DELLTechnologies
PARTNER PROGRAM

Accelerate performance
with 4th Gen Intel® Xeon®
Scalable processors

intel
XEON

Driving customer conversations
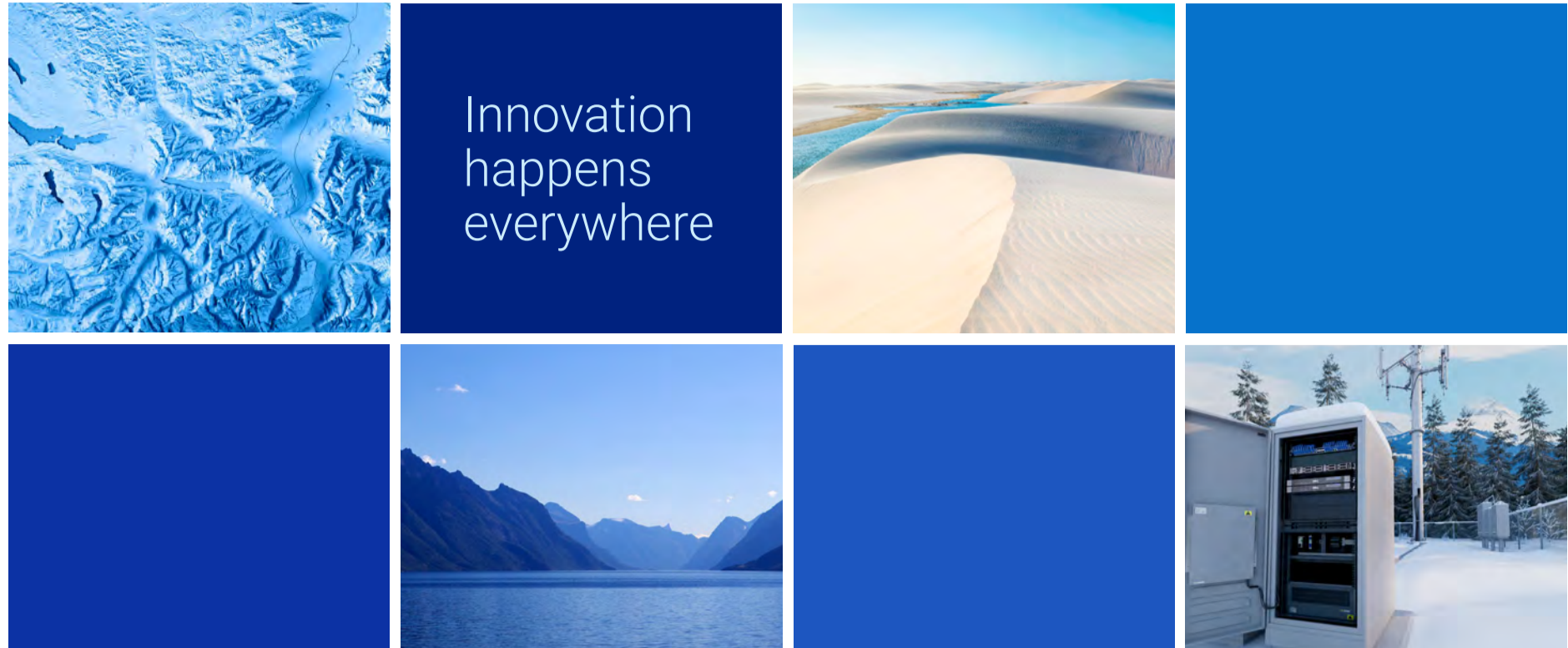
Meet customers at their edge

By partnering with us, you advance innovation while driving growth in your business. And innovation often happens at the edge. You can now help accelerate performance with edge-focused and telco-ready servers and really meet your customers at their edge – wherever that is.

Reaching beyond data center

Technology transforms as the world around us changes, constantly trying to feed our appetite for innovation. Now, more than ever, state-of-the-art computing is needed outside the data center – at the near edge, the far edge, and everywhere in between – to power innovation that will take us where we want to be.

Innovation happens everywhere

Purpose-built from the ground up

The next-gen PowerEdge XR servers, powered by 4th Gen Intel® Xeon® Scalable processors, offer a compact, robust design, high-speed memory, and better connectivity to accelerate workloads and withstand harsh environments.

Purpose-built from the ground up with the edge in mind, PowerEdge XR5610, XR7620, and XR8000 can endure vibration and shocks, dust and dirt, harsh weather, and extreme temperatures.

No challenge is too great

Shorter depths
for environments where space is at a premium to perform where regular-sized servers cannot fit

Ruggedized components
to help withstand harsh conditions with extreme heat or shock and vibrations on construction sites

Multiple certifications
to meet varying industry requirements, like GR1089-CORE for NEBS Level 3 and GR-3108 Class 1 certification

Enhanced built-in AI capabilities
for edge workloads with all-new Intel® Advanced Matrix Extensions (Intel® AMX)

Greater edge coverage

XR5610
Accelerate performance outside the data center with a single socket PowerEdge XR5610. Short-depth and ruggedized, this monolithic server is designed to excel with telco workloads, smart manufacturing, defense deployments, and retail AI, including video monitoring, IoT device aggregation, and POS analytics at the edge.

XR7620
Accelerate outcomes in the industrial edge or select telecom use with Power-Edge XR7620. This 2U platform with more expansion possibilities is GPU-optimized and ensures high performance in the most challenging environments, including industrial automation, video analytics, and POS analytics.

XR8000
Accelerate innovation anywhere with PowerEdge XR8000. This sled-based server can have up to 4 compute nodes per chassis. Designed to accelerate workload in space-constrained, rugged, and harsh environments at the edge, this server empowers you to help unleash your customers' innovative potential at their edge.

Always poweredge at the core

Apart from being fit for the extreme edge, the XR portfolio has the same features and benefits as all other PowerEdge servers.
These platforms will allow you to simplify your customers' experience through advanced automation and management tools and give them peace of mind with integrated security at every step.

Features and benefits

Advanced automation and management
with iDRAC, OpenManage Enterprise, CloudIQ

Ubiquitous security built
into and layered on all PowerEdge servers

Reliable support
with services that provide backup and optimize uptime

Let's deliver breakthrough value

together

We believe that the best things happen through collaboration. Together, our value proposition is unmatched. That's why we invite you to join us on a mission to deliver the latest technology to the brightest minds and bravest entrepreneurs out there – constantly pushing the frontiers of innovation, trying to create a better tomorrow for all of us.

01
Find the right fit
We'll help you guide your customers in finding just the right solution for their operational and budgetary needs.

02
Make it easy
Advanced automation, management and security built into our solutions make everything easier for you and your customers.

03
Be there for them
Our combined services offer your customers the necessary support and peace of mind throughout their solution lifecycle.
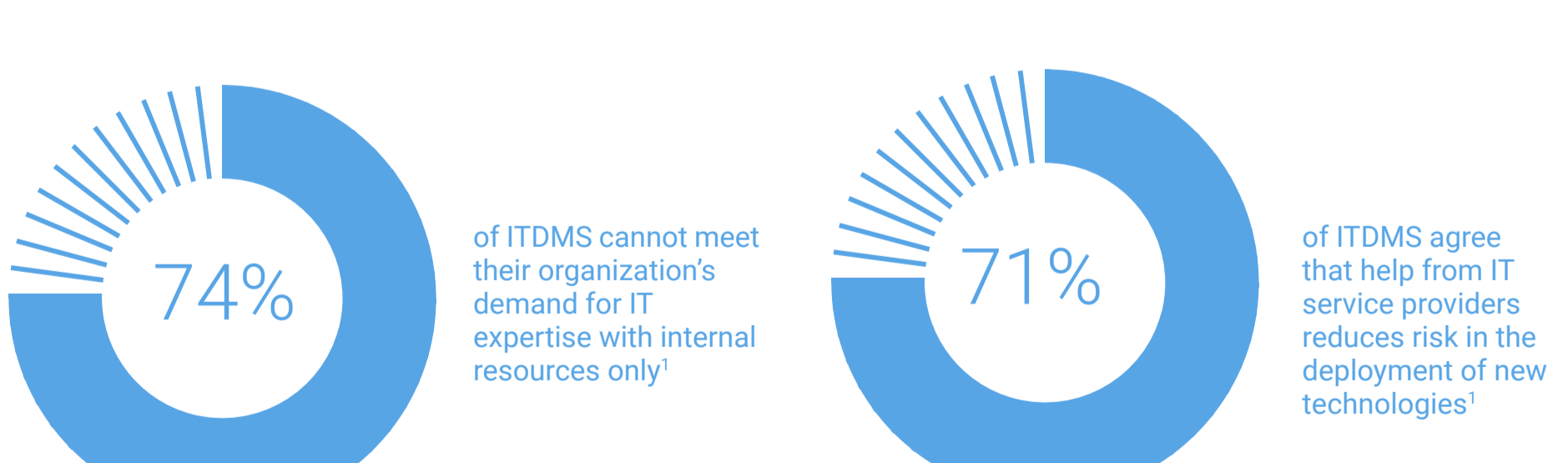
Your **breakthrough benefits**

With us as your partner, support of our end-to-end partner ecosystem, and access to our accelerated PowerEdge portfolio, you're in the best position to empower innovators anywhere. So, don't miss that unique opportunity.

Secure recurring revenue
Selling Dell APEX Custom Solutions with your own value-added services enables you to build recurring revenue streams. At the same time, your customers gain the flexibility to optimize budgets when usage is variable.

Expand with world-class services
Your services, combined with our global scale and unmatched expertise, give your customers the confidence that their servers will run more securely and optimally throughout their PowerEdge partner programs.

Unlock upsell opportunities
Offering services, consumption solutions, and other attached opportunities such as Dell ProSupport, Enterprise Suite, Dell ProDeploy Infrastructure Suite, and Dell ProDeploy Factory Configuration services with your Dell PowerEdge server deals will differentiate you from your competitors.

Capitalize on upgrade opportunities
Become your customers' reliable supplier with whom they can confidently scale up their Dell PowerEdge systems and infrastructure to meet the demands of new workloads, applications, and changing business needs.

Draw on our experience
We fuel your growth with an unmatched portfolio of products and services that boost your business growth and give you expert tools and resources through our world-class partner programs.

Benefit from simplifying IT
Advanced automation and zero-trust principles will make your life easier while protecting your customers' distributed data and devices. Our continued collaboration with Microsoft and Intel ensures hardware, software, and Windows 11 OS security.

Why your customers should care

Technology should adapt to us rather than the other way around. That's why we continue to innovate and develop technology capable of supporting the needs of today's and tomorrow's world.

74%
of ITDMS cannot meet their organization's demand for IT expertise with internal resources only[1]

71%
of ITDMS agree that help from IT service providers reduces risk in the deployment of new technologies[1]

With future-proof technology from an industry leader, your customers can rest assured that they made a wise IT choice and become the catalysts for groundbreaking innovation that'll push our progress in the right direction.

Cutting-edge technology
Help achieve next-level performance with the latest innovation, advanced automation, and agile security.

End-to-end solutions
Empower your customers to be ready for what's next with our interconnected product and solutions portfolio.

The expertise of an industry leader
Offer your customers over 40 years of experience providing pioneering IT solutions for over 20 industries.

Simplified IT
Make your customers' life easier with advanced automation and zero-trust principles.

Explore dedicated marketing content and build breakthrough value for your customers with servers designed to accelerate transformation anywhere.

Visit the Demand Generation Center