



# Dell OEM-Ready Solutions

Solutions based on high quality standard Dell™ hardware platforms that have been de-branded to allow fast and simple customization capabilities designed to meet your product development needs.

Dell has a range of hardware that is specifically OEM-ready, through which you can apply your own logo, look and labels. Dell OEM Solutions can take our standardized systems and customize them to your requirements. With Dell OEM Solutions, we can also offer you a dedicated account team to lead you through the entire design, development, manufacturing, logistics and support processes.

## Go to market faster

**Streamlined customization:** Dell OEM-ready solutions offer unparalleled simple and streamlined customization in the form of a non-branded server which allows you to rapidly create your own brand on Dell hardware.

**Proven Dell hardware:** OEM-Ready platforms are based on standard Dell solutions and leverage our teams of engineers, research and development, support resources, and supply chain expertise.

**Simplified regulatory process:** Dell OEM Solutions perform all the required regulatory certifications on the OEM-Ready hardware platforms for most markets, so even after you have completed some branding, the platforms will not require any additional regulatory approvals in most markets.

## Run your operations better

**Global supply chain:** Dell's supply chain is well known throughout the world and recognized by many as one of the best. You can leverage Dell's experience to deliver an efficient and best value supply chain.

**Quality:** We control every aspect of every part we use in our platforms, from design to manufacturing to testing. We expect every component and assembly to meet our strict standard for performance, quality and reliability. We also monitor and improve the inventory and delivery of all components and assemblies used in our systems to ensure on-time delivery at the lowest possible costs.

**Trusted global service organization:** With a global footprint for post-sales service and support, Dell can ensure your solution has the best support possible.

## Grow your business smarter

**Reduce resource requirements:** You can reduce your hardware development and support infrastructure and focus resources on developing your software and solutions. Dell will take care of the hardware solution and post sales support services.

**Effectively manage cost:** Dell's hardware and support have well-defined costs which can be managed through the relationship.

**Focus on core business:** When you are not concerned about hardware design, quality, supply chain, or support, you can focus instead on developing a solution your customers want to buy.

OEM-Ready Solutions are based on high quality standard Dell™ hardware platforms that have been de-branded to allow fast and simple customization capabilities designed to meet your product development needs, enabling you to go to market faster, run your operations better and grow your business cleverly.

## Drive for cost effectiveness & return on your investment

Dell OEM-Ready platforms provide a comprehensive return on investment due to the built in features and capabilities which come with every unit. The designs allow for rapid branding while reducing development time, engineering time, and resources for supporting the systems. An OEM customer can leverage Dell's massive engineering resources, state of the art supply chain, compatibility & quality assurance, spare parts inventory, field technician infrastructure, and after the sale support engineers to reduce cost over the lifetime of a platform.

## Create enhanced brand awareness and consideration

The perceived quality, reliability, technical strengths and component controls Dell provides to customers using OEM-Ready servers creates confidence in the minds of end users when they look at your products. You can also very easily rebrand the OEM-Ready platforms and meet the marketing goals of your company to guarantee your customers recognize the hardware is not merely a reference solution but instead a fully tested, qualified, and supported solution from your company.

## Work with Dell to drive streamlined product development

Utilizing COTS hardware with a well recognized record of reliability and compatibility, a product development organization can focus instead on software, services, capabilities and the other core strengths which are unique to your company. Why design hardware, with all the costs associated with massive hardware engineering groups, testing and QA labs, and compliance headaches when everything you need for hardware is already prepared for your needs. With Dell's dedicated OEM sales teams providing Engineer to Engineer engagements and long outlook roadmaps and change management services, your development efforts can be focused on what makes your business grow – your IP in software and services.

Customize the OEM-ready systems to meet your brand needs. These customizations can include blank bezels, build-your-own bezel kits (apply your own logos), generic packaging and documentation, installation of third-party cards and proprietary software, generic splash screen (BIOS), regulatory assistance and third party thermal testing. The OEM-ready systems are listed in more detail below.

OEM Ready	Form Factor	Proc #	DIMM Slots	Max Drive Bays	NICs	PCIe Slots
R210	1U Rack - 15"	1S	4	2 - 3.5"	2	1
R310	1U Rack	1S	6	2 - 3.5"	2	2
R410	1U Rack	2S	8	4 - 3.5"	2	1
R510	2U Rack	2S	8	12 - 3.5"	2	3
R610	1U Rack	2S	12	6 - 2.5"	4	2
T610	Tower/Rack	2S	12	8 - 3.5"	2	5
R710	2U Rack	2S	18	6 - 3.5'/ 8 - 2.5"	4	4
T710	Tower/Rack	2S	18	16 - 2.5"	4	6
R810	2U Rack	2-4S	32	6 - 2.5"	4	6
R910	4U Rack	4S	64	4 - 3.5'/16 - 2.5"	4	7 or 10
OEM Ready		Form Factor			Drive Bays	
MD1000		3U Rack			15 - 3.5"	
MD1120		2U Rack			24 - 2.5"	
OEM Ready	Form Factor	DIMM Slots	NICs		Drive Bays	
Optiplex XE	Desktop	4	2		2 - 3.5"	
	Small Form Factor				1 - 3.5"	
Purpose built desktop for extreme environments, Operates at up to 55c with special ductwork, mounting hardware and external power available						

Learn more at [Dell.com/OEM](http://Dell.com/OEM)

