DELLTechnologies

Schneider Electric

Delivering results by simplifying hybrid IT environments

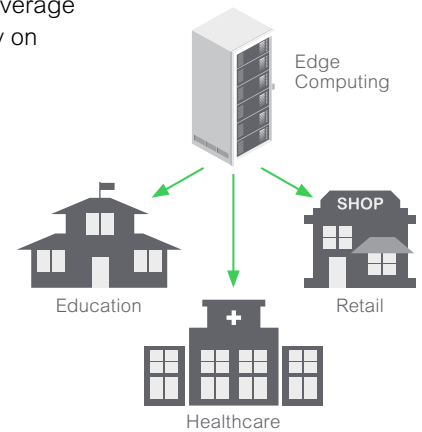## Technology to enable digital transformation

No two IT environments today are precisely alike. Most are hybrids combining a unique mixture of on-premise infrastructure with multiple clouds, data centers, and edge computing sites. Each has specific business-critical needs, and as a result, deploying solutions can quickly get very complex and time consuming.

But there's a way to keep it simple, thanks to two industry leaders with proven track records of delivering high-quality products and solutions – Schneider Electric and Dell. For more than 25 years, Schneider Electric and Dell have collaborated to provide a vast array of turnkey solutions to support business growth. Now, as organizations undergo digital transformation to leverage technologies such as artificial intelligence (AI) and internet of things (IoT), they can rely on Schneider Electric and Dell as the one-stop-shop for their IT technology needs.

IDC predicts that
79.4 zettabytes
of data will be generated by billions of IoT devices by 2025.

Edge Computing

Education   Retail

Healthcare

Wherever you need edge computing solutions

Edge computing sites place compute, networking and storage at the edge of the network to support data created by digitization. The Schneider Electric and Dell partnership provides industry-proven, tested and validated edge computing solutions for a variety of settings such as retail, healthcare, education, and even the military. These solutions support the unique compute needs of applications that require low latency, reliability, and rapid processing of data.

Meet unique edge computing needs with modular options

Thanks to a vast array of possible combinations and configurations, Schneider Electric and Dell solutions are available to meet nearly every IT infrastructure need – including racks, servers, virtual environments, security, and remote monitoring solutions.

No space? No on-site staff? No problem. We've got you covered.

Where needed, Schneider Electric and Dell deliver complete solutions in a prefabricated, self-contained modular data center that can be quickly deployed and managed remotely.

What's in it for you?

The Schneider Electric and Dell alliance makes it possible for customers to buy any APC SKUs, including surge protectors, uninterruptible power supplies (UPSs) and racks, along with Dell desktops, notebooks, servers and storage. As such, Dell can deliver Schneider Electric's solutions for anything from a laptop to a full data center infrastructure that includes APC racks, APC UPSs, cooling and management. Dell also sells UPS and PDU solutions as part of its VxRail™ as a Service offer. No matter where you are in the world, delivery is quick because Dell runs virtual warehouses of APC products globally. The partnership benefits you in many ways:

Simplicity and flexibility
Access solutions that reduce complexity and are easy to integrate into your existing infrastructure. Have different configurations and rack sizes? No problem, we have you covered from individual components up to complete modular data centers.

Downtime prevention
Today's businesses have no time for downtime. Enjoy the confidence of pre-tested, pre-validated solutions combining Dell servers with APC UPSs and racks. Also, take advantage of intelligent remote monitoring and managed security options.

Fast deployment
When quick deployment matters, you'll appreciate our pre-tested, pre-validated solutions, which accelerate implementation and integration.

Integration tools
Take the guesswork out of configuring an IT solution. The APC Local Edge Configurator (LEC) is a powerful tool that customizes solutions based on your specific edge deployment needs.

Leverage a powerful alliance that delivers results

Why do so many customers across such a wide industry spectrum choose Schneider Electric and Dell solutions?

Market leaders
Schneider Electric is #1 in delivering infrastructure technology and energy management, while Dell is the market leader in PCs, servers and storage.

Vision
Both organizations have invested heavily in hyperconverged solutions to meet customer needs in fast-paced, evolving markets.

Partner network
Schneider Electric and Dell share a channel-partner network spanning the globe, providing IT expertise and management wherever needed.

DELL EMC PowerEdge™ XE2420 Edge Server within a Schneider Electric, 6u Wall Mounted Micro Data Center

Schneider Electric and Dell provide a one-stop-shop for edge computing solutions as companies chart a path to the digital future. **Discover more.**

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