

OEM Client - A Complete Technology Portfolio

DELLTechnologies

ANW



Your Unique Products Require Unique Solutions

This is exactly what you'll get with Dell Technologies OEM Solutions end-to-end expertise, support and global network of top-tier partners such as Arrow Intelligent Solutions. Together, we can turn your ideas into the next generation of OEM customer-influenced, tailored and fully customized solutions. You want to grow your brand, create exceptional customer experiences and be competitively differentiated. That's why we create products & capabilities to allow you to focus on what you do best – innovating.

Dell OEM's Client Solutions provide off-the-shelf, OEM tailor-made products that meet your customer's industry requirements and help you get to market fast.

Dell Technologies OEM Unique Solutions



Off the Shelf (Dell Standard)

Bring your IP to the world fast with global access to our tier-1 industry-standard solutions.



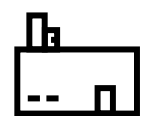
OEM-Ready (De-branded, Re-brand Ready)

Expand your presence and improve customer experience with de-branded products that you can easily add your brand to.



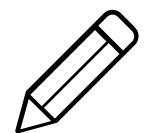
XL | XE (Stability, Longevity & Visibility)

Innovate for your competitive edge with the product stability, visibility and longevity of OEM XL and XE offerings.



Industrialized (Industrialized Durability)

Get the industrial-grade durability needed for demanding jobs beyond the desktop and data center.



Custom (Making Your Ideas a Reality)

Partner with our technology experts for fast to market delivery of branding, personalization, fit & function and specialized environment design Custom Solutions.

Dell Technologies OEM Client Solutions

Commercial

Industrialized



Laptops Latitude



Gateways Edge



Workstations Precision



Rugged Mobility Latitude



OptiPlex Desktops/Thin Clients

OptiPlex Desktops



OptiPlex XE4 SFF / MT*

This industrialized OEM XE4 takes stability to a new level with up to a four-year purchase life cycle and an OEM XE nine-month managed transition period. It comes in both tower and small form factor (SFF) chassis sizes – both available unbranded (OEM-Ready) right off the shelf for you to then rebrand with your own logo. It can natively support up to four displays without needing additional graphics cards and dual 3.5-inch SSD or HDD drives. It's fully industrialized with operating temperatures up to 45°C (113°F), remote power switch option, dust filter option, marine certification and MIL-STD 810G testing that make it ideal for maritime, industrial automation, retail, outdoor kiosks, banking, medical diagnostic machines and more.



OptiPlex 7000 XE Micro

This book-size OptiPlex model supports up to 3 displays with VESA all-in-one mounting options for embedded and edge applications in the tightest spaces. This desktop, with the OEM XE nine-month managed transition period and stability, eases technology planning and development burdens making it ideal for retail, healthcare and digital signage solutions.



*Up to 45°C operation with limited configurations - refer to platform technical guidebook.

Precision Workstations

Precision 3280 XE Compact



With its small size and edge-ready industrialized design for operation up to 45°C (113°F), this tiny powerhouse is ideal for manufacturing computer vision, healthcare, video security or other space constrained usage scenarios. This OEM XE compact workstation offers a nine-month product transition and stable processor with an OEM-Ready unbranded option ready for your own logo.



Precision 3460 XE SFF



This space-saving, compact workstation enables up to nine displays with 3.5” drive and additional expansion. It is an ideal solution for entry-level video security and commercial usage requiring 24/7 reliability. It comes with the OEM XE nine-month managed transition and added stability with an OEM-Ready, unbranded, option rebrand ready for your logo.



Precision 3680 XE Tower



This industrialized workstation is edge-ready for up to 45°C (113°F) environments with mission critical reliability and scalable performance. Its high performance graphics, ML and AI Analytics capabilities make it ideal for industrial automation/control applications and healthcare rendering. It provides OEM XE stability with nine-month managed product transition and an OEM-ready unbranded option that is rebrand ready for your own logo.



*Up to 45°C operation with limited configurations - refer to platform technical guidebook.

Precision Workstations (Continued)

Precision 5860 XL Tower



Scalable performance in a mid-sized tower with power processing and high-end graphics that makes it ideal for data-intensive design and visualization applications in healthcare and industrial automation. It offers the OEM XL up to 18-month product transition, six-month in-advance visibility to key changes, key component stability, and an OEM-Ready unbranded option.



Precision 7875 XL Tower



Exceptional performance for your applications with the latest AMD Ryzen™ Threadripper Pro processor, featuring up to 96 cores and up to (2) 300W graphic cards. It also offers OEM XL with up to 18-month product transition, six-month in-advance visibility to product changes and key component stability.



Precision 7960 XL Tower



Amazing performance in a more compact tower design with processing power that makes it ideal for multi-threaded, compute intensive analysis, simulation and rendering applications requiring high CPU core counts. It also offers the OEM XL up to 18-month product transition, key component stability and six month in-advance visibility to key product changes.



Precision 7960 XL Rack



An ultra-scalable 2U rack workstation that allows productivity from almost anywhere with a powerful, secured access rack-based solution that keeps intellectual property safely in the data center. It also offers OEM XL with up to 18-month product transition, six-month in-advance visibility to product changes and key component stability.

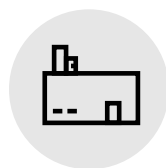


Latitude Rugged Mobility

Latitude 5430 Rugged Notebook



Get ready for work, anywhere, with the lightest†, most powerful†, 5G-capable 14” semi-rugged laptop. With 11th Generation Intel Core Processors and up to 2TB of fast, reliable, and high performance PCIe solid state drives, this IP-53 rated laptop tested to MIL-STD-810H specs can withstand harsh environments, and even thrive in them. A glove-capable 1100-nit FHD touchscreen option lets you work even in direct sunlight. Optional dual hot-swappable batteries with up to 25-hour battery runtime***. The Latitude 5430 Rugged Laptop is FirstNet Ready™ with Band 14.



Latitude 7330 Rugged Extreme



Work in the harshest environments, with the smallest** 5G-capable 13” fully-rugged laptop. With 11th Generation Intel Core Processors and up to 2TB of fast, reliable, and high performance PCIe solid state drives, this IP-65 rated laptop tested to MIL-STD810H specs can withstand the most extreme environments, A glove-capable 1400-nit FHD touchscreen option lets you work even in the brightest sunlight. Optional dual hotswappable batteries with up to 25-hour battery runtime***. The Latitude 7330 Rugged Extreme Laptop is FirstNet Ready™ with Band 14.



Latitude 7220 Rugged Extreme Tablet



Work faster, anywhere, with the lightest, most powerful 12” fully-rugged tablet. Featuring a 1000-nit direct-sunlight viewable screen that is gloved multi-touch capable, the Latitude 7220 Rugged Extreme Tablet can handle any condition it’s put in. All day productivity is easy with optional dual hot-swappable batteries. The Latitude 7220 Rugged Extreme Tablet is FirstNet Ready™ with Band 14.



FirstNet and FirstNet Ready are registered trademarks and service marks of the First Responder Network Authority, an independent authority within the U.S. Department of Commerce. The FirstNet core is designed primarily for use in the United States. **Based on Dell internal analysis of fully-rugged competitive laptops and the Dell Latitude 7330 Rugged Extreme Laptop, using published data available as of May 2021. 'Smallest' when comparing the 'Y' (or 'Width') dimension of the laptop. *** 25-hour runtime using the Mobile Mark 2014 benchmark. Actual battery runtime varies and depends on the hardware configuration, screen-brightness level, the number of apps running simultaneously, and environmental conditions.

† Based on Dell internal analysis of semi-rugged competitive laptops and the Dell Latitude 5430 Rugged Laptop, using published data available as of May 2021.

Edge Gateway

Dell Edge Gateway 3200 & 5200



The new intelligent Dell Edge Gateways help companies connect OT/IT environments and extract value from edge-generated data with no interruptions to their infrastructure. Available in two models, series 3200 and 5200, these edge gateways enable enterprises to collect, consolidate, and perform lightweight analyses on the vast data generated from multiple edge devices. Designed in a rugged, fanless design, the Dell Edge Gateways are compact and robust enough to endure 24/7/365 operations. They power real-time insights that will lead to better efficiency, lower costs, and greater performance for business. Specifically designed for original equipment manufacturers (OEMs), with unbranded OEM-Ready options and a long lifecycle target of 5 years.

- The Edge Gateway 3200 has operating temperature of -20°C to 60°C with compact, fanless and rugged design. It offers WiFi-6E, Bluetooth 5.2 and Certified Dual Nano SIM 4G & 5G options.
- The Edge Gateway 5200 has operating temperature of 0°C to 60°C with compact, fanless and rugged design. It offers WiFi-6E, Bluetooth 5.2 and Certified Dual Nano SIM 4G & 5G options.



Industrialized Solutions for the Edge

Workstations		Desktops	Laptop/Tablet	Gateways
				
Precision 3280	Precision 3680	OptiPlex XE4	Latitude 7000, 5000	Edge Gateway 3200, 5200
Expandable Compact Form factor	Performance Tower Form factor	Mini-Tower & SFF Industrial PC	Laptops & Tablet Rugged Mobility	Uncompromised connectivity at Edge
  	  	  		 
10°C to 45°C	10°C to 45°C*	5°C to 45°C	-29°C to 63°C	-20°C to 60°C, 0°C to 60°C
Dust Filters Filtered Bezel	Dust Filters Filtered Bezel	Dust Filters Filtered Bezel	Fanless Design	Fanless Design
2.6 yr target life	1.9 yr target life	3-5 yr target life	2.5 yr target life	5 yr target life
MIL-STD tested	MIL-STD tested	Designed to MIL-STD- 810G Certified: Marine DNV-GL	Certified: MIL-STD- 810G; Up to IP-65; MIL-STD-461F	Designed to MIL-STD- 810G; IP50 rated

Industrial	Industrial Rugged
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*Standard operating temperature is 10-35C. Select configurations can operate up to 45C extended temperature

Dell Technologies OEM Unique Solutions



Standard



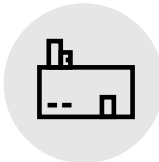
OEM-Ready



OEM XL



OEM XE



Industrialized

Environmental Temp

	Off-the-shelf Dell Standard	De-branded SKU	Stability, Longevity & Visibility		Edge Ready Durability & Certifications	Range
		Ready for re-branding	18 Month transition Static CPU, chipset	9 Month transition Static CPU		
Precision 3460 SFF		•		•		10°C – 35°C
OptiPlex 7000 Micro				•		5°C – 35°C
Precision 5860 Tower		•	•			5°C – 45°C
Precision 7875 Tower			•			5°C – 45°C
Precision 7960 Tower			•			5°C – 45°C
Precision 7960 Rack			•			5°C – 45°C
Precision 3660 Tower				•	•	10°C – 45°C
Precision 3680 Tower		•		•	•	10°C – 45°C*
Precision 3280 Compact		•		•	•	10°C – 45°C*
OptiPlex XE4		•		•	•	0°C – 45°C
Latitude Rugged	•				•	-29°C – 63°C
Edge Gateway 3200		•			•	-20°C – 60°C
Edge Gateway 5200		•			•	0°C – 60°C

General Use

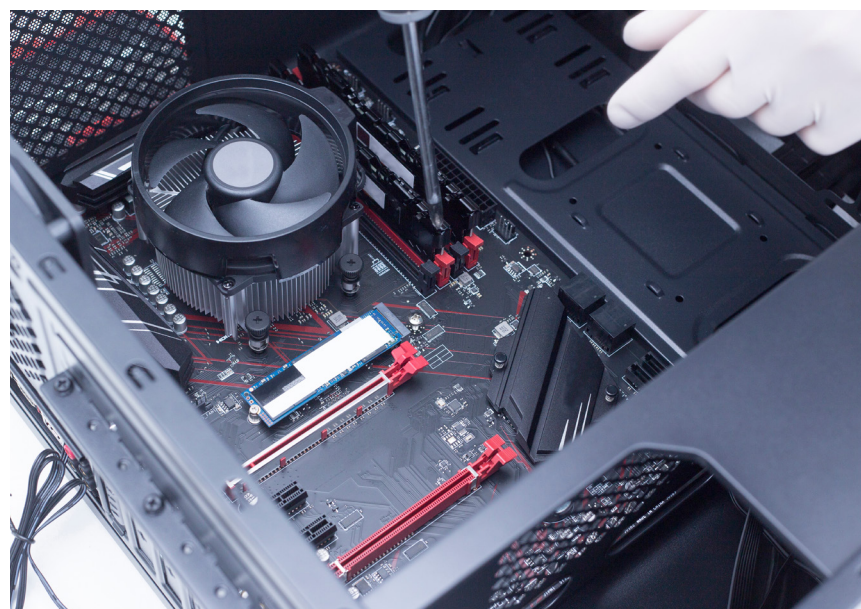
Industrial Rugged

Arrow's Product Lifecycle Services

Streamline Manufacturing, Achieve Global Scalability, and Expand to New Markets

Arrow's design engineering support and services cover every step of your project from concept to implementation to ensure that you maximize business outcomes throughout the entire lifecycle of your product. Multiple service mechanisms can help OEMs succeed in new product initiatives, from ensuring the appropriate design trade-offs between cost and functionality to implementing field upgrades. At Arrow, we provide everything from manufacturing and supply chain services to financing and support.

Engineering Services



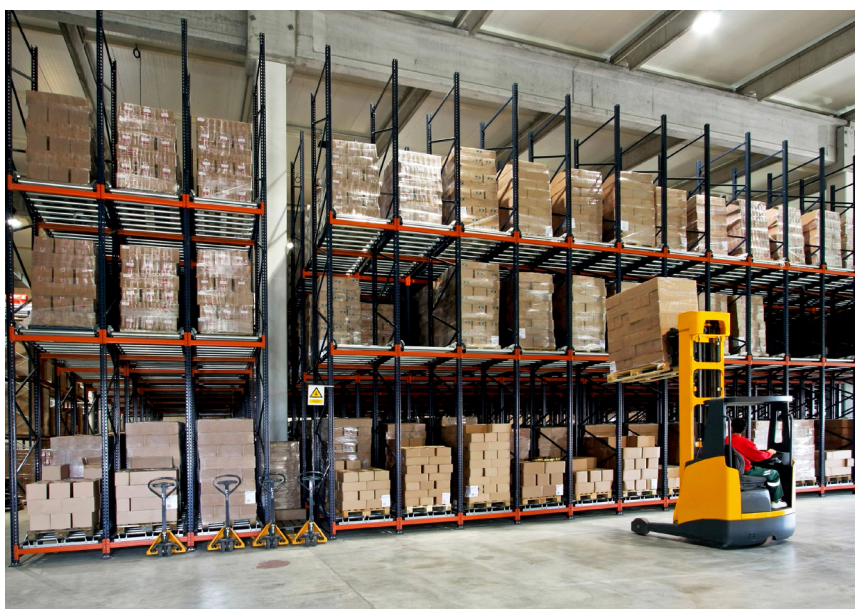
Shorten time to market through one-on-one collaboration with our expert engineering team.

Integration Services



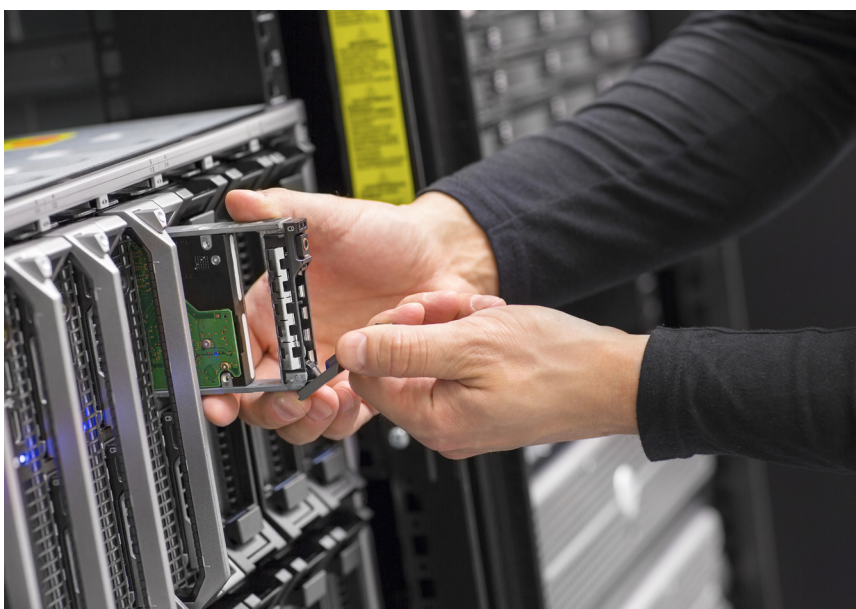
Worldwide manufacturing facilities and integration centers can get your products made fast, efficiently and cost-effectively.

Supply Chain Services



Unlock a world of opportunity to enhance the way you serve your customers.

Deployment and Support Services



Advanced deployment and support services that cover every need before, during, and after system installation.

With a footprint in **90+** countries, Arrow can support you from any location and help you expand to international markets. Scale globally with Arrow on several fronts-logistics, support, installations, compliance, and regulations.



Email: IntelligentSolutions@arrow.com

Online: www.arrow.com/ais

ARROW
Five Years Out

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