

Retail Banking: How Edge Networking Can Help Accelerate Innovation

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Agenda

- Acceleration of Digital Transformation
- Legacy Infrastructure Bottleneck
- Modern Environments are Required
- The Value of an Open Universal Edge Services Platform
- Enabling Banking Transformation

Digital Transformation in Banking Industry



Transformation Maturity

**18% cite mature digital
transformation initiatives
68% are in process or just
beginning**

Goals of Transformation

62%

Become more operationally efficient

47%

Develop new and innovative products
and services

41%

Develop new data-centric products
and services

Digital Transformation: Branch of the Future

- 1 Visual & Proximity Loyalty Mgmt
- 2 Visual & Proximity Loyalty Mgmt
- 3 Visually Aware Self Service KIOSK
- 4 Visually Aware Service KIOSK
- 5 Quick Service Counter
- 6 Visual Chatbot screen
- 7 Personal Banking/Teller
- 8 Virtualized Service Terminal
- 9 Virtual Banking Expert
- 10 Customer Aware Signage Wall
- 11 Corporate Collaboration
- 12 Intelligent Operation room with Server
- 13 Visual Inventory Management, Security & Surveillance
- 14 Visual Inventory Management, Security & Surveillance
- 15 Drive through ATM/Kiosk



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Transformation is driving complexity



Complexity

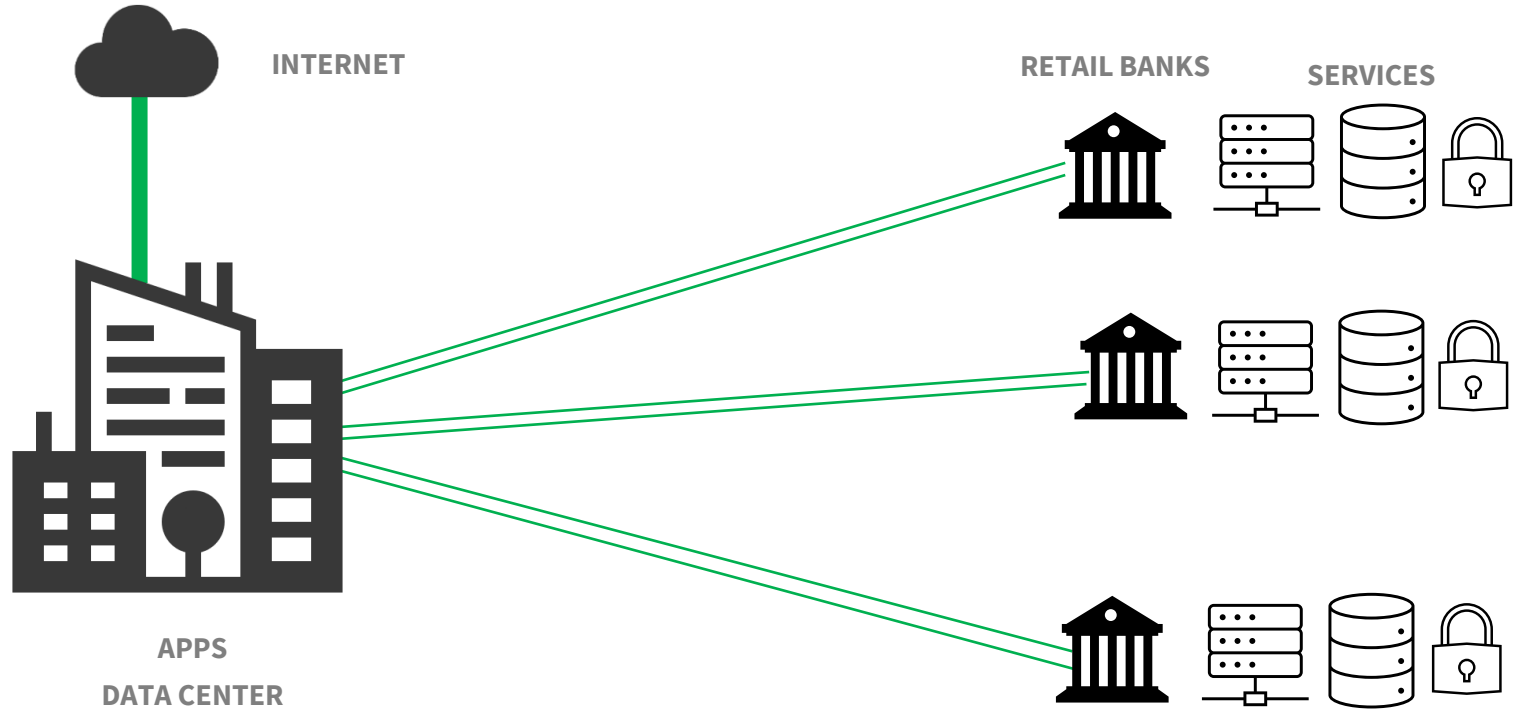
83% cite IT environment is more or significantly more complex than 2 years ago

Top reasons for complexity include:

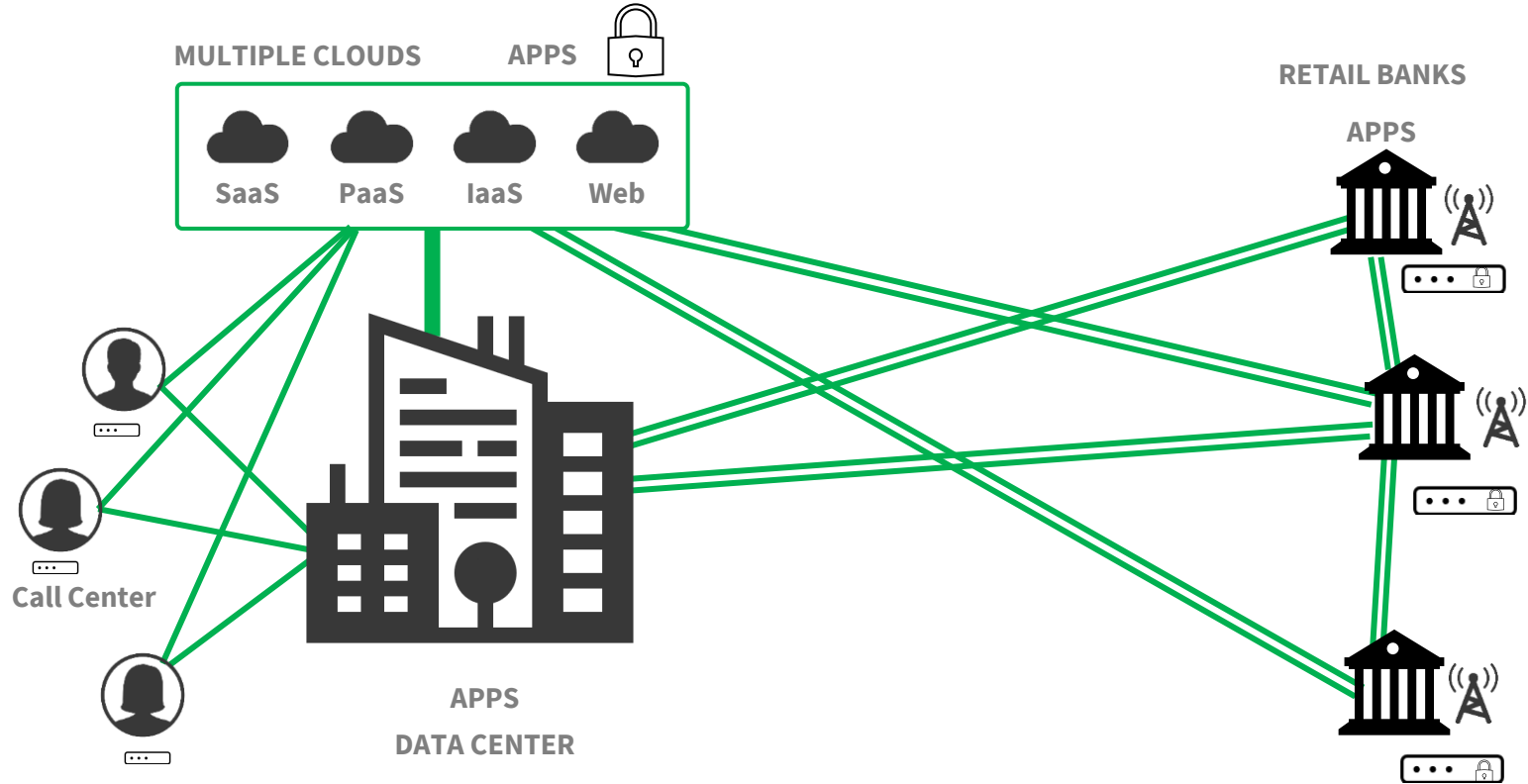
- 52% Increase in remote workers (call centers)
- 42% Changing cybersecurity landscape and new data security and privacy regulations
- 48% Higher data volumes and DX initiatives (new services)

Organizations require a platform that enables innovation

Legacy Technology Hinders Innovation



Modern Platforms Drive Innovation



Open, universal edge services platform

NFVI hardware

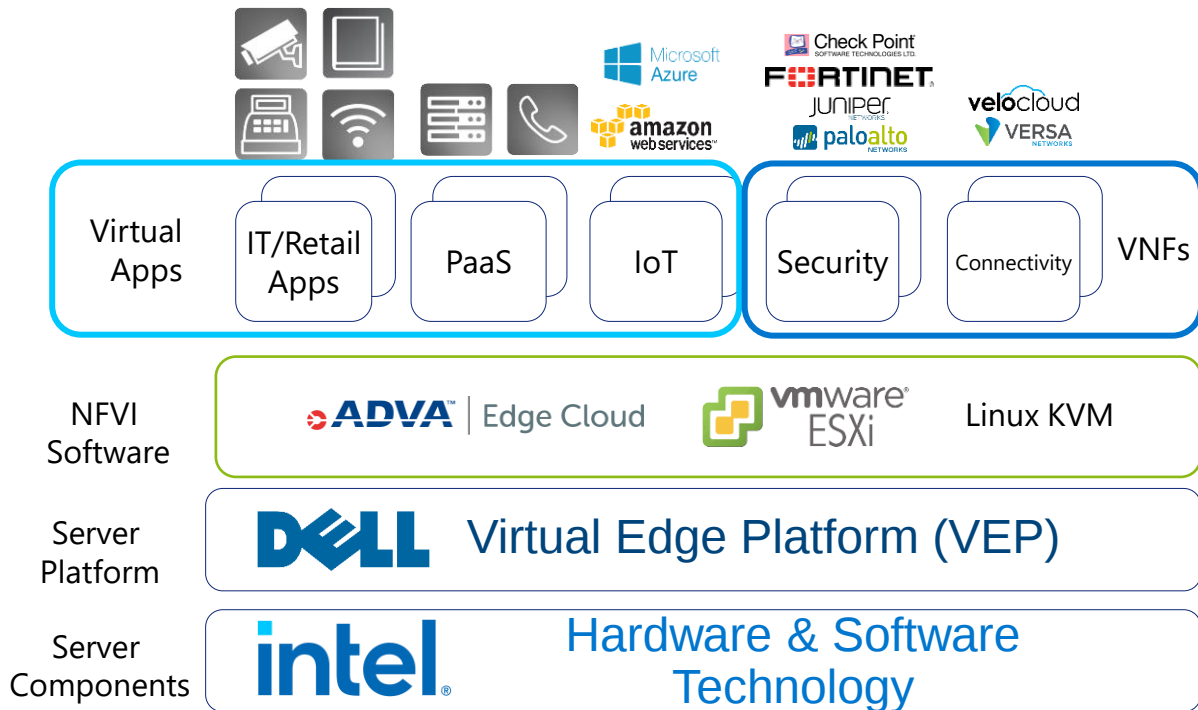
- Variety of hardware options
- Includes operator-chosen vendors

NFVI software

- Network OS convergence layer between VNFs and COTS platforms
- Common platform for edge cloud
- Common security and encryption
- Common method to deploy and manage NFV services

Virtual Apps and Functions

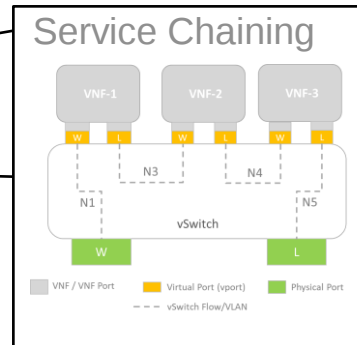
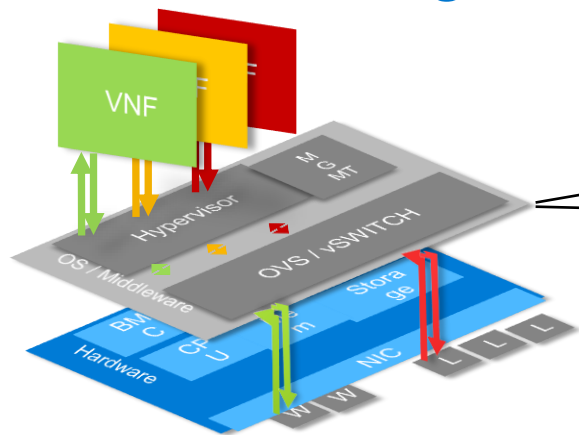
- Multiple options per function
- Multiple functions
- Customer functions



Choice of platforms and choice of apps on the platform

Dell Virtual Edge Platform

“...the cloud in a box”



Dell Virtual Edge Platform Highlights

Hardware	Technology	Software	Integrations	Support
- Hardware consolidation through virtualization – multiple options - Common hardware infrastructure with common deployment. - Reduces truck rolls and streamlines operations.	- Intel® Quick Assist Technology (QAT) for encryption offloading and acceleration. - Data Plan Development Kit (DPDK) and Single Root-I/O Virtualization (SR-IOV) for performance enhancement - Trusted Platform Module 2.0 on the box providing hardware-based, security-related functions	- Intel Software Guard Extensions (SGX) on Roadmap - Open and Flexible VNF options - SD-WAN, Security, etc More details in VNF library	BMC for hardware management, monitoring and BareMetal zero touch provisioning	- Global Dell EMC supply chain - ProSupport - Range of support models to meet the business and budget requirements - Dell Financial Services™ - One-stop financing for hardware, software, and services

Dell VEP Advantages

Simplicity & Agility



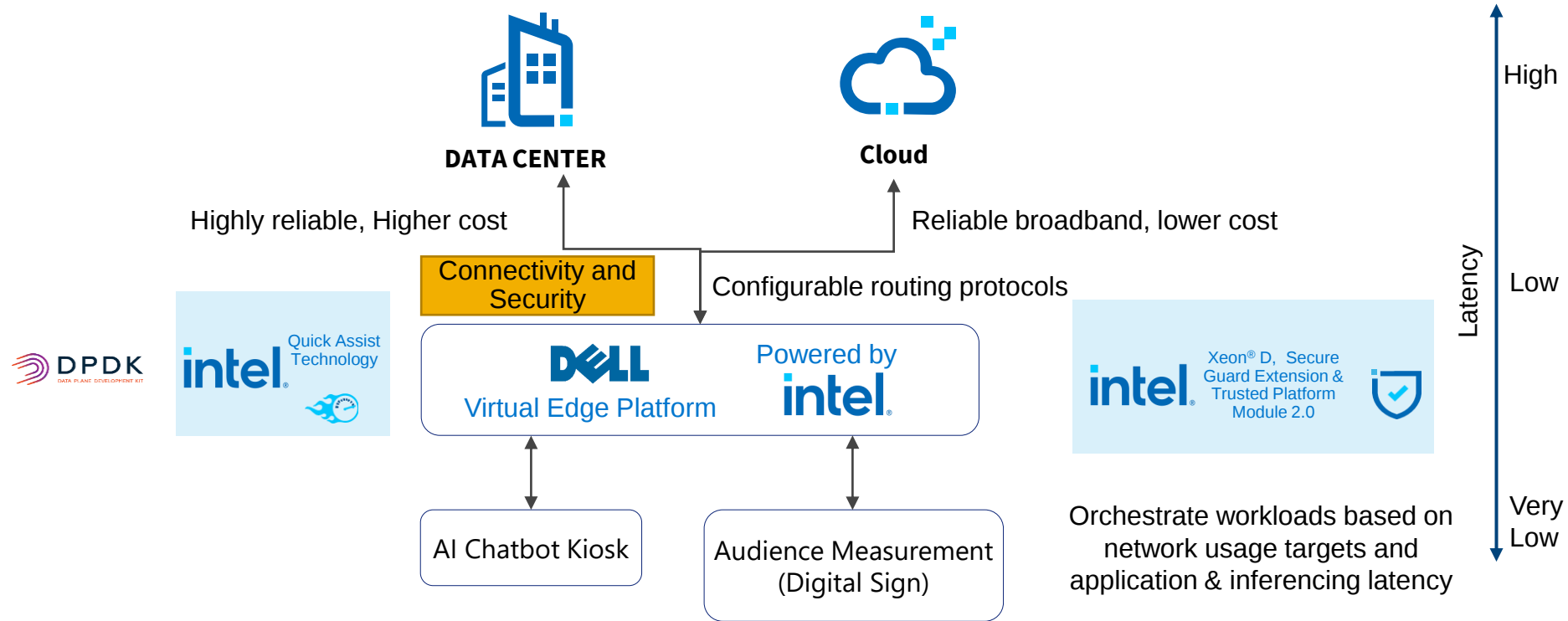
Performance & Efficiency



Trust & Scale



AI Chatbot and Audience Measurement



Next steps

Visit the following web-sites:

- Dell EMC Virtual Edge Platforms [here](#)
- Intel Future of Banking [here](#)

Read the following helpful information:

- ESG White Paper: “Dell Technologies: The Foundation for a Flexible SASE Journey” [here](#)
- ESG white Paper: “Accelerating Advanced uCPE Adoption” [here](#)
- Solution Brief [here](#)

Reach out to your dedicated Dell Account Representative to start your implementation.



Q&A

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