



The Future is Intelligent.

Optimize your business decisions with the power of AI.

Investment in artificial intelligence is reaching unparalleled returns. A partnership with Dell Technologies OEM Solutions will have a transformative impact on your business so that you aren't just trying to keep up with your industry, you'll lead it.

Improve what you do.

Total digital transformation hinges upon advancement across all spaces, from development and user experience to security and manufacturing. To achieve growth at scale, not to mention analyze the sheer abundance of data, organizations must incorporate

machine learning to enhance human teams. Speed and quantity become manageable variables rather than barriers, providing you the leverage and intelligence to innovate and differentiate in your industry.

Results that go deep.

Using information and training to solve a problem, rather than programmatic code, can provide solutions that may not be possible with other methods. By presenting data sets to an algorithm and defining the solution through AI, it allows for an ever-increasing amount of information to be evaluated and put to use immediately. Those valuable insights will have a profoundly positive effect on customer experience. And your bottom line.

Looking below the surface of machine learning to potential use cases, the possibilities are endless. Significant advancements in major areas like medical, security, civic infrastructure, intellectual property, industrial processes, identity detection and imaging processing are rapidly changing the world around us. Information that once took years to collect and understand is now accessible in moments.

Commoditizing the atypical.

Beneath the irregularities that were once roadblocks to progress are fiscal opportunities. Better design and a more seamless CX drives satisfaction, trust and advocacy. It's an investment in improving systems, but also in optimizing customer usage. And that investment is getting more affordable while ROI is going up.



An intelligent partner.

Development is the main impediment to implementing AI, as the specialized knowledge required to create the technology is largely unavailable. Yet the data scientists and programmers that know how to use the increasing volume of accelerators are integral to your business.

Dell Technologies OEM Solutions is the partner that will usher you into the intelligent future. Augment your staff who understands your unique capabilities with our engineers who possess the expertise and ability to address operational concerns surrounding the technology. OEM Solutions comprehends the AI environment and what it takes to get there.

Deep learning to train systems is a formidable effort and the considerations beyond that can also be onerous. Finer points like solution architecture, thermal challenges, performance bottlenecks, and comprehensive program management require architected solutions at a systems level. No one else has the deep infrastructure or expertise that Dell Technologies has or is better equipped to solve for your AI implementation. And we're already working on future generations of the technology.

It's only getting better.

AI is a quickly changing landscape and the technology will make dramatic progress in the near future. Dell Technologies OEM Solutions is already architecting products to take advantage of future designs and impacting roadmaps.

Technology is going to places it never could before as migrating AI—and running augmented training—to the edge in smaller devices is becoming an exciting reality. Today's GPUs will become tomorrow's IPUs.

The time is now.

You need to be thinking about AI today—in your applications and customer solutions—and where it will take you tomorrow. The technology is only becoming more sophisticated and performant, and power levels will expand its reach exponentially further.



Vectra® and Dell Technologies OEM Solutions detects and responds to global cyberattacks with applied AI.

When it comes to preventing cyberattacks, speed is everything. Companies need to stop cyberattacks in cloud, data-center and enterprise infrastructures before they can steal or damage critical systems and data. That's why Vectra strives to get its solution to customers as quickly as possible.

Due to high demand, Vectra sometimes struggled to build and deliver the solution to customers in a timely fashion. "We have a build-to-order model using custom components, where vendors wouldn't start procuring components until we sent them a purchase order," says Greg Rocha, director of operations at Vectra. "As a result, it sometimes took up to six weeks to receive equipment to start building appliances, and our customer satisfaction levels started to slip."

To overcome potential security, timing and reliability challenges, Vectra opted to partner with the OEM Solutions team. "We saw that the performance of the Dell EMC hardware was superior to what we had used previously," Rocha says. "We also recognized that the Dell Technologies global supply chain could help us solve our component availability and logistics problems."

OEM Solutions supplies and ships components to Vectra and assists the company in setting up each customer solution. Vectra teams also work at customer sites to identify security vulnerabilities

and misconfigured networks. "As our partner, Dell Technologies delivers the brain of our Cognito solution," VP of Communities Mike Banic says. "Every customer we ship to today can leverage AI to prevent cyberattacks by running Cognito on the OEM Solutions platform."

Vectra has now solved its product availability and delivery issues. Vectra can also provide higher quality appliances. "We no longer need to worry about systems that are not operational. Our product quality is stronger now because the overall process we have in place is much better," says Rocha.

By running the Cognito platform on Dell Technologies solutions, Vectra is enabling customers to use AI technology to detect and prioritize cyberattacks that pose the highest risk. For example, a healthcare provider using Cognito detected more than 27,000 security events over a 30-day period. Vectra Cognito platform algorithms automatically triaged, scored and collated those security events and prioritized the 60 devices out of more than 100,000 that represented the greatest security risk. This represents the security operations workload reduction—from more than 27,000 events to 60 devices, or two per day—that customers value.

Unlock the value of your data today.

Let us transform your organization through the power of AI. Together we'll gain new insights that will drive operational efficiencies and improve business outcomes.

To learn more, contact your account team representative or visit DellTechnologies.com/OEM