

# Getting To Enterprise Class IoT

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**DELL**Technologies

# Dell Technologies: a customer and co-innovation partner of Orange Business Services

Orange:  
global  
connectivity  
provide for  
Dell for  
15 years

- Manufacturing, CoE, corporate data centres
- 100 offices locations



- Public and private bandwidth
- Global roll-out of local internet to support SD-WAN
- SIP voice



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## Co-innovation:

- Next gen connectivity for Dell PCs
- IoT and edge solutions
  - security, management, and compute



## IoT/edge computing:

- Connectivity (LoRa WAN, 4G/5G)
- Edge computing gateway
- Integration/APIs
- IoT device lifecycle management and security
- Cloud hosting
- Data analysis platform



# Top of Mind: Recent Customer Conversations

**Hybrid Cloud  
Strategy**

**Edge and IoT**

**Data Center  
Transformation**

**Digital Transformation**

**Cross-Cloud  
Management**

**Agility**

**Growing  
Complexity**

**Emerging  
Technologies**

**Security  
Transformation**

**Shrinking  
Budgets**

**Mobility/  
Modern Workforce**

**Revenue  
Growth**

# My Journey

Technology Waves

**DELL**Technologies  
Culture Code

**vmware**<sup>®</sup>  
EPIC<sub>2</sub>

**JUNIPER**<sup>®</sup>  
NETWORKS  
The Juniper Way

**Honeywell**  
Corporate Culture

**gsk** GlaxoSmithKline  
Simply a Better Way

**Johnson & Johnson**  
Our Credo

# Humans Have Been Transforming Forever

## Human Activity

70,000

15,000

50

**We always overestimate the change that will occur in the next two years and underestimate the change that will occur in the next ten.**

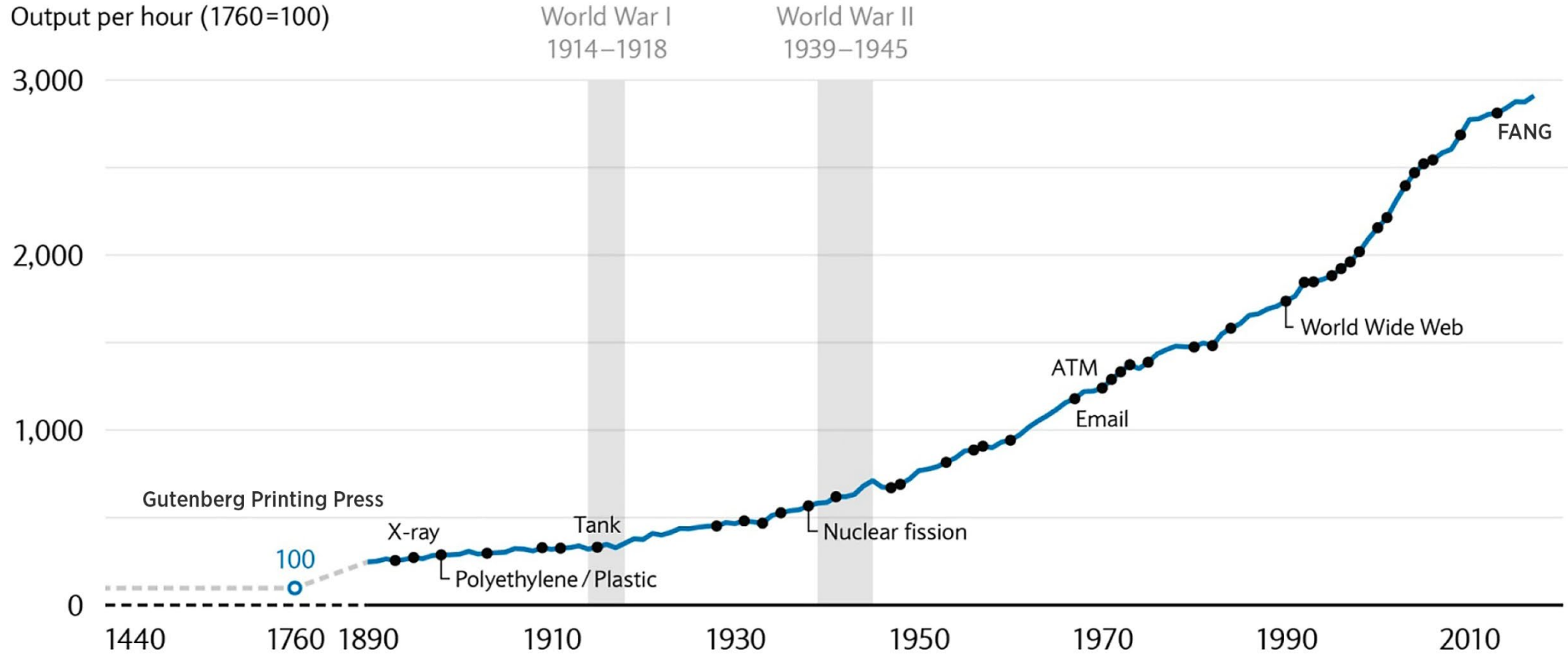
—Bill Gates

## IT to Digital



# Innovation Has Spurred Human Productivity

From the printing press to the Global internet, technology has evolved, and humans societies with it



Source: Barclays | Equity Gilt Study 2018

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Cloud Managed

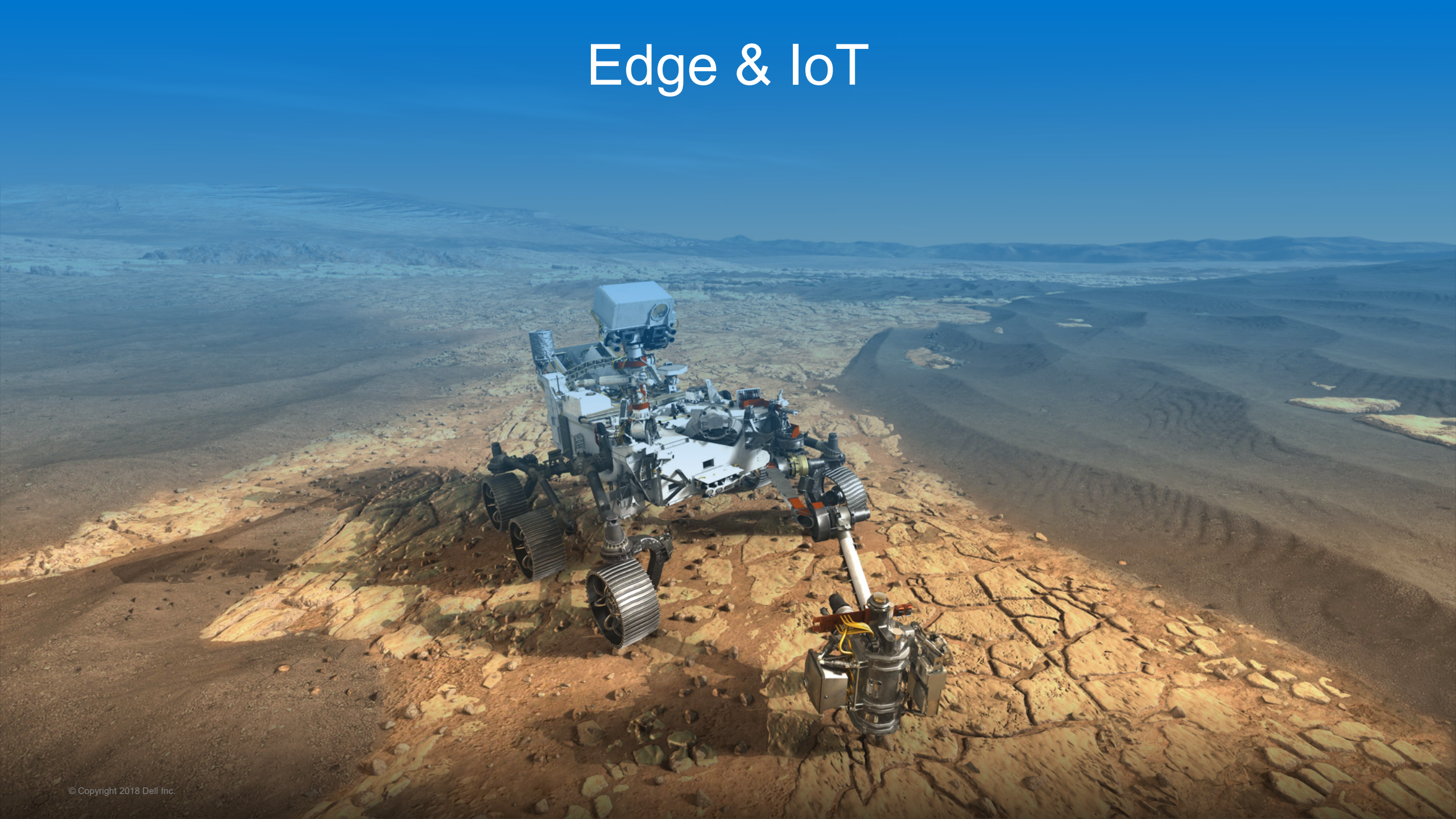


MDA-Ready





# Edge & IoT





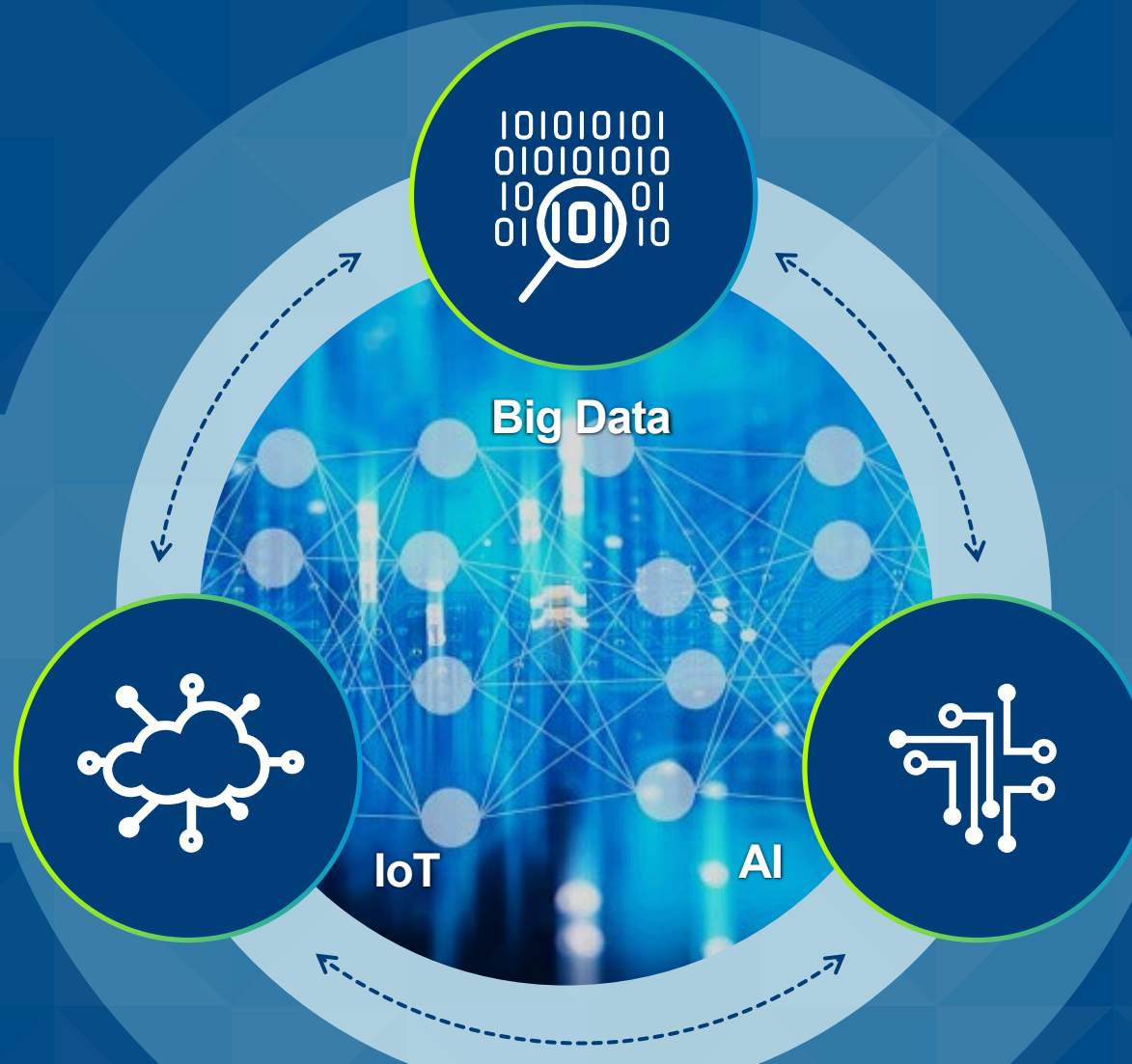
**Your things  
are talking.**

**Your business  
is listening.**

**Are you  
Ready?**



Data Rich and  
Information Poor



Insights and  
Possibilities

AI will Unlock the  
Power of IoT



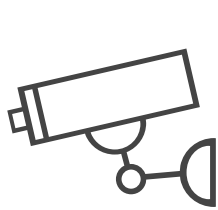
# Data is the New Fuel Driving Innovations

## IoT Opportunity in the Enterprise



Building  
Management

Optimize  
Sustainability



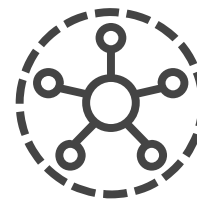
Smart  
Surveillance

Improve Workforce  
Productivity



Factory  
Automation

Accelerate  
Operations



Asset Management

Create New Revenue  
Generation Models



Sales & Support

Delight  
Customers in  
New Ways

# 5G Enabled Next-Gen Apps: The Art of the Possible



# Why Compute Must be at the Edge

Real-time Insights and Intelligence are driving proximity between Data and Compute

**High Data Volume**

Network costs and bandwidth information

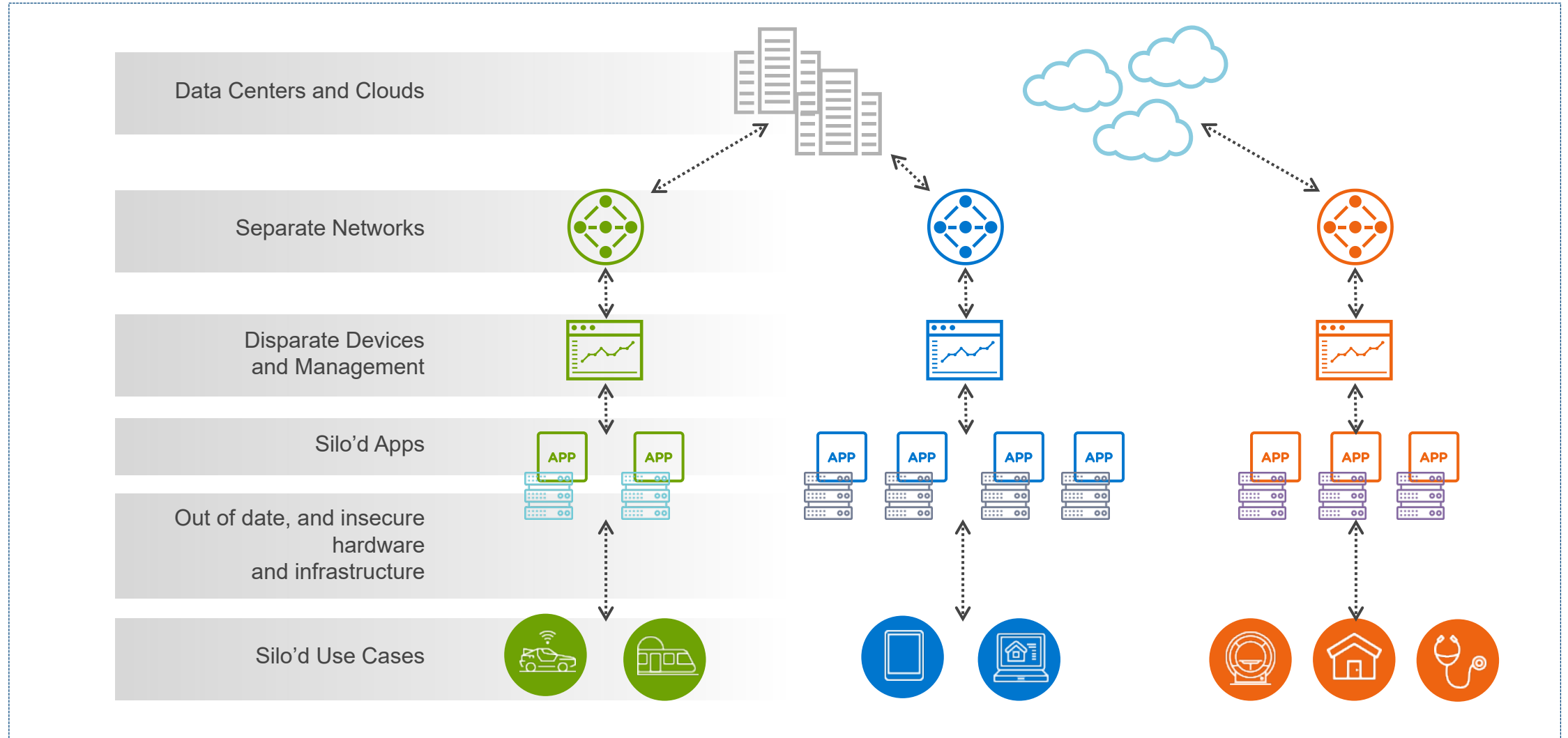
**Real Time Decision**

Latency Sensitive Applications

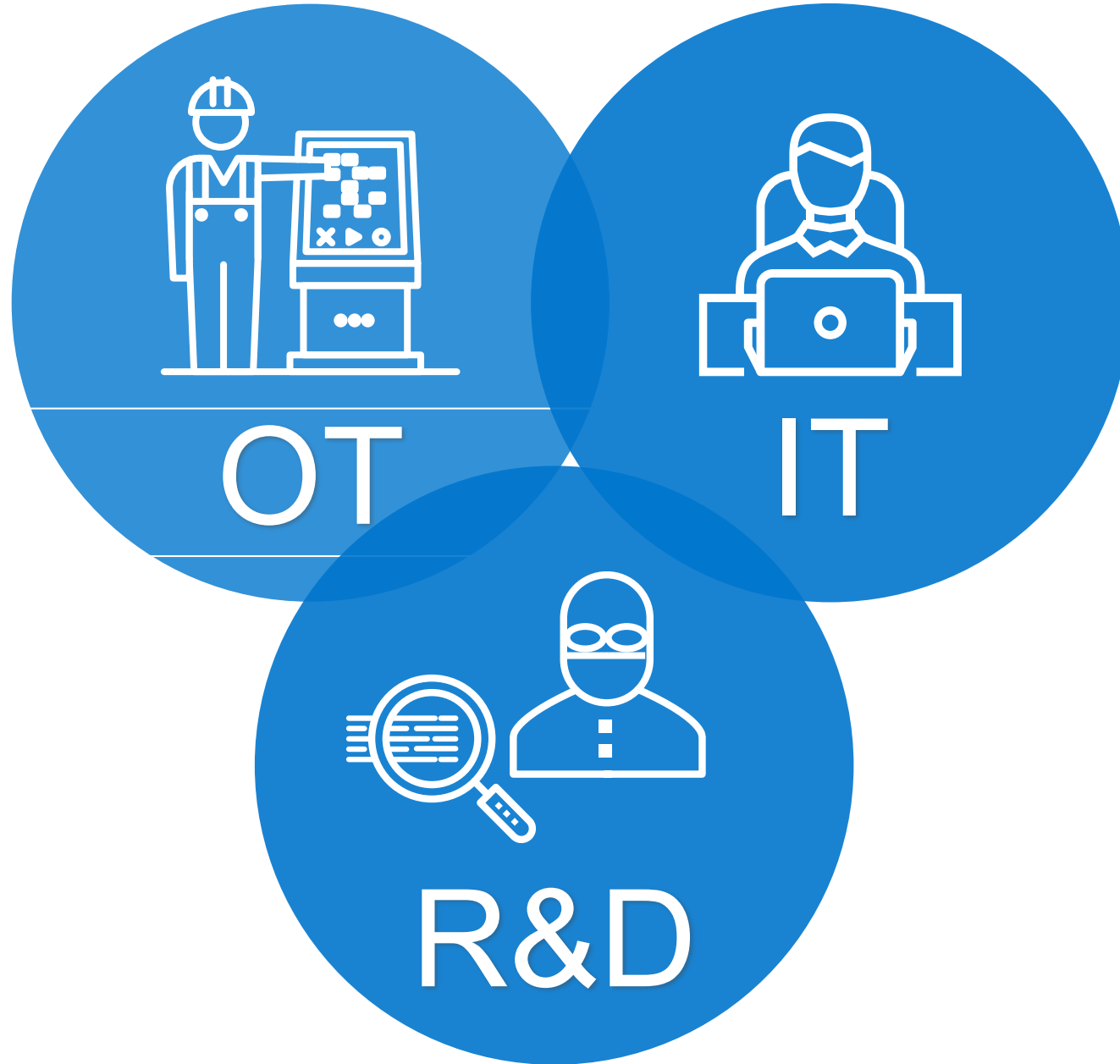
**Business Continuity**

Network failure power failure

# The Reality Today: Many Silos

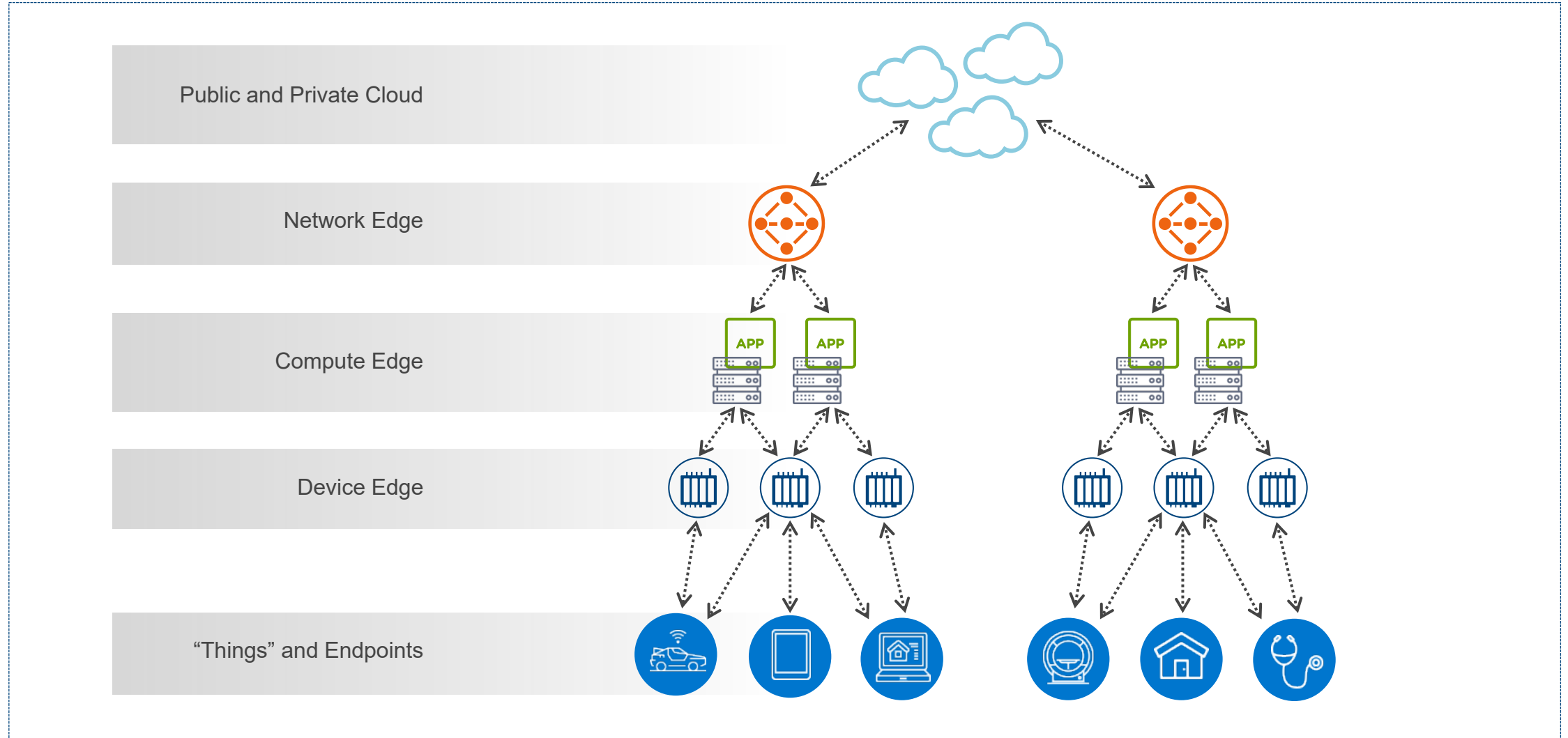






# Edge Computing

Moving from Data Centers to Centers of Data



# Our Vision

The Essential, Ubiquitous Digital Foundation

**ANY DEVICE**



**ANY APPLICATION**



**Traditional**



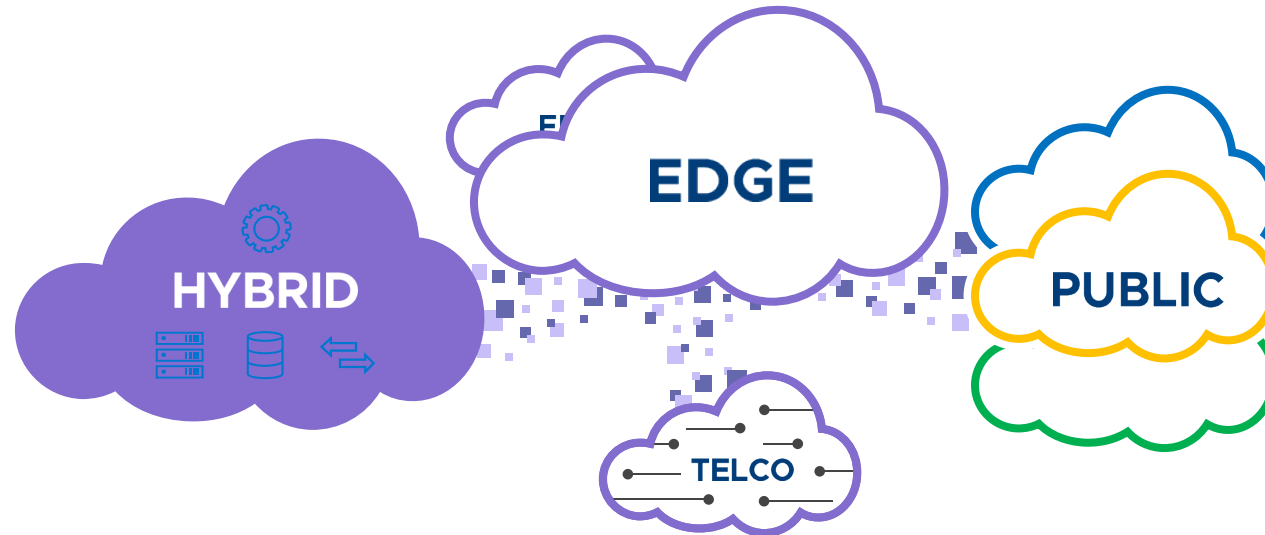
**Cloud Native**



**SaaS**

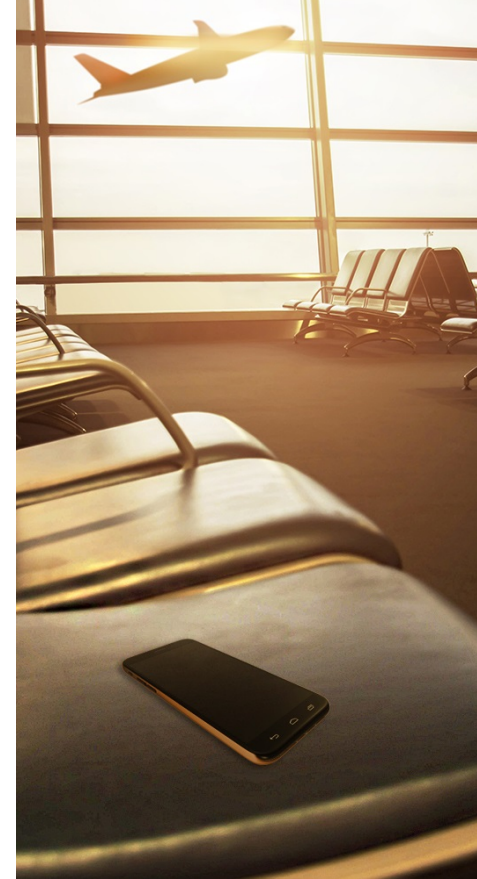


**ANY CLOUD**

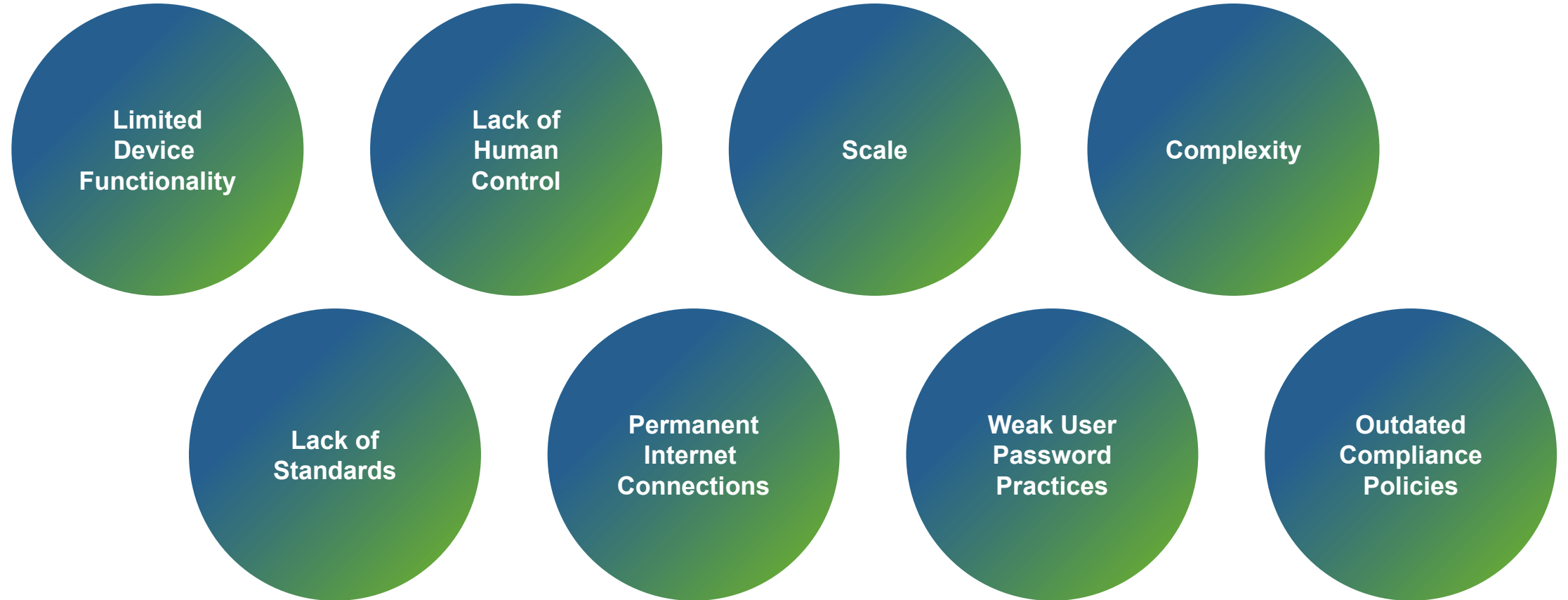




# IoT Security: Out of sight, Out of Mind

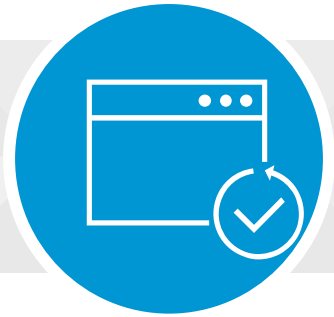


# Key IoT Security Challenges



# Making Security Intrinsic

## 5 Pillars of IoT Security



Least  
Privilege



Micro-  
Segmentation



Active Threat  
Detection



End-to-end  
Trust Model



Patching



# In Closing



The IoT wave is upon us. Huge opportunity at the intersection of AI, Data, Edge and IoT. Be Ready.



Partnership between IT and OT teams are critical for success.



Build the right architecture.



IoT is a powerful tool, but it comes with risks. Make security intrinsic to your systems.



Cultivate key IoT and Edge supplier relationships.



# Thank You!



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