

Design your breakthrough for the intelligent edge

Digital transformation is rewriting the rules of business across industries and geographies. Rapidly evolving use cases, driven by emerging technologies such as AI, 5G, edge and multi-cloud, are driving the need for new product designs.

Solution builders and product development organizations are at the forefront of industry change, driving human progress through intelligent innovation. With 20+ years of experience, the Dell Technologies OEM Solutions group exists for these future builders. We help our customers build intelligence into their operational technology, enabling a new era of smart devices, products and solutions.

We help you reimagine innovation at the edge



Reimagine the solutions you make —

Building designs for AI, automation, edge and cyber resilience.



Reimagine how you make your solutions —

Accelerating time-to-market through collaborative design, development and manufacturing.



Reimagine how you monetize your solutions —

Thriving with trusted partnerships and service-based business models that drive sustainable growth.

10,000+ customer designs across 40+ industries, including:

- Manufacturing
- Defense
- Healthcare
- Media and Entertainment
- Safety and Security
- Retail
- Energy

For everyone who challenges what's possible, Dell Technologies OEM Solutions stops at nothing.



OEM Solutions Provider¹
Worldwide



20+ Years
of Experience



4,000+
Customers



500+
Partners



70+
Countries



REIMAGINE THE SOLUTIONS YOU MAKE.

In a hyper-distributed world, innovators must design intelligence, automation and cyber-resilience into solutions that perform at the edge. OEM Solutions offers the broad portfolio of platforms and solutions designed for edge environments, engineered for intelligent outcomes and architected for your unique design.



REIMAGINE HOW YOU MAKE YOUR SOLUTIONS.

As the solutions you build become smarter, more connected and distributed, they are more challenging to make. Dell Technologies OEM Solutions, in collaboration with Intel, transforms and accelerates product design, launch and support, while freeing your resources to focus on your IP and competitive differentiation.



REIMAGINE HOW YOU MONETIZE YOUR SOLUTIONS.

Orchestrated by a dedicated OEM team, we act as an engineering and design consultancy — applying the talent, resources and global facilities you need to drive innovation and to transform your business models in order to achieve sustainable growth. By harnessing the power of an OEM Solutions partnership, you can allocate resources to focus on your IP, while leaving infrastructure complexity to us.

69% of U.S. Fortune 100 companies use Dell Technologies for their edge solution²

10/^{TOP}10

Industrial

9/^{TOP}10

Chemical

8/^{TOP}10

Energy

8/^{TOP}10

Retail

6/^{TOP}8

Aerospace
and Defense

To learn more, contact your OEM
Solutions representative today or visit:

[Dell.com/oem](https://www.dell.com/oem)



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1 Global Share based on 2021 Revenue, VDC Research, Worldwide OEM Solutions Provider.
2 Dell Technologies analysis of US Fortune 500, September 2020.

