

Connections

Data

Compute/
Storage

Analytics

**Measurable
Business
Outcomes**



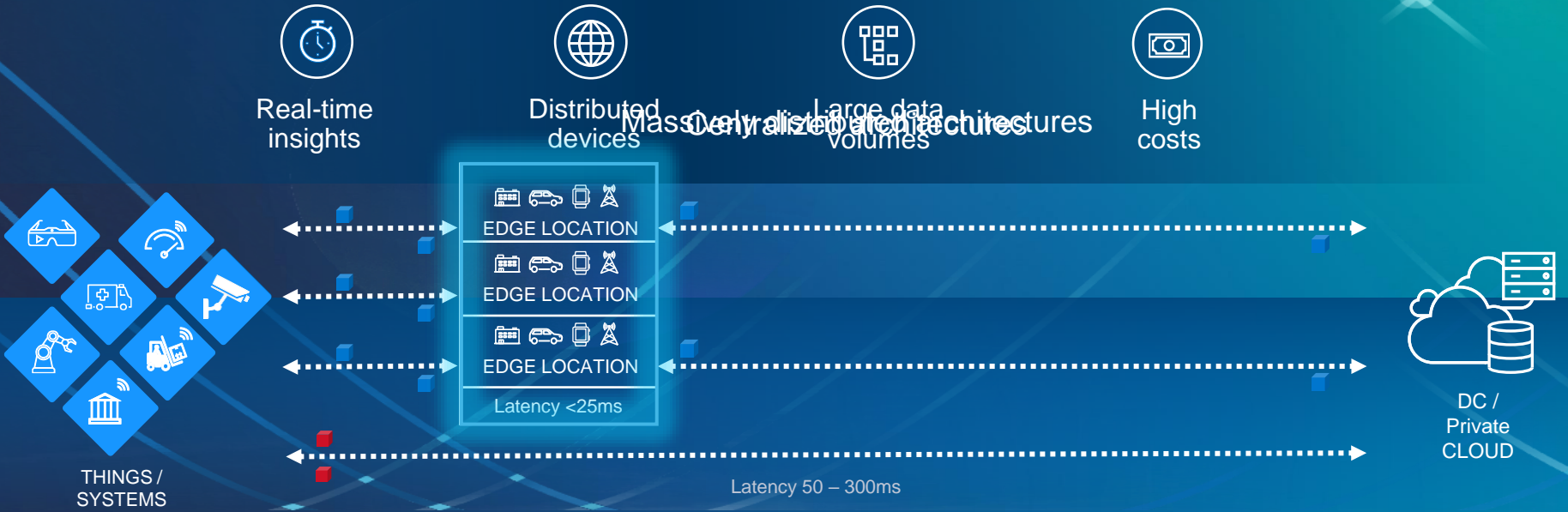
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Find your edge where data lives

The Edge

where **data** is acted on near its point of creation to generate immediate, essential **value**.



Growing adoption of solutions at the edge

74%

of organizations
**plan to increase
their edge spending**
over the next two years
with an average
increase of 37%.¹

800%

Increase in the number
of **apps** at the Edge by
2024.²



¹ IDC Press Release, Edge Solutions Will Continue to Receive Strong Investment Support Over the Next Two Years, According to the IDC EdgeView Survey, April 2022.

² IDC, "FutureScape: Worldwide IT Industry 2020 Predictions," Oct 2019

New needs and challenges at the edge



Speed

Streaming data

Shrinking time-to-insight

Faster growth

New sites

New data types , more data



Scale

More use cases

Massive growth

Sites with no IT
More data types
Explosion of data



Security

New attack surfaces

**Distributed infrastructure
and data**

**Limited to no
physical security**



AI

AI at the Edge

Inference Accelerators

Federated AI Learning

Powerful Compute

Accelerators
GPU

Future Growth

Integrated Systems

Zero Touch

Types of storage

Containerization

More Storage ?

Manageability

Ruggedization

Data Protection

Bringing solution builders' innovative ideas to life at the edge

With Dell OEM technology expertise and tailored solutions

20+
years of edge technology experience

2000



2000
OEM business created from customer demand



#1 OEM Provider Worldwide*

2023



4000+
Customers



500+
Partners



40+
Industries & verticals



70+
Countries

Ready-to-ship tailored and distinct custom solutions



Off the shelf
Dell standard



De-branded,
Re-brand Ready
OEM-Ready



Stability, longevity
& visibility
XL | XE



Industrialized
durability
Industrialized

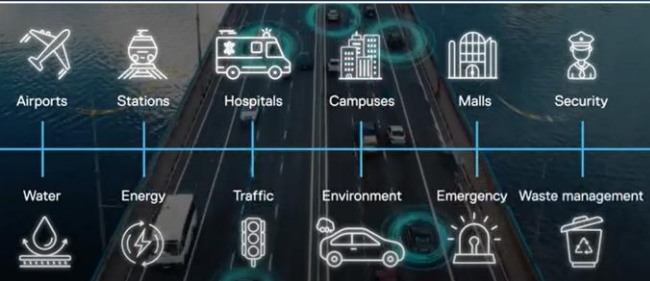


Making your
ideas a reality
Custom

6 Use Cases in 6 Verticals

Smart Cities

- Video Surveillance & **Computer Vision** at the Edge - *Predict*
- **Digital Twin** in Smart Buildings for Sustainability
- **Autonomous Vehicles and V2X**



Transportation

- Railcar Automated Safety Inspections with **AI** at the **Edge**
- **120 : 1** gain in efficiency compared to manual inspections
- **1.3 TB** of data processed daily



Manufacturing

- Data **Analytics** at the edge
- Reduce “**out-of-specs**” items in production
- PLC’s @ **11 plants**

“Processing PLC data at the Edge will enable real time quality monitoring of PLC operation and implement preventive maintenance use cases, which in turn will increase the quality of the products .”



Automotive

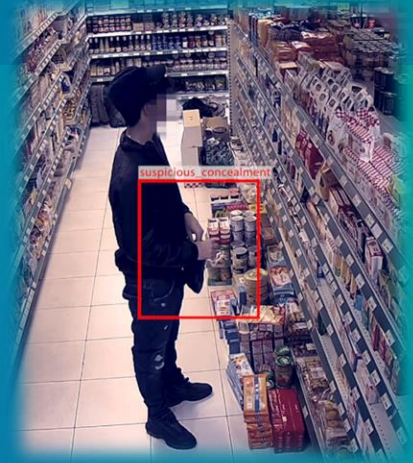
F1 car as an IOT device

- Fast **trackside** data analysis for car performance
- **300** sensors in an F1 car
- **100,000** data points per second
- Upgrade key applications in **2 days** instead of 2 weeks



Retail

- AI-driven Computer Vision
- Loss prevention, Customer Experience, **Frictionless** stores
- Store **Analytics**, in-store digital signage
- Modern Application Strategy



Healthcare

- AI-driven Computer Vision for measurement of adherence to the prescribed protocol for hand washing.
- Hand hygiene **Compliance** and Training
- Applicable to schools, pharma, Food services and hospitality





IoT & Edge: In every Industry



Get Started on *your*
Edge Journey

DellTechnologies.com/Edge



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Have a **DELL**ightful Day!