The Dell Al Factory

Enter the AI era with confidence

Chris Bennett

CTO, AI and Data Solutions Christopher.Bennett@Dell.com +1 678-646-4775



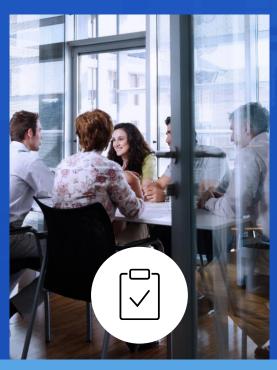




Accelerating Al adoption allows organizations to extract the full potential of their data

Leading to business outcomes that deliver unprecedented value creation









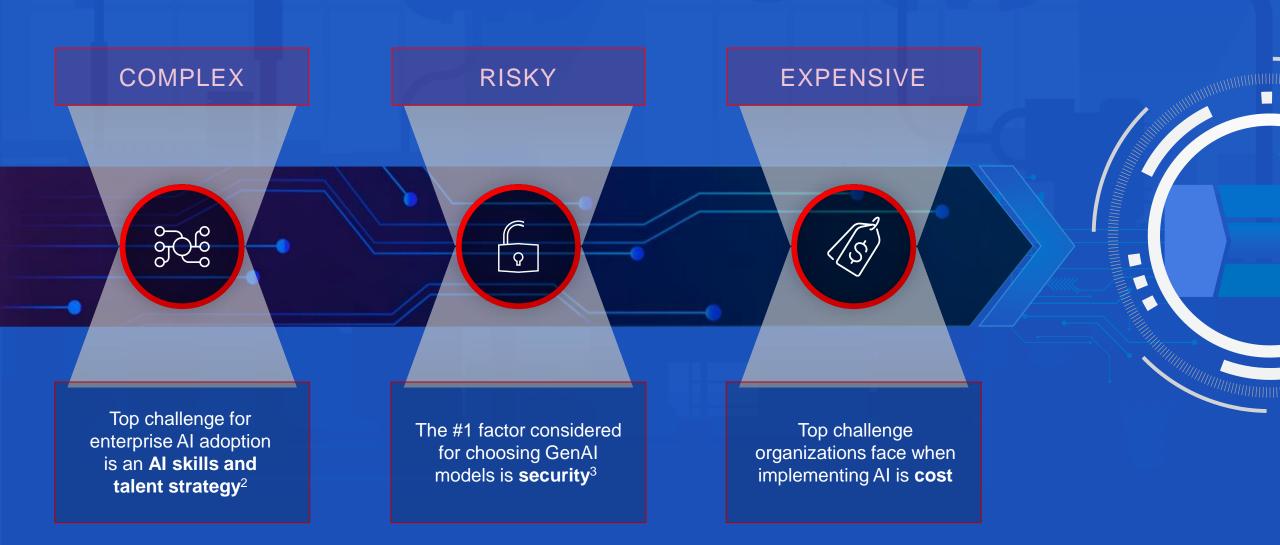
DRIVE GROWTH ENHANCE EXPERIENCES OPTIMIZE PRODUCTIVITY

ACCELERATE INNOVATION

Al Headwinds Slowing Down Al Adoption



76% of IT and business leaders believe GenAl will deliver transformative value for their organization¹



¹ Dell Technologies Innovation Catalyst Study, February 2024

IDC Report: From Breakthrough Innovation to Impact: Monetizing the Al Moment Philip Carter, Directions 2024

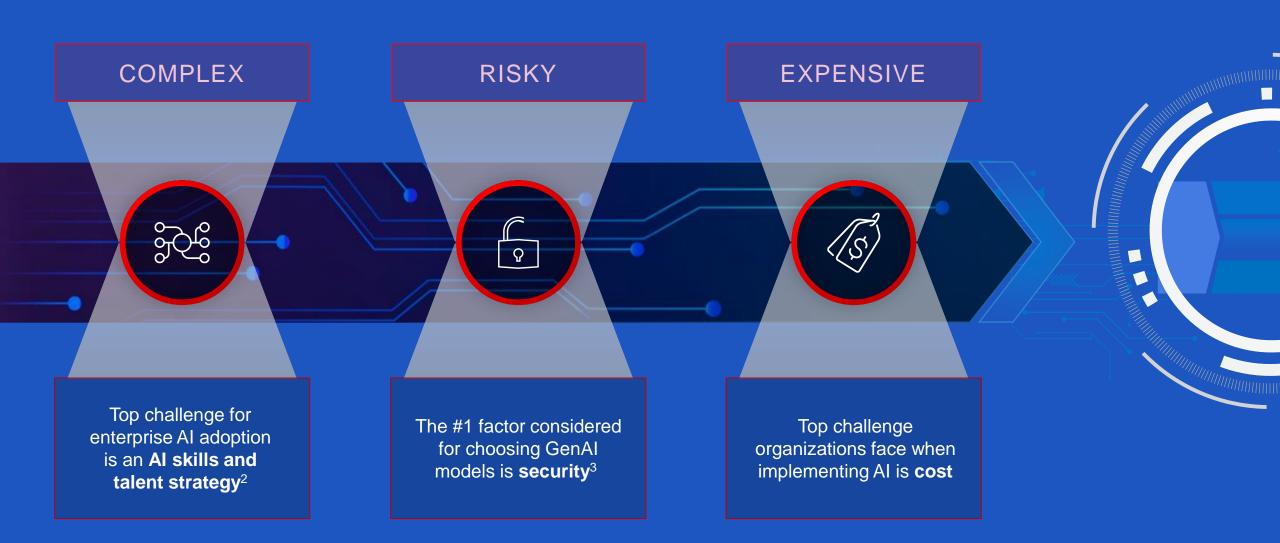
Dell Technologies Generative Al Pulse Survey, August and September 2023, www.dell.com/GenAlPulse

⁴ IDC, Global Al Buyer Sentiment, Adoption and Business Value Survey, October 202

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Dell Technologies Innovation Catalyst Study, February 2024

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FIDC, Global Al Buyer Sentiment, Adoption and Business Value Survey, October 202

The Dell Al Factory

Al use cases are diverse and Al technologies are rapidly evolving

Dell has the broadest Al portfolio from client to cloud allowing you to right

size your Al investment and giving you the flexibility to run Al anywhere



Dell's approach to help customers embrace and implement Al

EXPERT AI SERVICES An effective AI Factory needs a skilled team to succeed, but AI-ready skills are in short supply and the ecosystem is diverse Dell has extensive experience guiding customers through their Al journeys, accelerating Al outcomes aligned to business objectives while utilizing the right technical solutions at scale **SERVICES OUTCOMES POWERED BY USE CASES** The AI Factory produces business outcomes powered by your highest priority use cases DATA: FUELING THE AI FACTORY DATA **OPEN ECOSYSTEM USE CASES** Dell simplifies the deployment of your most Data is the raw material that powers the Al Factory important AI uses cases with validated solutions Most valuable data is on-premises and at the edge and tailored services Dell helps you bring AI to your most valuable data and is a leader in storing, protecting and managing that data **INFRASTRUCTURE SUSTAINABILITY SECURITY** AI OPTIMIZED INFRASTRUCTURE AI OPEN ECOSYSTEM Infrastructure is the foundation of the Al Factory No single vendor can meet all your Al needs

D&LLTechnologies

Dell has a proven history of nurturing open ecosystems and is committed to building a broad AI ecosystem giving customers

greater access to innovation and flexibility

Dell Al Factory Accelerates Al Adoption





SECURE

ECONOMICAL







Comprehensive AI services and validated, optimized solutions make AI easier, augmenting skills gaps and addressing data readiness Trusted infrastructure, full-stack solutions and services helps ensure valuable data is protected, managed and accessible

Industry's broadest Al solutions portfolio¹ addresses "no one-sizefits all" approach



Unisys

Prioritizing Generative Al use cases Criteria for consistently evaluating use cases

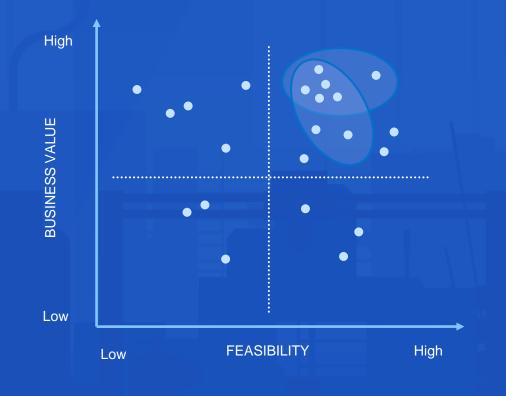
Business value criteria

对 More

Better ל^יוו

Faster

\$ Cheaper



Feasibility criteria

























UNISYS

Al starts with better data management and preparation Dell Al-Ready Data Platforms



Ecosystem

Data Analytics Tools





Starburst

AI / GenAI / ML Workflows











CLOUDERA

teradata.



Data Management

Dell Data Lakehouse

Single Point of Data Access

Open Table Formats

ICEBERG & DELTA LAKE

Enterprise Information Retrieval

Cloud Ecosystem



Al-Optimized Infrastructure **Dell Compute**

PowerEdge Dell Native Edge Dell Unstructured Storage

PowerScale

ObjectScale ECS

Cyber Protection / Recovery

Dell Networking

PowerSwitch Dell Enterprise SONiC Dell Data Protection

PowerProtect

Cyber Protection / Recovery

Multicloud by Design

Data Trust & Security

Professional and Managed Services

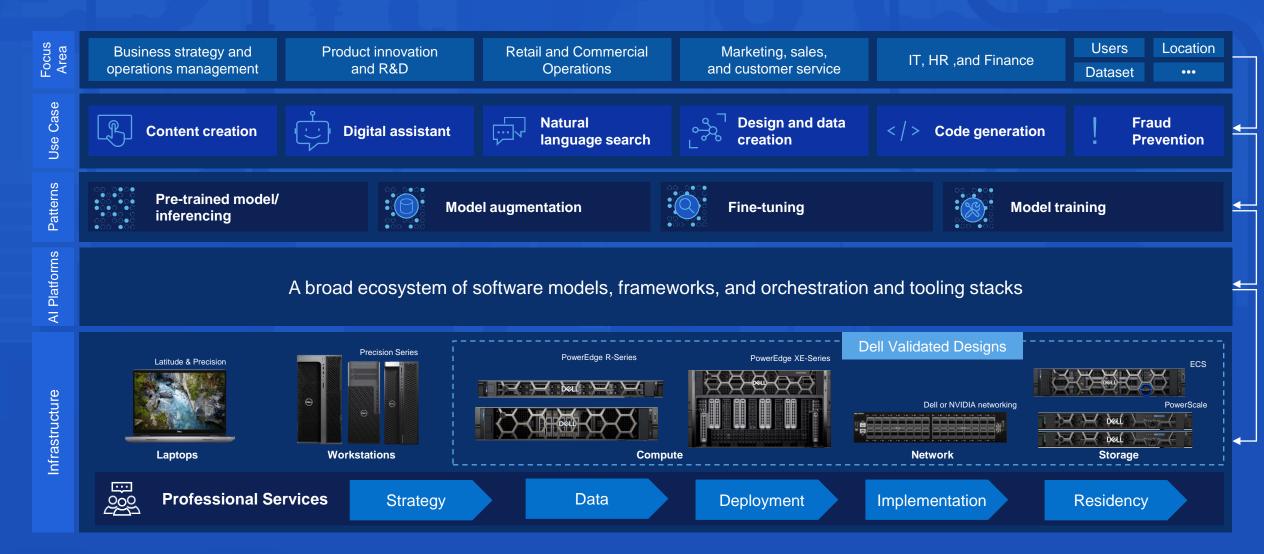
Dell Validated Designs and Dell Reference Designs





Right-sizing your Al investment

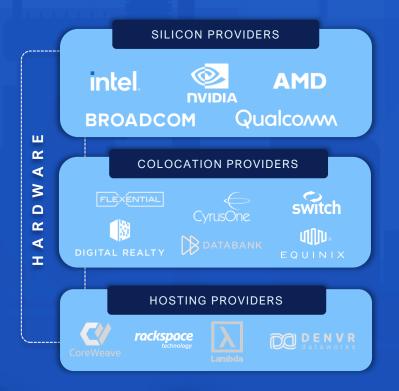




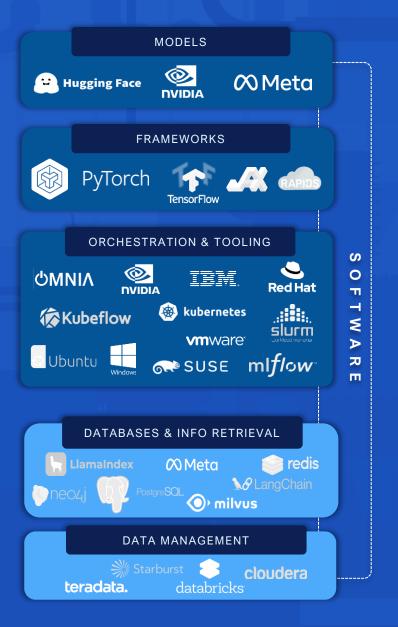


Creating access to a broad open ecosystem for AI innovation









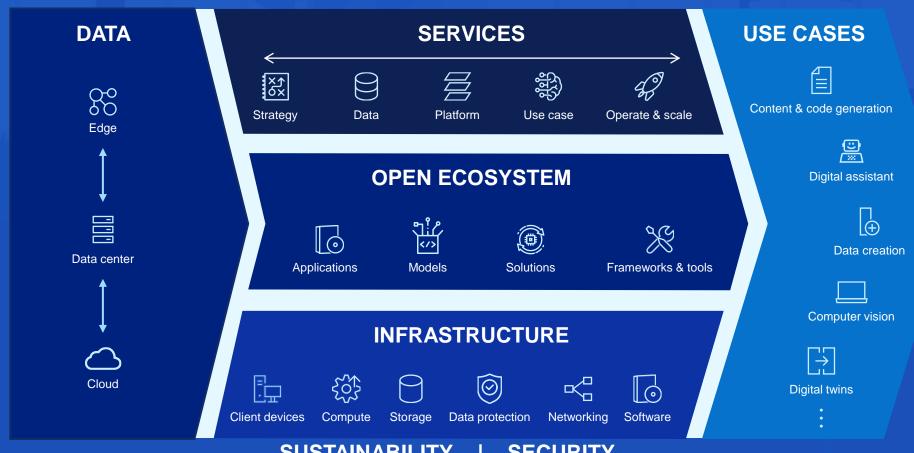
The Dell Al Factory with NVIDIA



Dell's approach to embracing and implementing Al







SUSTAINABILITY

SECURITY





Forbes named Dell Technologies among the 2023 World's Best Management Consulting Firms²

The future isn't happening tomorrow.

It's happening right now.

Christopher.Bennett@Dell.com +1 678-646-4775

D¢LLTechnologies



