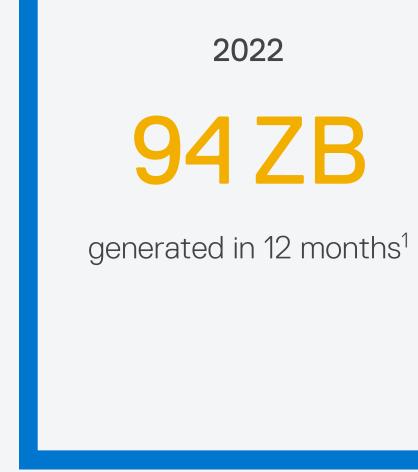


Data is accelerating human progress



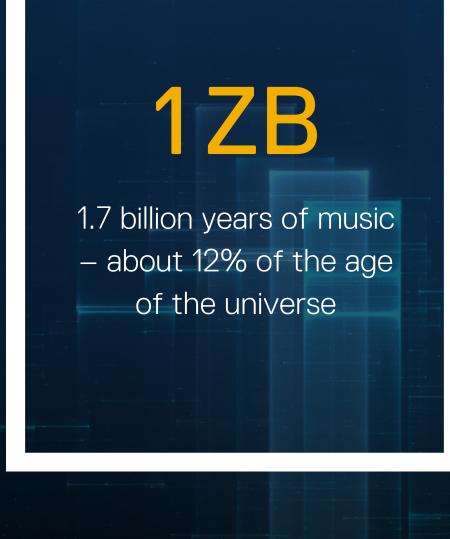
2030 365 ZB generated by autonomous vehicles alone<sup>2</sup>

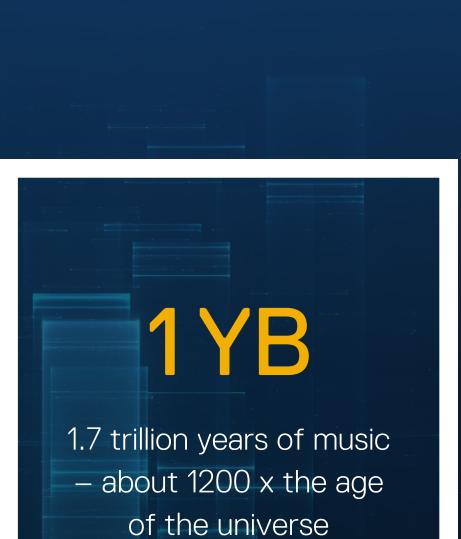
yottabytes of data generated and stored globally

2030

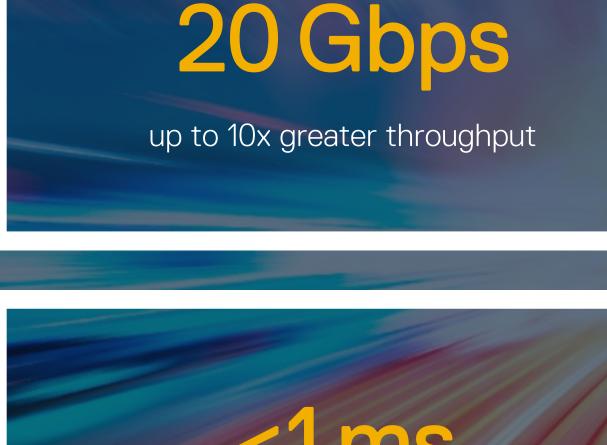
How much data?

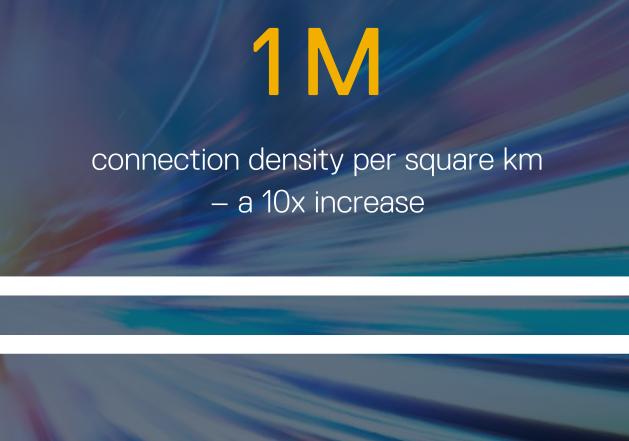




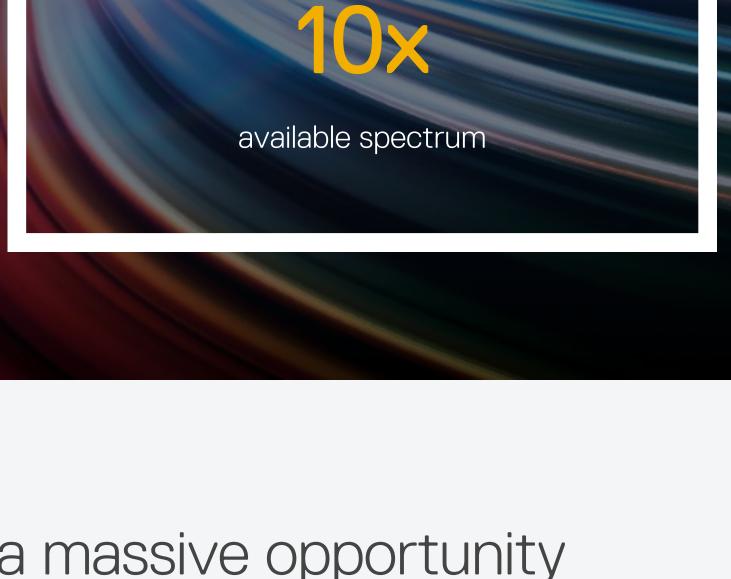


5G accelerates the ubiquity of data

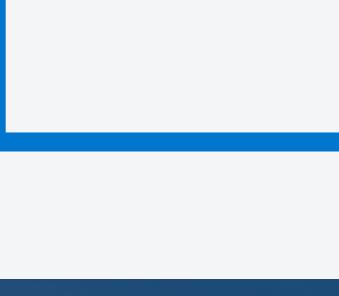








### \$124 Billion The **5G** 5G 2022 transformation is a Expected global telecom 5G will enter mainstream



\$2 trillion opportunity

for industry and society.<sup>3</sup>



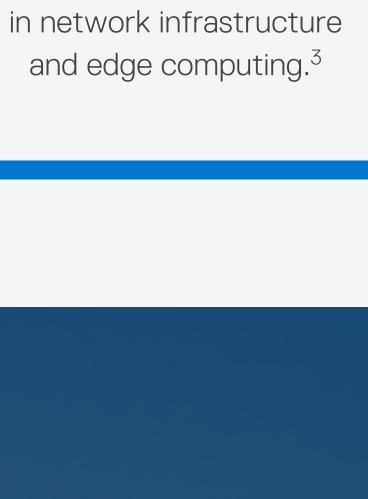
spend in NFV and SDN

hardware, software and



Four

key challenges



adoption in the early

2020s driving more spend

# · Inflexible, unable to support agility



## Complexity

Legacy assets (4G/3G)

Built for different era

· Costly to operate

- Skill gaps Capacity issues
- Massive scale



## Telecom culture Long development cycles Verification requirements

Global obstacles

Logistics and fulfilment support

Lack of standardization

Regulatory

- Resources and energy

Three

key steps for Telcos to

realize the 5G opportunity

Operational Support and the network and the Business Support Systems partnerships

**Build** 



Modernize

intel

From cloud to network to edge, 5G runs on Intel

Embedded into the fabric of 5G networks

Innovating a broad 5G product portfolio

• DPDK accelerating 5G application integration

Foundation for telco edge clouds

• Evolving the 5G ecosystem

key partners





**DELL**Technologies

Transforming telecom for a new era of services

· Modernize OSS and BSS with software defined

infrastructure on industry standard hardware

Deliver new network edge and MEC use cases

· Enable emerging network and edge deployments

· Open new routes to market through 5G transformation

Innovate

new services and new

routes to market

## leveraging 5G infrastructure and capabilities Global resources and proven repeatable process to deliver new services faster

New enterprise and SMB service offerings

Ideation

WHAT

Identifying the

solution should we

develop together

Market trends

Addressable market

Potential solutions

Brainstorming

intel

3

Incubation

WHY

Building the

**Business Case** 

Incubation

HOW

Establishing the

process, schedule

and dependencies

# ... to accelerate solution designs

Engineering and design capacity

Joint sales teams to drive adoption

Secure global supply chain

Curated partner ecosystem

What new services can I offer?

One

key question

Build

(E) Spt2

Service Provider and Telco Transformation Team

A proven co-innovation process

Go to market

**CAMPAIGN** 

Jointly drive awareness and adoption of solution

Communication

**Events** 

**External Media** 

Field Enablement

Messaging

Pipeline

**D¢LL**Technologies

Architecture and platform validation Develop use cases Build core sales materials Develop conceptual architecture Solution concept proposal

Are you ready to accelerate

your 5G journey?

**BUILD SOLUTION** 

Jointly build the solution, determine and document

workflow, prepare for campaign

5G opens the door for telcos to play a pivotal role in the digital future. But that future is unfolding fast, with new entrants eager to carve out market share. In partnership with Dell Technologies and Intel you can accelerate your journey to agile infrastructure, develop new products and market them to the world. Let's get moving.

> For more information, visit DellTechnologies.com/Edge

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