DELL Technologies

Increase Your Pace of Innovation with AI

Bring AI to your data and realize the full potential of Generative AI across the organization

Get Started

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AI is driving innovation more than ever

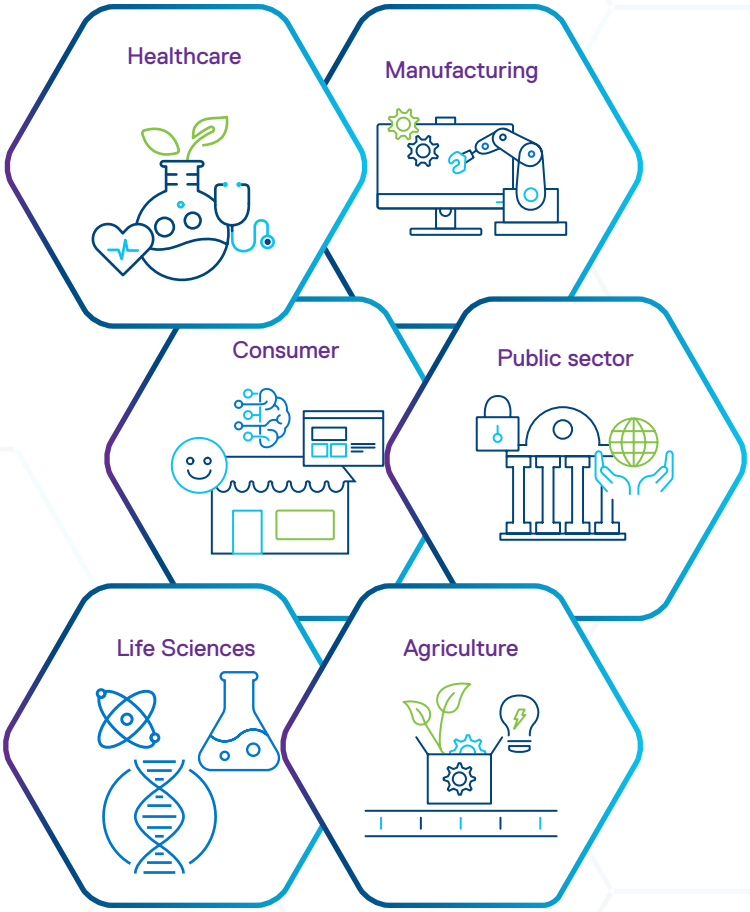
Top ways AI is helping organizations innovate

Today, artificial intelligence (AI) is mainstream, and organizations of all types and sizes are adopting a holistic approach to AI, leveraging the technology throughout their organizations. Now, the emergence of Generative AI provides even greater potential for businesses to extract value for their large data sets.

Gen-AI ready devices help improve performance and usability of these new technologies. The ubiquity of AI — from advances in compute power to the rise of enterprise multicloud — enables enterprises to benefit from AI on-premises, in private and public clouds, and at the edge and access their data whenever they need it.

GenAI, supported by large language models like GPT and applications like ChatGPT can further help IT accelerate business transformation and boost productivity.

Click hexagons for customer stories.



Top use cases by industry

Healthcare

Tap into the power of AI to define the future of medicine. Next-generation clinics, personalized medicine, population health, biomedical research and more will revolutionize patient outcomes and quality of care.

Manufacturing

Harness AI breakthroughs in engineering, simulation, collaboration and visualization to revolutionize design, transform engineering, power the factory of the future and fundamentally change the way you work.

Consumer

From supply chains to online and physical stores, AI helps you run more efficiently and keep employees and customers happier with improved forecasting, automated logistics, autonomous shopping and more personalized experiences.

Public sector

For government agencies and municipalities, GenAI is impacting community and social services, cybersecurity, and outreach among many services to improve connectivity and information with residents.

Life Sciences

Helping with global problems, AI enables scientists, researchers and organizations to access and analyze larger data sets and images much more quickly with deep learning and LLMs, which results in faster action and community involvement.

Agriculture

AI is fueling the food industry with intelligent insights at every step of the food chain, from farming to manufacturing to packaging and delivery.

Move from AI-possible to AI-proven with Dell Technologies

Dell Technologies supports organizations and end users throughout their data to AI / Gen AI journey — from data ingestion and storage to analysis and from model building to training to accelerated inferencing and business consumption. Every single person who interacts with data along the AI lifecycle is supported by the strength, agility, flexibility and reliability of Dell tools and solutions.

You can take advantage of an **integrated ecosystem** of both core and emerging technology innovations, from the workstation to the data center, **edge and cloud.** Our excellence in the product areas we're best known for extends into the **modern world of AI,** enabling a holistic approach to AI that leads to success.

No matter what your uses cases are, you can choose from leading solutions across categories, from intelligent end-user devices to servers, storage and networking to engineering-validated designs. Partnerships with leading AI and analytics software companies help ensure that no matter where you need support, we have the right solution to meet you there.

Dell Technologies can help you build the right foundation to help your team do their jobs better, smarter and faster. From a data scientist sitting at a workstation realizing how much easier their job is going to be to the engineer who is training GPT LLM AI models at incredible speeds, we're always seeking new ways to remove barriers so you can increase your pace of innovation with AI.

We are prepared to meet you wherever you are in your AI journey, whether you're hoping to optimize certain parts of your business or scale AI throughout the enterprise. Dell Technologies is here to act as a partner and trusted advisor to help you drive the business forward through the innovative use of technology.

Drive business forward through innovative technology

Embracing AI to overcome organizational challenges

Dell Technologies solutions for AI & GenAI help you tackle today's needs and prepare for what's next.

"We're delivering inconsistent employee and customer experiences."

Unlock the power of AI

"We're operating inefficiently."

Automate intelligent decisions

End-to-End AI Solutions from Dell Technologies

"We're afraid of getting left behind in the market."

Define your path to the future

Simplify and accelerate the Gen AI journey

Establish an intelligent, end-to-end foundation to achieve outcomes faster.
Dell Technologies helps you empower employees to do their jobs smarter and faster with intelligent technology. Start the AI and GenAI journey for your data scientists deskside with a sandboxed development environment or start with a validated approach for sandbox and production AI.

As the world's #1 workstation brand[14], Dell Precision Workstations liberate AI developers and data scientists to prototype, develop and fine-tune generative AI models locally, giving them the flexibility to experiment and calibrate AI workloads without racking up costs.

Validated Designs for Generative AI streamline proven accelerated inferencing, training, customization and fine-tuning of LLM models, enabling real-time content generation, responses, and faster results for the business.

Dell Optimizer delivers personalized performance with AI-based optimization software.

Dell Data Preparation Services provide customers with a clean, accurate data set in the right format enabling AI projects to move smoothly while simplifying data integration and delivering quality data output.

30% faster

App data processing[2]

2X to 10X faster

Time to resolution[3]

[1] With Dell Precision Data Science Workstations. See DSW Ready Day One Guide.

[2] With Dell Optimizer. Based on testing performed by Dell Labs, comparing performance with ExpressConnect enabled and disabled. Actual results may vary; testing results do not guarantee performance under test conditions. Subject to service provider's broadband subscription and coverage area; speeds may vary. Additional charges will apply. Contact your service provider for details.

[3] With CloudIQ AIOps. Based on a Dell Technologies survey of CloudIQ users conducted May through June 2021. Actual results may vary.

Unified

Data warehouse and advanced analytics[4]

Certified

Designs for AI with NVIDIA and VMware[5]

Multicloud

By design[6]

Dell Technologies helps you reduce time to value with proven GenAI and data solutions.

Dell Validated Designs for Generative AI with NVIDIA® AI Enterprise Suite enables businesses of all sizes to use their proprietary data and more easily deploy generative AI on-premises, enabling them to move quickly, productize AI results at scale and drive trusted decisions that move their business forward.

From accelerated inferencing to model customization, design guides help you develop a strategy which quickly deploys GenAI and drives rapid ROI with faster conversion of data into value.

Dell Validated Designs for Analytics — Data Lakehouse give you the power to run generative AI operations, analytics and ML on a single data lakehouse so you can create value from data while simplifying your data landscape and protecting data everywhere.

Dell APEX provides financial flexibility while you're pursuing your AI vision, with simple and consistent cloud experiences, delivered as-a-Service, so you can provision quickly, scale on demand and pay as you go for Dell Technologies innovation, unlocking the flexibility you need to adapt and thrive.

[4] With Dell Validated Designs for Analytics – Data Lakehouse. See Dell Technologies technical paper, Dell Validated Design for Analytics — Data Lakehouse, August 2022.

[5] Dell Technologies solution brief, Unlock the power of AI in virtualized environments, February 2022.

[6] See dell.com/apex.

Dell PowerEdge servers are engineered to deliver unmatched performance and versatile configurations to meet the demands of generative AI. Delivering the industry's best AI performance for GenAI[12], the latest innovations including NVIDIA® H100 and supporting L40S Tensor core GPUs make PowerEdge servers a foundational choice for AI.

Dell PowerScale and ECS storage help fuel AI workloads with scalable, secure and cost-effective storage.

Dell Services for Generative AI speed your time to value, assisting at every stage with expertise and helping to scale operations across your organization.

Dell Managed Services can operate the full GenAI solution allowing customers to focus on building their proprietary GenAI use cases.

20% faster

Time to value for AI projects using tailor-made systems[8]

"With AI analytics and mobile ticketing, we direct cars more efficiently to open parking areas and get our fans through the gates and to their seats faster."

—Michael Israel, CIO of the Kraft Group

Read the case study: Improving user experiences across diverse business units

>2X more

New applications developed per year[13]

50% faster

AI development times[14]

[12] Dell PowerEdge XE9680 delivers the industry's best AI performance*,
* based on Dell analysis of publicly available performance results and specifications of comparable OEM Servers as of 17 May 2023

[13] With Dell PowerEdge servers. Dell Technologies infographic, Autonomous Operations, 2021.

[14] With Dell Precision Data Science Workstations. Dell Technologies case study, AI deep learning extends data science horizons, February 2021.

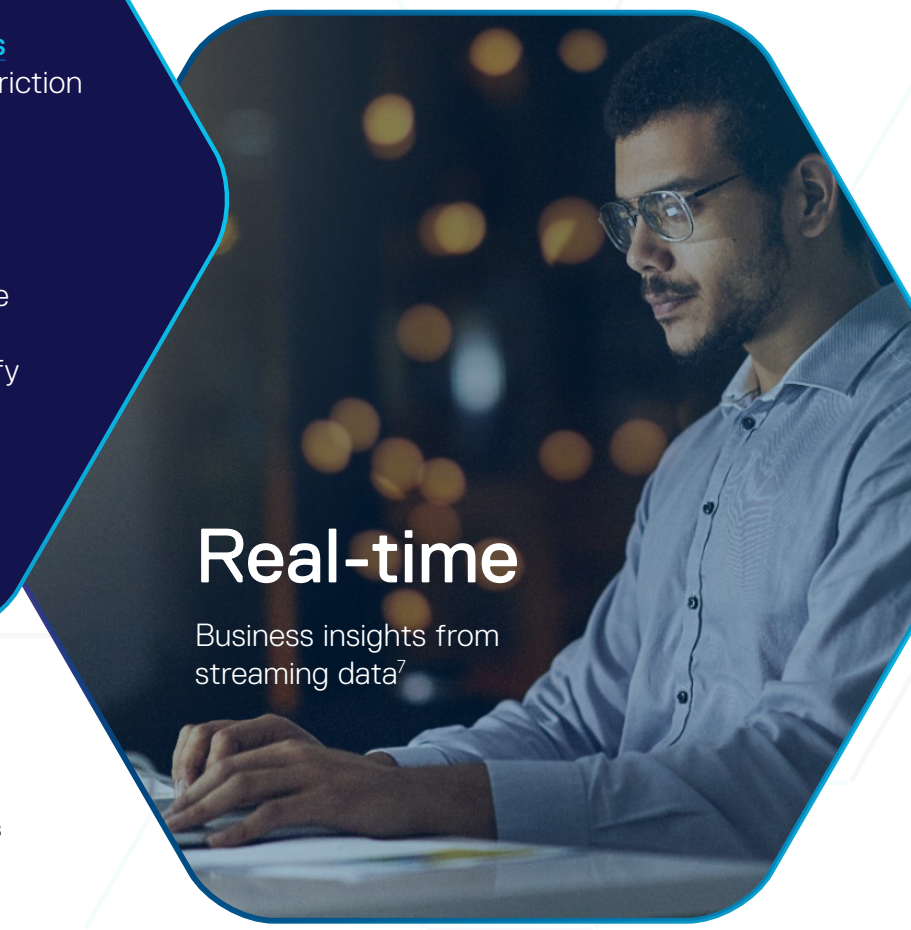
Create better outcomes built for you

Utilize best-in-class AI tools to improve efficiency, accuracy and predictability.
Dell Technologies gives you access to tools that are essential to delivering AI-powered initiatives on schedule and on your terms.

Dell Validated Design for Red Hat OpenShift AI on APEX Cloud Platform helps organizations build generative AI on their platforms.

Dell Validated Design for AI — MLOps standardizes ML pipelines to minimize friction for data science and engineering teams from research to production across all environments, whether on-premises or in cloud or hybrid cloud environments.

Dell CloudIQ AIOps combines proactive monitoring, ML and predictive analytics so you can take quick action and simplify operations of your on-premises infrastructure and data protection in the cloud.



60% less time

Spent on AI infrastructure management[8]

20% faster

Time to value for AI with less human time required[8]

[7] See the Dell Streaming Data Platform.

[8] Forrester, The Total Economic Impact Of Dell Validated Designs For AI, August 2022..

Holistic and layered

Approach to protect our supply chain[9]

6X faster

Time to resolution[10]

45% faster

Restores[11]

Protect and sustain your success future

Continuously drive innovation while securing your data and operations Dell Technologies helps build your AI future on a foundation that protects your data and supports broader organizational requirements with secure access to innovative GenAI technologies that keep you in control.

Plus, you can rely on AI-optimized security and support that addresses risks before they happen.

Data protection starts with Dell Safe Supply Chain applying preventive and detective control measures that protect the confidentiality, integrity and availability of data, extending trust and assurance throughout our end-to-end value chain.

Dell Safeguard and Response uses security telemetry to defend against unknown threats and respond quickly to hidden attacks across endpoint, network and cloud. You can further protect critical data and enhance cyber resiliency with Dell PowerProtect, your one stop for proven and modern data protection.

AI-enabled predictive analysis can also help you protect uptime. Dell ProSupport Plus uses AI-driven insights to address issues before they impact your business, with a single point of contact for hardware and software support. A strong foundation of AI, ML and data analytics will change the way you look at saving time and increasing availability.

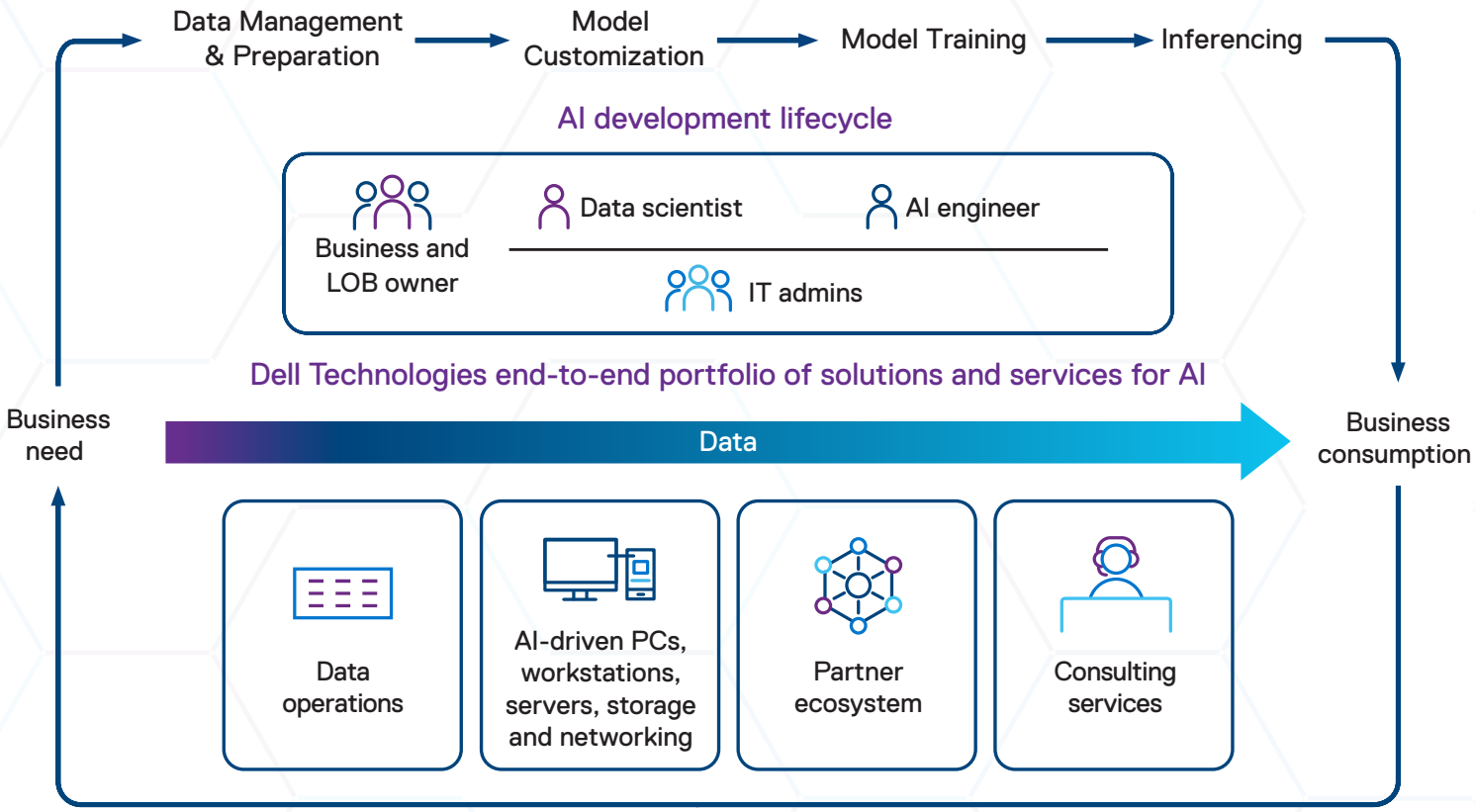
[9] With Dell Safe Supply Chain. Dell Technologies brochure, Partnership of Trust: Dell Supply Chain Security, 2021.

[10] With Dell ProSupport Plus. See dell.com/prosupport.

[11] With Dell PowerProtect. Based on Dell internal testing compared to the previous generation, March 2022. Actual results may vary.

Solutions for every stage of AI

At Dell Technologies, we have a solutions for every stage of the AI development life cycle — putting tools for AI innovation in the hands of value creators.



With the technology company that can do it all...

#1 Workstation brand in the world[15]

World's most Intelligent commercial PCs[16]

#1 Servers[17]

#1 External enterprise storage[18]

[15] IDC Quarterly Workstation Tracker, Q1 2022 (based on units)

[16] Based on Dell analysis, October 2022. Dell Optimizer not available in OptiPlex 3000 series, Latitude Chromebook Enterprise, and Linux®-based devices. Feature availability and functionality may vary by model. For more details visit https://www.delltechnologies.com/asset/en-us/solutions/business-solutions/technical-support/dell-optimizer-features-availability-matrix.pdf.external.

[17] IDC, WW Quarterly Server Tracker. Leader in x86 server units and server revenue with 13.2% and 17.1% share respectively.

[18] IDC, Quarterly Enterprise Storage Systems Tracker, CY22Q2.

The value of Dell Technologies lies in our collaborative approach to helping you innovate.

Customer Solution Centers

Centers of Excellence

Innovation Lab

- Create an innovation-driven **roadmap** based on your unique challenges and use cases.
- **Expert teams** of professionals collaborate with you.
- Share **best practices**.
- Facilitate in-depth discussions of **effective business strategies**.
- Help you become more **successful and competitive**.

35K+
Services and support members to help create a roadmap to AI success[19]

$0
To collaborate with Dell Technologies AI experts[20]

10
Dell HPC and AI Centers of Excellence worldwide[21]

Dell Technologies Customer Solution Centers help reduce the risks associated with new technology investments and can help improve speed and ease of implementation.

Dell Technologies HPC & AI Centers of Excellence provide a network of resources based on the wide-ranging know-how and experience in the community.

The HPC & AI Innovation Lab gives you access to thousands of Dell servers, three powerful HPC clusters, sophisticated storage and network systems and a dedicated group of computer scientists, engineers and subject matter experts.

[19] Dell Technologies, Key Facts, 2022.

[20] At Dell Technologies Customer Solutions Centers and HPC & AI Innovation Lab. Speak with your sales representative for more details.

[21] See dell.com for more details.

Services and financing for AI

Along your AI journey, Dell Technologies is with you every step of the way, linking people, processes and technology to accelerate innovation and enable optimal business outcomes.

Consulting services: Unlock your AI data capital.

Consulting Services help you define your strategy and implement the technologies, processes and resources needed to gain new insight from your data using AI, ML and other advanced analytics techniques. Dell experts can help you:

- Define your strategy and plan.
- Identify use cases and corresponding tools and techniques.
- Integrate with existing analytics technologies and environments.
- Implement frameworks and solutions.
- Build on expertise from Dell data scientists.

Dell APEX: Experience multicloud by design.

Unlock the full promise of multicloud and unleash innovation with Dell APEX. Dell APEX delivers the public cloud agility you love and the private cloud control you need — all based on Dell industry-leading technologies you already trust to drive your business. Dell APEX can help you:

- Provision quickly.
- Scale on demand.
- Pay as you go.

Learn More

Visit Dell.com to learn more about:

Dell.com/AI

Dell.com/Optimizer

Dell.com/Precision

Contact your local representative or authorized reseller.

Sustainability at the core

At Dell Technologies, we see a future that propels human progress, one that delivers business and societal impact for everyone. We drive innovation, partnerships and technology to connect people with opportunities, reduce environmental impact and build trust.

82% increase in solar

Electricity generated by onsite installations compared with FY20[21]

55% renewable

Sources of electricity across Dell Technologies facilities[20]

90.2% recycled or renewable

Materials used in packaging across our entire product portfolio[20]

Drive more innovation with AI

Take the direct path to AI with Dell Technologies.
AI is delivering tangible and measurable business benefits for all types of organizations. As you explore your options for using AI to differentiate and compete in a competitive global marketplace, plan your next steps with Dell Technologies. We make the power of AI accessible to anyone, with the solutions and services you need to achieve success with AI at every stage of your journey.

[21] Dell Technologies FY22 Environmental, Social and Governance Executive Summary, Our Purpose in Action, 2022.

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