

The Internet of Things. Simplified.

The Dell EMC logo is located in the bottom right corner of the image. It consists of the word "DELL" in a bold, sans-serif font, followed by "EMC" in a similar font. The "E" in "DELL" is stylized with a white diagonal line through it. The background of the entire image is a dark, high-angle photograph of a city skyline at night, with numerous skyscrapers illuminated by their lights, creating a bokeh effect in the foreground.

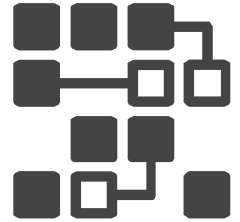
DELL EMC

Why your customer needs a digital business strategy

By **2018**

33%

of all industry leaders will be
**disrupted by digitally
enabled competitors¹**



Source: IDC

“Digital is the main reason just over half of the companies on the Fortune 500 have disappeared since the year 2000”

*Pierre Nanterme
CEO of Accenture*

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

IoT: A Big (Data) Problem

Understanding the data challenge

DATA HANDLING CHALLENGE

Massive numbers of endpoints for systems

Storage requirement is unknown

Managing massive, heterogeneous data an enormous challenge.



Diverse data sources -> diverse protocols, diverse transport requirements, diverse data

Must normalize and standardize for future orchestration and integration. Data

Network

DATA USAGE CHALLENGE



Need to create an innovative business that uses this data

->

creates -> more value and fully uses current investment

The Industry's Broadest IoT Infrastructure Portfolio

EDGE/FIELD

FOG

CLOUD



   SECURITY | MANAGEABILITY | ANALYTICS

The Industry's Broadest IoT Infrastructure Portfolio

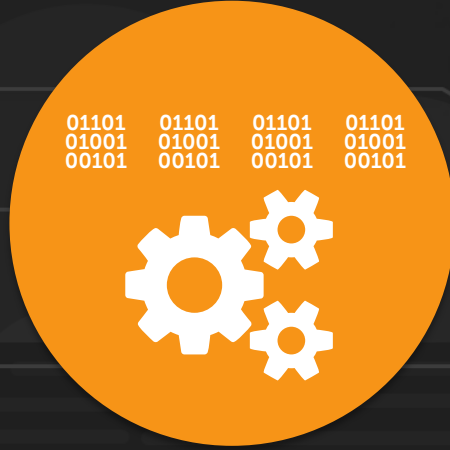
EDGE/FIELD

FOG

CLOUD



Manage millions of **things** from your IoT **edge**



Put **data** from things **into action**



Develop and deploy **cloud-mobile IoT solutions**



SECURITY | MANAGEABILITY | ANALYTICS

The Industry's Broadest IoT Infrastructure Portfolio

EDGE/FIELD

FOG

CLOUD

Embedded

Embedded Box PCs to connect unconnected machines & Software to manage intelligent devices

Gateways

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

On-Premise Appliances

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

Data Center & Cloud

Best-in-class data center and cloud computing infrastructure and IaaS for advanced data management, storage, and petabyte+ scalability

Cloud & App Integration

Integrated PaaS solutions to remove data silos and enable cloud-native app development and deployment



Manageability: Asset Management, Provisioning, and Orchestration

vmware

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

RSA

vmware

SecureWorks

IoT Solutions Partner Program: Analytics and Integration

Global Support, Deployment, & Financing

Dell Technologies' IoT Offering

EDGE/FIELD

Embedded

Embedded Box 3000
Embedded Box 5000

Gateways

Edge Gateway 3001
Edge Gateway 3002
Edge Gateway 3003
Edge Gateway 5000
Edge Gateway 5100

FOG

On-Premise Appliances

VxRail
VRTX
FX2
VNX VSS
VNXe
RTI
Gemfire/Spring
SMARTS
LogInsight

Data Center & Cloud

VirtuStream
vCloud Air
VMware
FEHC
PowerEdge
Networking
Isilon
ScaleIO
ECS
FBDL
VCE/vxBlock
SDDC
Piv. BD Suite
OpenStack (M,C)

CLOUD

Cloud & App Integration

Pivotal Cloud Foundry
Pivotal Spring
Pivotal Labs
Boomi

Manageability: Edge Device Manager, VMware Airwatch, VMware vROps, Support Assist

Security: RSA SecureID, VMware Network Security (NSX), SecureWorks, Hardware TPM

IoT Solutions Partner Program: GE, SAP, Software AG, OSIsoft

Global Support, Deployment, & Financing

/ Partner Program and Presence



Get to market faster with Dell's curated partners

Dell Technologies 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

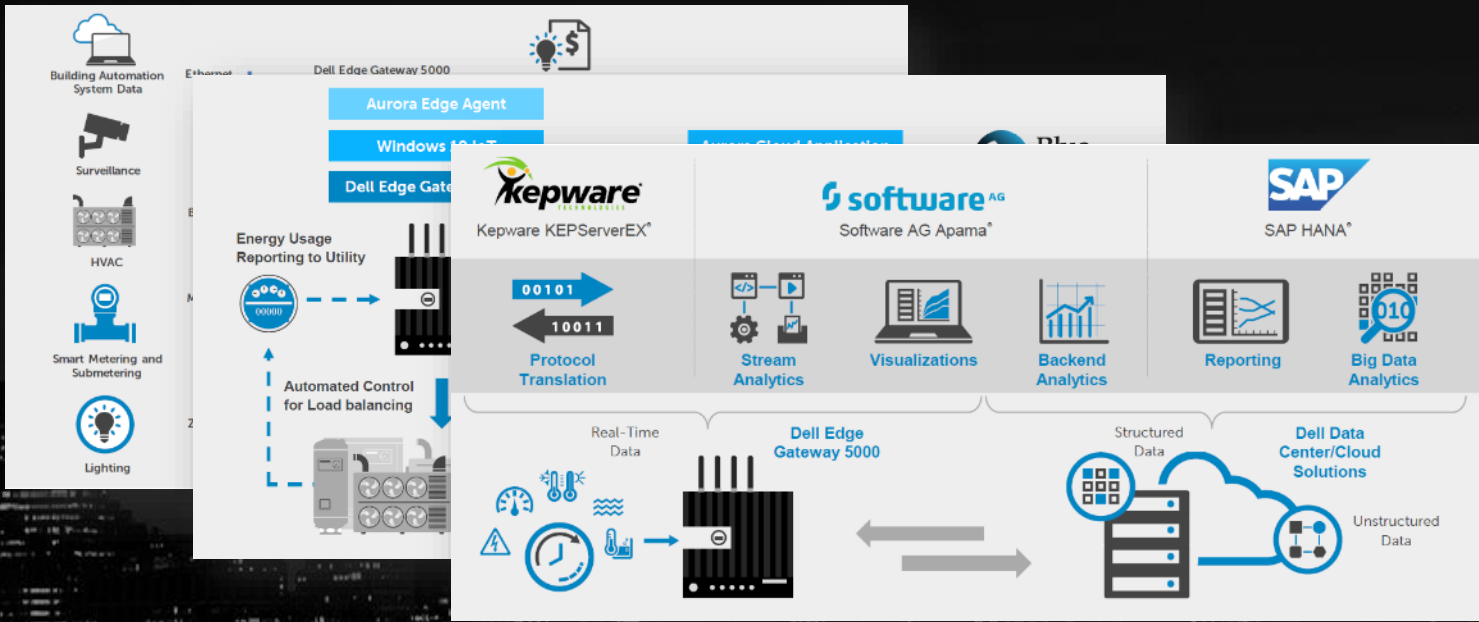


Accelerating deployments with Blueprints

Dell Technologies infrastructure offering + **Curated partner software and hardware** = **Validated use-case specific solutions**

Realize ROI quicker through validated solutions

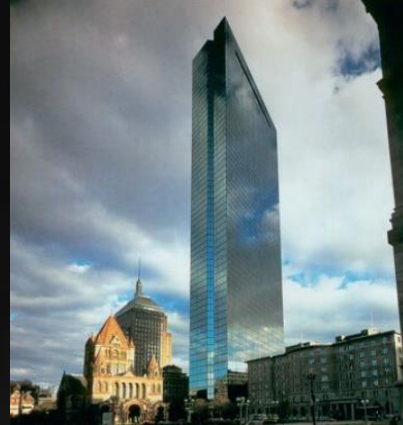
Reduce deployment risks with actionable best practice guides



We are turning the promise of the IoT into reality for our customers



**Smart
Manufacturing**
ALPS
GE



Smart Buildings
KMC
Toshiba



Oil and Gas
Petroflow
Petrobras



Energy Management
IMS Evolve
Siemens

Advancing IoT through consortia, standards, and labs

Consortia



Industrial Internet (IIC)
Infinite Testbed
Toshiba Testbed
OpenFog

Standards



Actively promoting
standardization and
open source
architectures through
Linux

IoT Labs



Santa Clara
Limerick
Singapore

Dell.com/iot

Dell.com/iotedge