Accelerating the 5G Ecosystem with Dell Technologies Open Telecom Ecosystem Lab

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Needs of the Next Generation Telecom

Technology Acceleration

- Speed up the development and deployment of open, disaggregated, and standards-based technology solutions
- Develop and deliver the high-quality connectivity solutions

Greater Flexibility

- Implement 5G architectures rich array of dynamic and programmable network, edge and cloud assets
- Transform network with Cloud, NFV, and open technologies that are at the foundation of 5G

New Opportunity

- Collaborate across suppliers, developers, integrators and others to discover, design and deploy new technologies and services
- Use 5G technology for the development of new applications and markets for consumers and enterprises

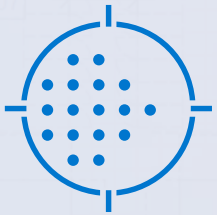
High **risk**, high **reward**

Introducing The Open Telecom Ecosystem Lab

Driving innovation and choice in the creation of an open and modern telecom ecosystem

CSPs and vendors **working together** to certify solutions and co-create services

De-risk the telecom transformation process

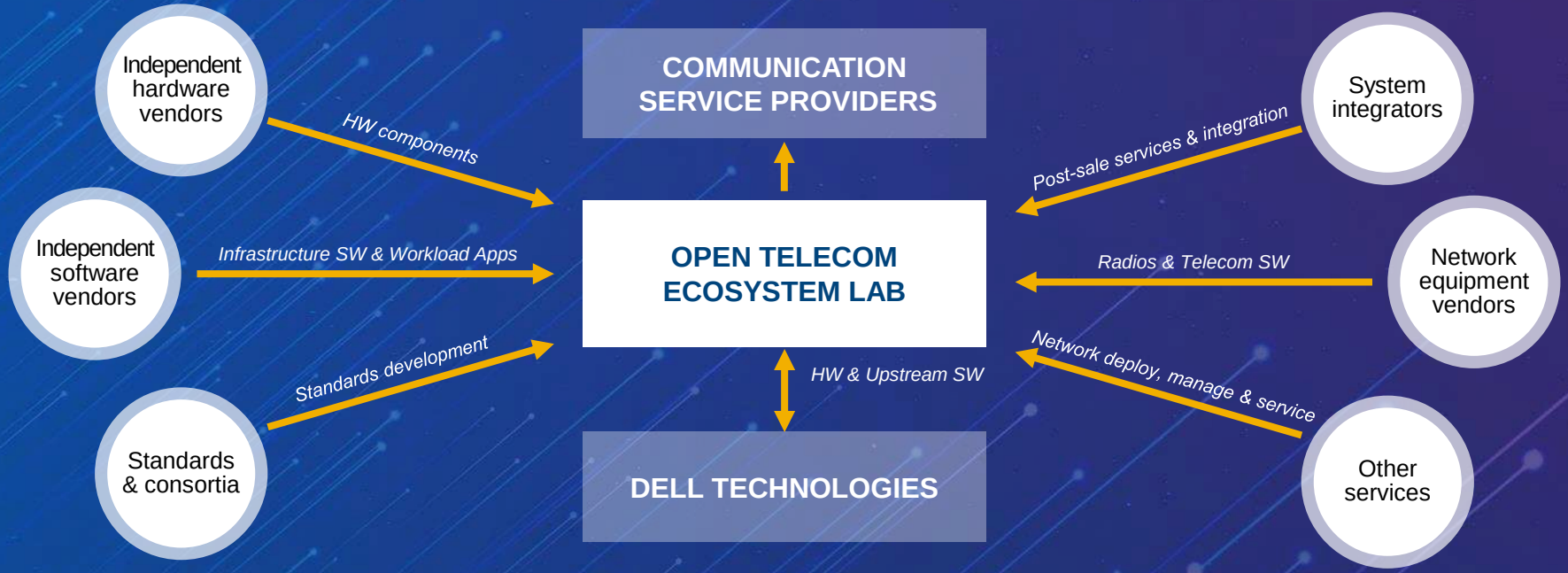


More choices, faster innovation and value creation

Dell wants to be the trusted partner in the industry's transformation journey

The Open Telecom Ecosystem Platform

Realizing telecom industry collaboration



Accelerate and simplify the creation of an **open and modern telecom ecosystem**

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Open Telecom Ecosystem Lab

Complete OTEL VR Experience

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OTEL Benefits Between Dell Technologies and You

Broaden our collective relevance and increase the telecom market opportunity

Our Businesses

Expand our combined telecom development opportunities by being exposed to new perspectives, use cases, and expertise

Our People

Strengthen the joint solution offerings each of our companies brings to the CSPs

Our Customers

With Quantifiable Customer Outcomes

- ↓ T2V
- ↓ RISK
- ↑ MTBF
- ↓ TCO
- ↑ ROI

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Dell Technologies Telecom Partner Self-Certification

Accelerating the open and modern telecom ecosystem

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Expanding the 5G partner ecosystem

- The architecture of 5G networks is becoming more virtualized, open, and programmable, allowing new vendors and best-of-breed components to proliferate
- Innovative start-ups and smaller ISVs not only need access to the latest telecom equipment to validate their solutions but also need access to CSPs and Enterprise customers

ISVs want to increase brand credibility

ISVs want to remove barriers to enter telecom

ISVs want to increase revenue opportunities

Introducing Dell Technologies Telecom Partner Self-Certification

Program Summary

What the program is

- A program for Independent Software Vendors (ISVs) and other partners to Self-Certify their solutions on Dell Technologies hardware platforms
- Verifies that their software is ready for deployment on Dell hardware across several standardize solution stacks
- A simple and transparent process for validating their solutions on carrier-grade Dell hardware configurations and OS layers - all based in the Dell Technologies Open Telecom Ecosystem Lab

What the program will achieve

- ISV partners can provide CSPs with assurances that the quality and capabilities of their software are deployment-ready for today's telecom networks
- “Dell Technologies Telecom Certified” badge issued for all ISV and partners that successfully complete Self-Certification

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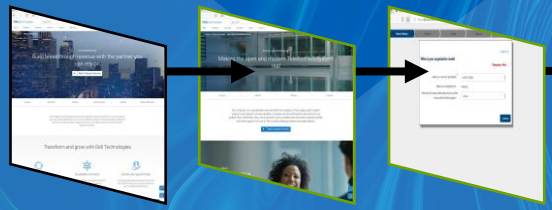
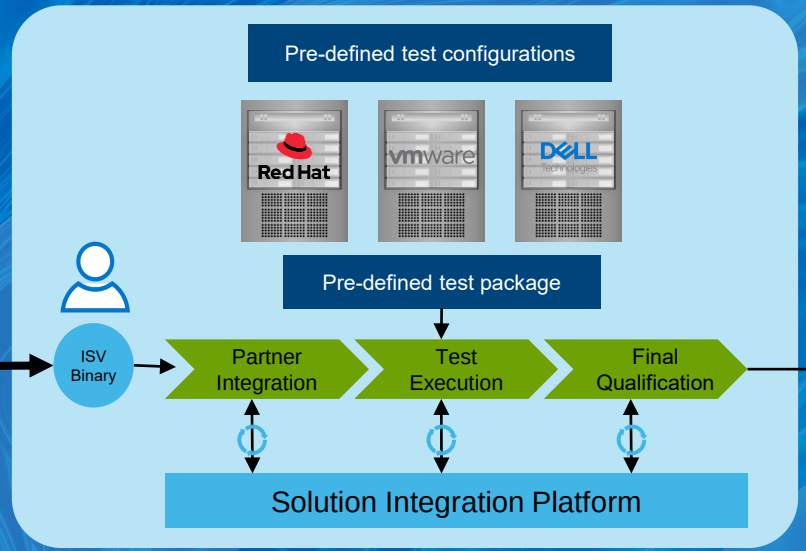
Telecom Partner Self-Certification Process Overview

Validating ISV software is ready for deployment on Dell Technologies hardware

Self-Certification is an automated, simple, and transparent process for validating ISV solutions on carrier-grade Dell hardware

ISV partners can provide CSPs with assurances that the quality and capabilities of their software are deployment-ready for today's telecom networks.





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Partner Onboarding

Partner Self-Certification via OTEL Secure Portal

Certification Badge

DELL Technologies


Start your journey to become
Dell Technologies Telecom Certified
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Partner Self-Certification Test Lines

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- Dell Servers
- Dell Switches
- Dell Storage

Partner selects one of three test lines for Self-Certification test execution.

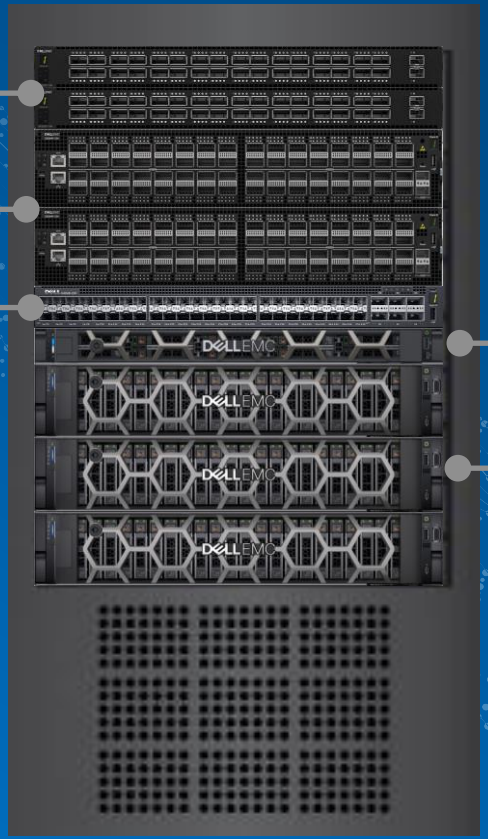
Partner Self-Certification Testbed Sample Equipment

PowerSwitch Open Network

PowerSwitch S5232-ON
Spine component of Leaf-Spine network topology for internal networks that communicate with the nodes that form clusters

PowerSwitch Z9264F-ON
Leaf component of Leaf-Spine network topology for internal networks that communicate with the nodes that form clusters

PowerSwitch S4048T-ON
Top-of-rack (ToR) switch purpose-built for applications in high-performance data center and computing environments.



PowerEdge Servers

PowerEdge R640
Dual-socket platform for dense scale-out data center computing and storage used for Cluster System Admin Host (CSAH) and deployment server

PowerEdge R750
Dual-socket / 2U rack server to address application performance and acceleration used for controller and worker functions

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Partner Self-Certification Confirmation

What Dell Technologies Provides You for Promotion

- Issuance of “Dell Technologies Telecom Certified” badge
  - Use in sales and marketing material
  - Post on partner web site
- Dell Technologies branded assets to be used on social media
- Test description document
- Partner specific test report

What Dell Technologies does for Promotion

- Posting of partner brand on Dell Technologies TSB Partner page
- Social media announcement of successful Self-Certification
- Inclusion in Dell Technologies Self-Certification portfolio catalog for our marketing and sales to use

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Self-Certification Pilot Partners

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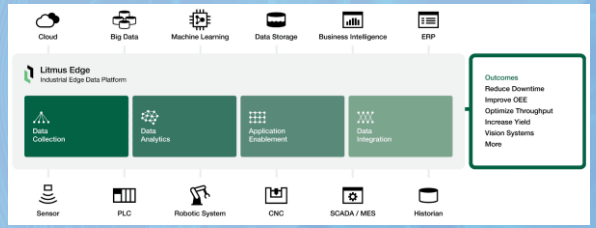
Intel Edge Insights for Industrial

intel. EDGE INSIGHTS FOR INDUSTRIAL

LITMUS

Litmus Edge Data Platform for Industry 4.0



VERSA NETWORKS

Versa Secure SD-WAN

Secure SD-WAN
SOFTWARE-DEFINED WIDE AREA NETWORKING

Intel: Self-Certification Pilot

Intel® Edge Insights for Industrial, a middleware software optimized for AI deployments at the edge, is the first Intel software platform to receive self-certification and ready for deployment on Dell infrastructure. We believe the great features that Edge Insights for Industrial has, such as video and time series ingestion and inference, will allow Dell's customers to deploy AI capabilities quickly and with excellent performance on Intel-based Dell infrastructure


Intel® Edge Insights for Industrial

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Market Opportunities and Challenges Co-exist for AI at the Edge

$ 65 BILLION

global AIoT market by 2025

39% CAGR[1]

30%

OF NEW INDUSTRIAL CONTROL SYSTEMS WILL INCLUDE ANALYTICS AND AI-EDGE INFERENCE CAPABILITIES BY 2025, UP FROM LESS THAN 5% IN 2021[2]

Sources:

- 1. Global Artificial Intelligence of Things (Technology & Solutions) Markets 2020-2025 Oct 2020
- 2. Resource: Market Guide for Edge Computing Solutions for Industrial IoT, Oct 2020
- 3. Artificial Intelligence and Machine Learning Projects Are Obstructed by Data Issues. May 2019 research by Dimensional Research

Challenges Building AI Solutions for Industrial Use Cases

MARKET GAPS WITH EXISTING SOLUTIONS

- Locked and proprietary, non-flexible
- High total cost of ownership
- Scalability performance requirements
- Data privacy
- Lack of general purpose platform for multiple analytics use cases

SOLUTION PROVIDERS' PAIN POINTS TO BUILD

- Lack of flexibility and modularity in base platform
- Opening access to data and third-party apps through microservices architecture
- Security requirements
- High barrier to develop a solution with heavy coding environment and complicated open source SWs

THE MARKET SEEKS

A flexible base middleware stack on which to build Industrial use cases at ease

Why Intel® Edge Insights for Industrial?

intel. edge INSIGHTS FOR INDUSTRIAL

- Open and modular – microservices architecture
- Optimized performance on Intel processors and platforms
- Cloud Agnostic

Intel® Edge Insights for Industrial (Intel® EII)

enables you to easily deploy, optimize and execute AI applications and algos at the edge

- ✓ Data ingest, inference, storage, publishing and visualization
- ✓ Both Video and Time Series data
- ✓ Capitalizes on Intel® Distribution of OpenVINO™, OneAPI, DLStreamer, MediaSDK OpenVINO, and EVAM

Optimized Performance — intel. CORE i9 · intel. ATOM · intel. XEON SILVER · intel. iRISxe MAX GRAPHICS · intel. HD GRAPHICS · OpenVINO™ · 1 oneAPI

Ease of AI deployment · Faster time to market · Security

What this means for you

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Improve brand credibility

Use “Dell Technologies Certification” badge as a verification

Giving assurance to CSPs that ISV partner software is Dell Technologies platform ready & will support key telecom capabilities

Remove barriers to enter telecom

Extend your labs into our labs to access the latest Dell Technologies HW platforms

Providing as much ease and transparency for ISVs to validate workloads in OTEL leveraging OTEL lab resources and using automated testing tools with our Solution Integration Platform

Increase revenue opportunities

Enable higher-value business outcomes

Delivering ISV solutions with better quality and more features that can be exposed to more customers through Dell Technologies sales channels

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Start your journey to become Dell Technologies Telecom Certified

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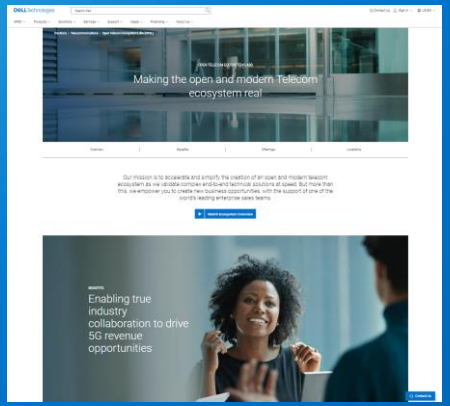
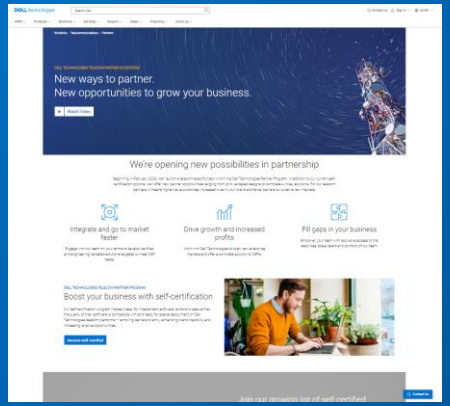
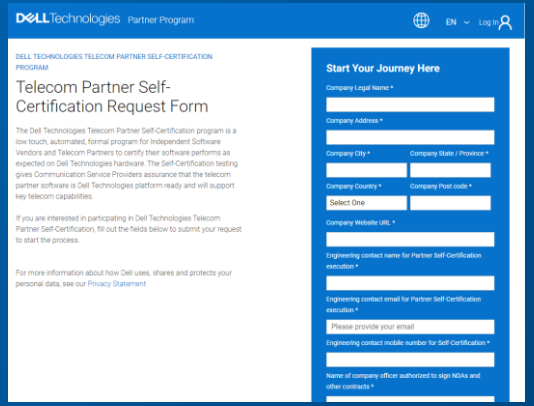


Dell Technologies Open Telecom Ecosystem Lab Page



Dell Technologies Telecom Partner Page



Dell Telecom Partner Self-Certification Program Registration

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Q&A

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