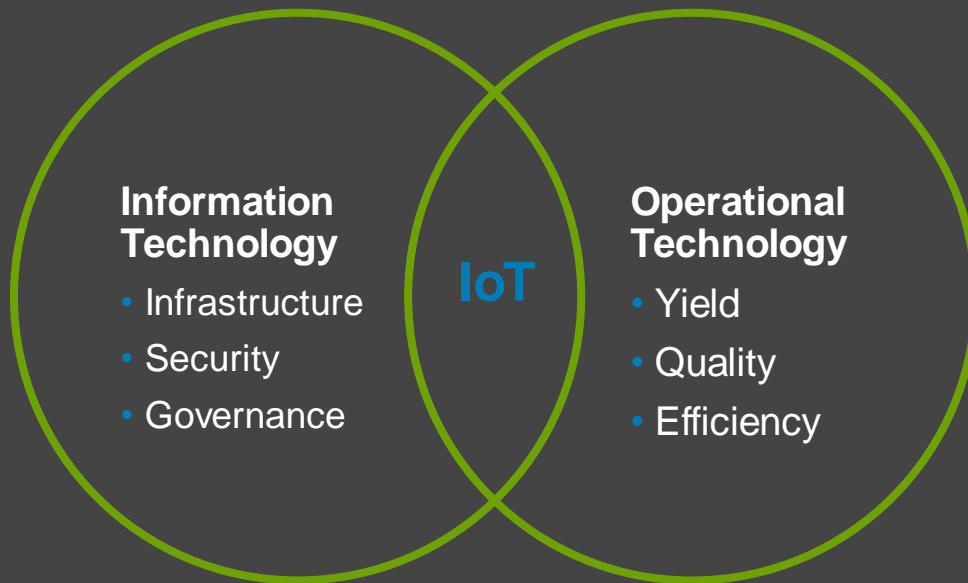# Keys to Successful Enterprise Internet of Things Initiatives

OUR MISSION

Unlock the potential of the unconnected by bridging IT and OT

Dell EMC brings 30+ years of IT heritage, 15 years of customizing Dell technology for OT environments through OEM, and 50+ partners offering OT expertise

Information Technology
- Infrastructure
- Security
- Governance

IoT

Operational Technology
- Yield
- Quality
- Efficiency

Dell EMC OEM division	**15** years	**4,000+** OT customers	**40+** industries

Get to market faster with Dell's curated partners

Dell IoT HW/SW Ingredients → **Vertical Solutions**

Technology Partners

Vertical Expertise

Platforms

Analytics

Data Visualization

Wide Area Connectivity

Security

Services Partners

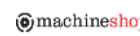Last Mile Delivery

Solution Support

System Integration

Deployment
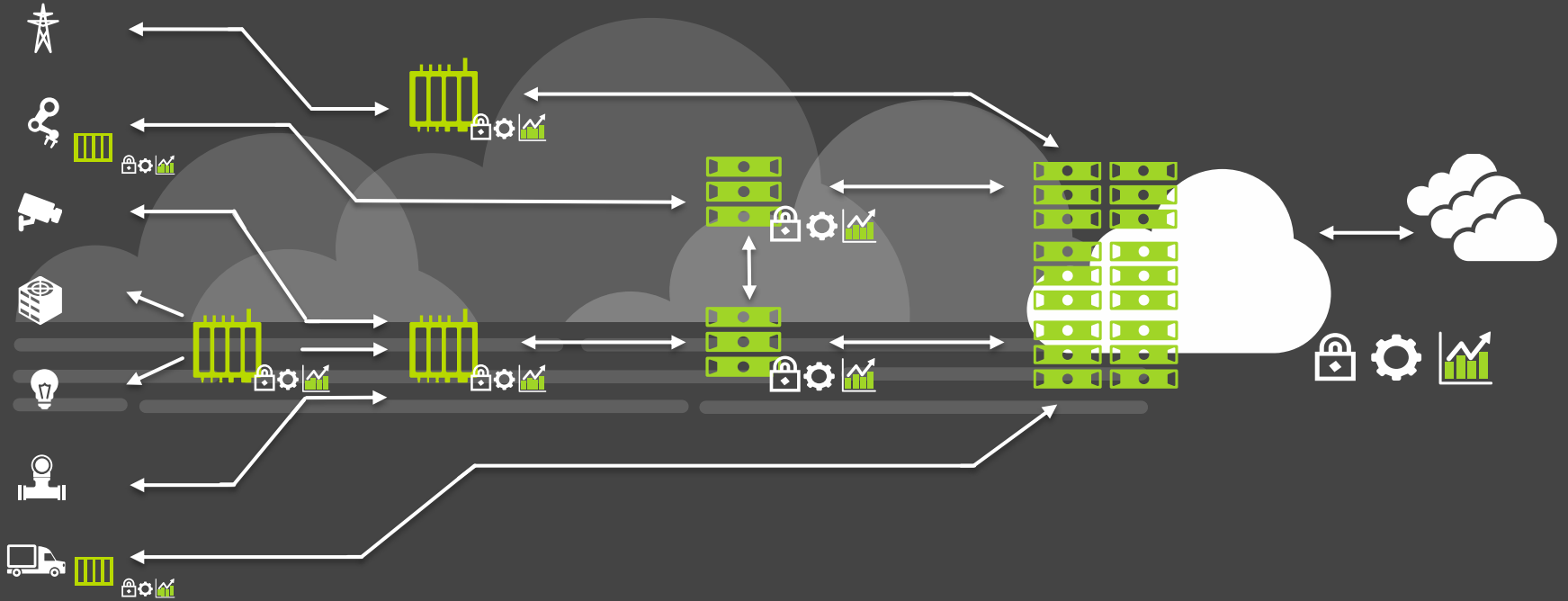
Project Design

Procuring Accessory

EDGE/FIELD   FOG   CLOUD

SECURITY | MANAGEABILITY | ANALYTICS

Value of the Fog

Adding compute at the Edge offers **3 advantages**

Real-time decision making through Edge Analytics

Reduced data transfer cost through compression & cleansing

Improved security and data continuity through local operations

Value of the Cloud/Datacenter

Which complements existing cloud/datacenter **advantages**

Big Data analytics to get to
greater insights for your business

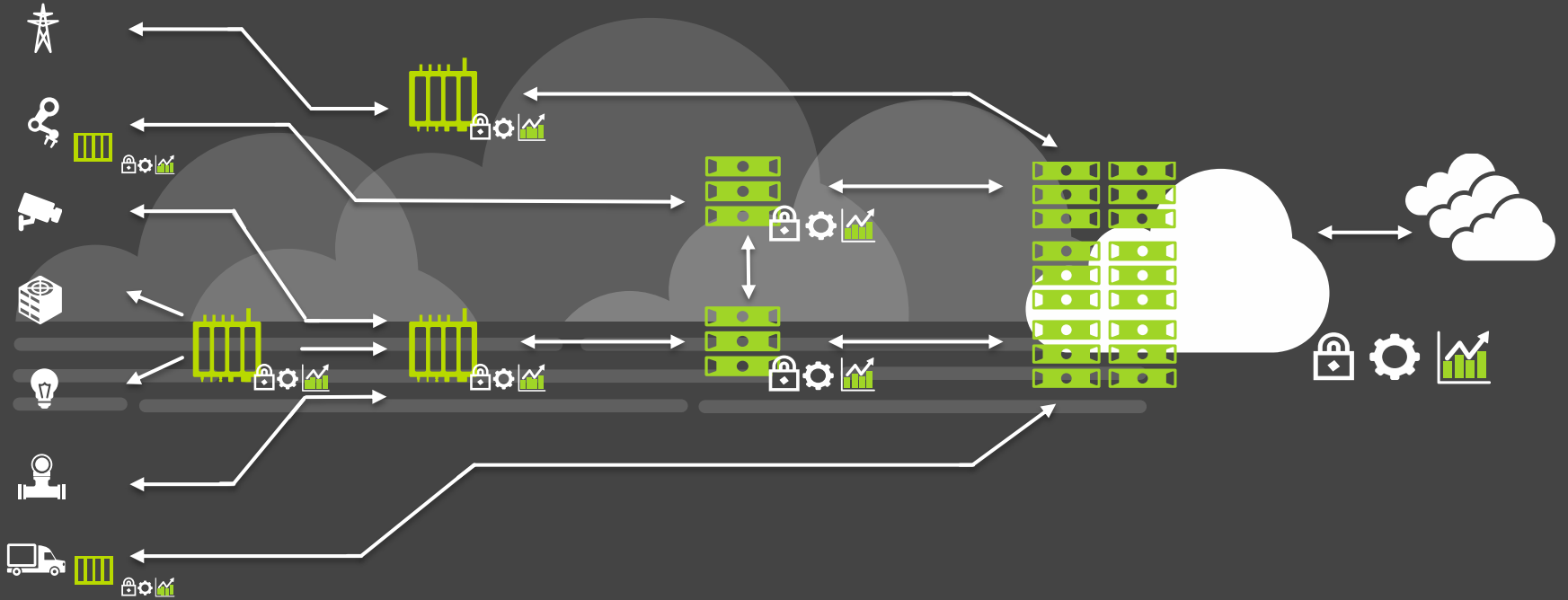IT system integration to reduce data silos

Data continuity improved
on a broad scale

EDGE/FIELD   FOG   CLOUD

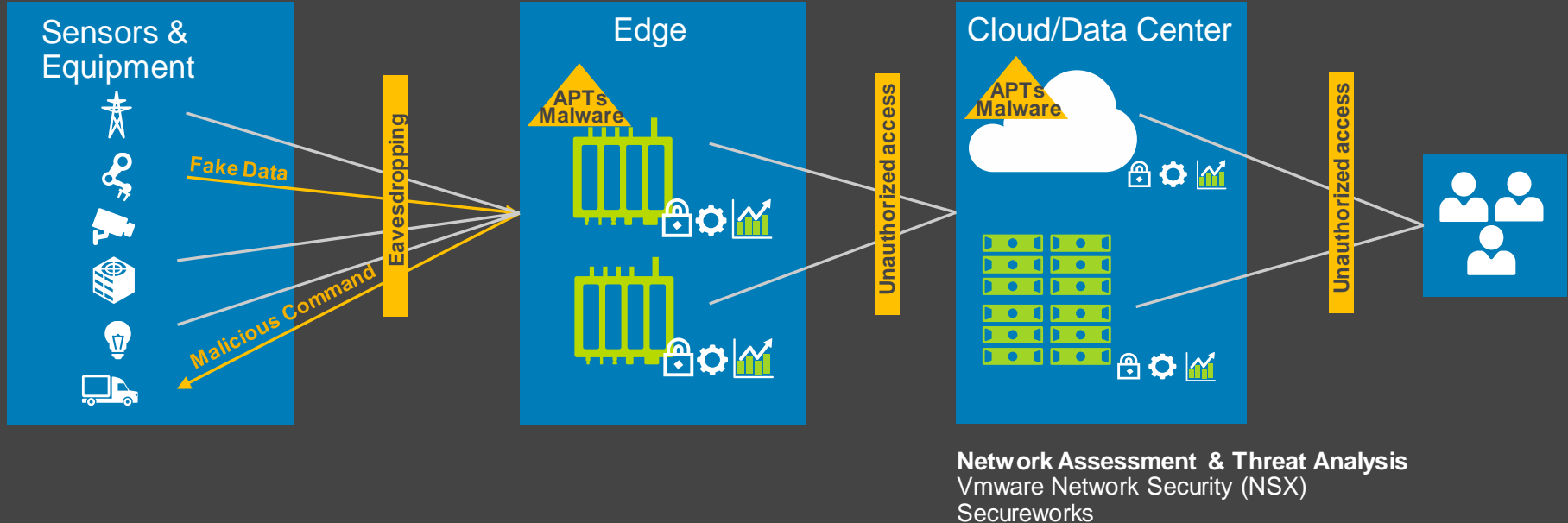SECURITY | MANAGEABILITY | ANALYTICS

DELL EMC

Dell Technologies security

The leading infrastructure provider for enterprise IoT

EDGE/FIELD   **FOG**   **CLOUD**

Embedded	**Gateways**	**On-Premise Appliances**	**Data Center & Cloud**	**Cloud & App Integration**
Embedded Box PCs to connect unconnected machines & Software to manage intelligent devices	Edge Gateways to aggregate data from sensors and equipment, complete local analytics for real-time decision making, and securing both connected devices and northbound data	Edge-optimized converged infrastructure, as well as standalone computing, networking, and storage appliances for on-site real time big data processing, analysis, and store & forward	Best-in-class data center and cloud computing infrastructure and IaaS for advanced data management, storage, and petabyte+ scalability	Integrated PaaS solutions to remove data silos and enable cloud-native app development and deployment

Manageability: Asset management, provisioning, and orchestration

Security: Identity, Privacy, Governance, Risk Control, and Compliance

IoT Solutions Partner Program: Analytics and Integration

Global Support, Deployment, & Financing

Dell.com/iot

Dell.com/iotedge