



Solution Brief

Prepare for change with future-ready telecom solutions from Dell.

Dell delivers more value to the telecom industry with end-to-end solutions focused on driving your business forward through:

- **Game-changing architectures**, based on open standards, that deliver immense compute power and innovation at scale.
- **Unparalleled cost to value** for lower total cost of ownership (TCO), greater serviceability, and global reach.
- **Peak performance** and fortified platform security.
- **Hyperscalability** at every level of the solution, so you can expand as needed, at any time.

A changing telecom landscape

The telecom industry is evolving. Innovative architectures and technologies are changing the velocity, ease, and cost with which services can be introduced. New services and business models are emerging to harness the always-on, instant-access device experience. A dynamic competitive environment is challenging the status quo for connectivity and service delivery.

As a result, you need to adapt your infrastructure to be more efficient, cost-effective, and agile. This leads to a convergence of enterprise and carrier infrastructure to streamline operations and expenses. With future-ready solutions, Dell can help you navigate the new telecom landscape and prepare for subsequent change.

Bringing enterprise leadership to the telecom industry

As enterprise and carrier infrastructure come together, Dell is uniquely positioned to help both service providers and network equipment providers (NEPs) succeed. As an expert in data center technologies and virtualization, the company is a natural fit for next-generation, virtualized carrier clouds. By working closely with its customers to fully understand their needs, Dell delivers solutions that drive their business forward. In fact, Dell owns and supports seven carrier cloud labs globally, operated by trusted partners and organizations like Intel, Red Hat, VMware, and OPNFV, for developing and testing telecom solutions.

Complete solutions that cover your entire network

You need versatile solutions that are economically viable and cover your entire network, from core to edge. Entirely open and standards-based, Dell solutions give you maximum flexibility and choice in a cost-effective package. Backed by winning products, services, and a global supply chain, these high-quality solutions are scalable in any direction, letting you expand in a way that meets your business requirements. Backward compatibility makes Dell solutions easy to integrate into existing and new infrastructure, so you can upgrade your network at your own pace.

Dell's unique approach to solution design prepares you for the future with:

- *Compute-centric architectures* that change the cost structure of service delivery.
- *Software-defined technologies* that enable flexible and rapid service creation and roll out.
- *Cloud-scale implementations* that deliver maximum efficiency and global reach.

Dell also fosters a broad ecosystem for network functions virtualization (NFV) with partners that offer virtual network function (VNF), management and orchestration (MANO), and virtual infrastructure management (VIM) capabilities. Through these partnerships, Dell can deliver customized, end-to-end telecom solutions with increased interoperability, higher reliability, and streamlined support.

Moving forward with Dell

Dell helps you move to the carrier cloud in practical steps. With Dell's telecom solutions, you can modernize your central office, deploy a network content distribution and storage system, take advantage of the Internet of Things (IoT), build a cloud service provider infrastructure, develop new network appliance products, virtualize your network, and more. Whether you're a service provider or a telecommunications equipment manufacturer (TEM), Dell partners with you to drive your business forward.

Learn more at Dell.com/Telecommunications.