

## Accelerate intelligent outcomes everywhere with artificial intelligence

Discover how to simplify the data landscape, streamline AI adoption and reduce time to value with the AI-optimized, end-to-end portfolio from Dell Technologies and NVIDIA.

We are living through the rise of artificial intelligence (AI) at an unprecedented pace and scale, driven by increasing amounts of data, advancing technological capabilities, a surge in hardware and services and the large-scale adoption of connected devices.

**\$500 billion**

The AI market, including software, hardware and services, is forecast to hit the **\$500 billion** mark by 2023<sup>1</sup>

**64%**

The number of CIOs making at least some investments in machine learning (ML) will nearly double to **64%** over the next three years<sup>2</sup>

**90%**

Almost **90%** of CIOs report that greater automation will increase the accuracy and speed of their decisions<sup>3</sup>

**Don't fall behind** – now is the time to start accelerating intelligent outcomes.

## Illuminate the opportunity

Explore an extensive portfolio of products and solutions and enable your customers to successfully deploy AI across their organization.



### Identify, curate and activate high-value data

Create real, measurable value and enable effective data access, scale and control across your customers' organization from edge to core to cloud.

### Put AI to work anywhere in any way

Drive fast-tracked innovation everywhere and power your customers' choice of AI workloads with modern IT infrastructure that supports on-premises, cloud or hybrid environments, with protection across boundaries.



### Achieve success at any scale as your customers grow

Deliver AI and analytics at scale and AI-optimize your customers' business, no matter the size of their organization, as their data grows and use cases change.



## Your trusted AI partner

Dell Technologies is your trusted partner for building AI into your and your customers' organizations, making it simpler, faster and easier to deliver with confidence.



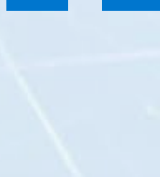
### Increase revenue with cross-sell & upsell

Add value for your customers across their IT landscape whilst adding margin to your deals and discover the transformational benefits of AI across the Dell Technologies end-to-end infrastructure portfolio.



### Create deeper value with upgrade opportunities

Leverage an extensive partner ecosystem and history of continuous investment with industry leaders in the fields of data analytics and AI, including NVIDIA, cnvrg.io, Cloudera, Splunk, Iguazio, Datarobot, H2O.ai, noodle.ai, Robin.io and Domino Data Lab, next to Microsoft, and many more.



### Take advantage of partner program benefits, rebates & incentives

Grow your opportunity size, earn solution competencies and position Dell Technologies solutions as the best AI platform early in the sales cycle. Climb the Partner Program with training competencies and, as a metal tier partner, you may be eligible for rebates and marketing development funds for selling multiple lines of business included in an AI solution.



### World-class services

Choose from a world-class portfolio of services to augment and complement your own capabilities to deliver the best possible outcomes to your customers. With deep expertise and a global reach across 170 countries, we can help remove complexity and help you respond to the demands of your customers.



### APEX Custom Solutions including Flex on Demand

Choose the payment solutions that work best for your customers with APEX Flex on Demand. Our pay-as-you-use offer lets customers acquire new storage compute capacity without a large capital outlay upfront.



## Stay at the forefront of a growing AI market

See our AI-optimized solutions in action across industries.

### Taboola

Focused on content marketing, Taboola relies on powerful, scalable Dell PowerEdge servers with NVIDIA GPUs to continually train AI models.

**50 milliseconds**

Real-time recommendations delivered in as little as 50 milliseconds

**30 billion**

Each day, Taboola provides 30 billion content recommendations

### Duostech

Automated railcar inspections increase security and revenue with AI at the edge where they process and analyze 1.3 terabytes of data daily per inspection site.

**\$3000**

savings per instance using iDRAC9

**120:1**

reduction in inspection time

## Get started with artificial intelligence today

Don't fall behind. Activate your campaign with the Digital Marketing Tool now or head to the Demand Generation Center for the resources you need to drive awareness, spark conversations and help your customers – and yourself – succeed.



<sup>1</sup> IDC Forecasts Companies Increase Spend on AI Solutions by 19.6% in 2022. IDC, Feb 2022.

<sup>2</sup> The Global CIO Point of View: The New Agenda for Transformative Leadership: Reimagine Business for Machine Learning. ServiceNow, 2019.

<sup>3</sup> The Global CIO Point of View: The New Agenda for Transformative Leadership: Reimagine Business for Machine Learning. ServiceNow, 2019.