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DELLTechnologies

Dell Technologies: Partner Webinar Series

Monetizing Federal AI Opportunities

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in exploring this content.

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through NASPO, GSA, ITES-SW2 and a wide range of other
contract vehicles.

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providers to deliver innovative, mission-focused solutions.

In partnership with Dell Technologies, we provide technology
solutions that drive modernization, strengthen operations,
and ensure compliance with evolving government standards.

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Dell Technologies
Monetizing Federal AI Opportunities

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DELLTechnologies

Dell Technologies

➢ Dell Technologies' Advantage
➢ AI & Dell's AI Factory
➢ AI & Partner's Opportunity
➢ AI Client(s)
➢ AI in the Data Center
   ➢ Compute
   ➢ AI Database
   ➢ AI Reference / Storage
   ➢ Eco System
   ➢ Protection
➢ Getting Started
➢ Questions & Answers

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Dell Technologies Advantage

Modern Workplace

- World's smallest,[1] thinnest, most powerful commercial AI PCs[2]
- World's #1 monitors[3]
- Most manageable and secure commercial PCs[4]
- Leading in use of sustainable materials

Modern Data Center & Multi-cloud

- #1 servers [5]
- #1 external storage [6]
- #1 storage software [7]
- #1 Purpose-Built Backup Appliances [8]

Artificial Intelligence

- The world's broadest AI solutions [9]
- Open ecosystem that continues to grow with proven, validated solutions
- World's best management consulting firms – Forbes 2024

Security / Resilience
Industries most secure supply chain

Sustainability
An industry leader in sustainable materials and packaging
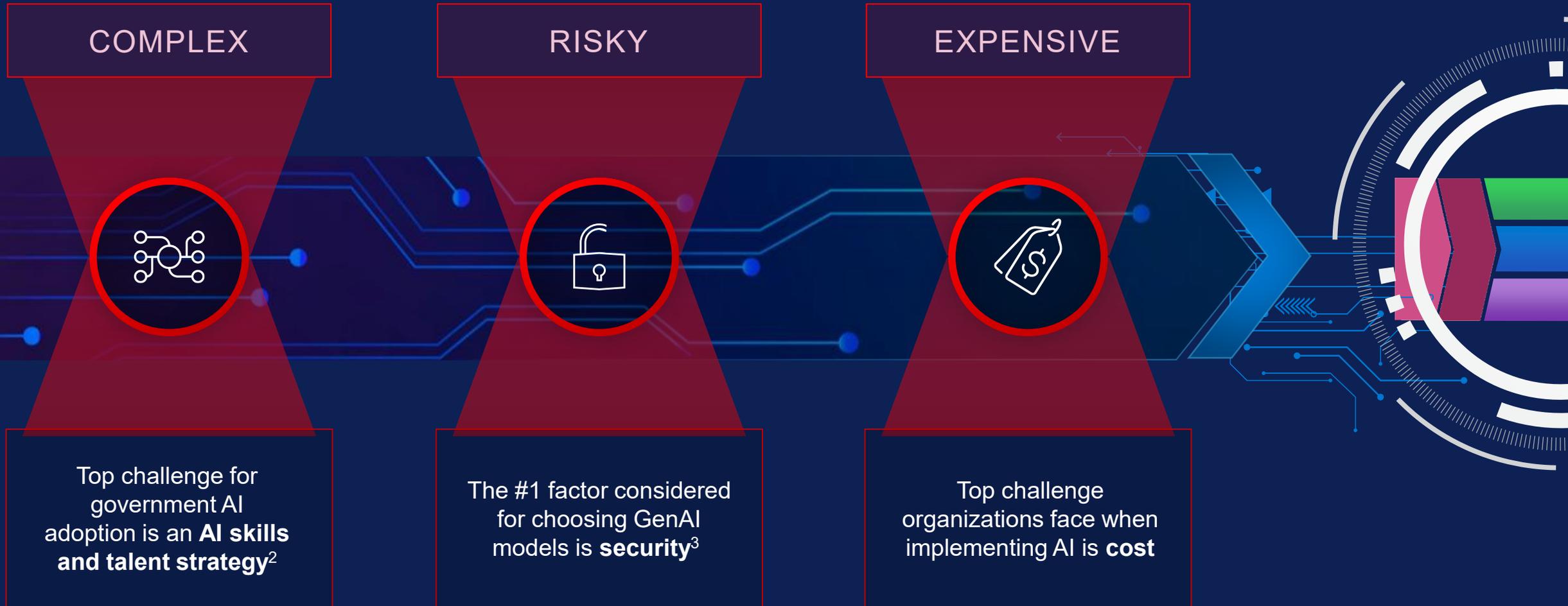
EDGE   **CORE**   **CLOUD**

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AI Headwinds Slowing Down AI Adoption

76% of IT and government leaders believe GenAI will deliver transformative value for their organization[1]

COMPLEX

Top challenge for government AI adoption is an **AI skills and talent strategy**[2]

RISKY

The #1 factor considered for choosing GenAI models is **security**[3]

EXPENSIVE

Top challenge organizations face when implementing AI is **cost**

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The Dell AI Factory
Dell's approach to standardizing and accelerating AI use cases

People – Processes – Technology
Use Case – Data – Outcomes – Technology
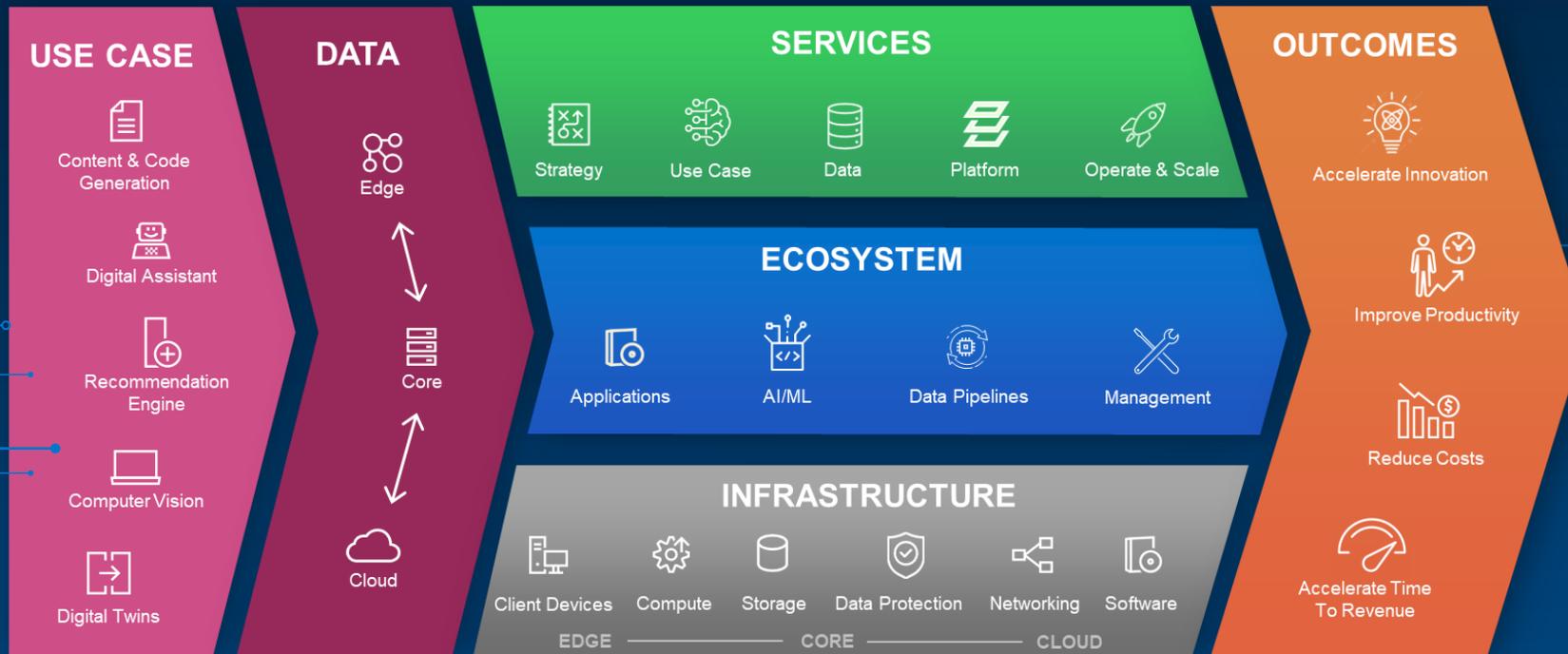
USE CASE: DIRECTING THE AI
How the AI is being utilized is an important step in creation of the AI, and how that AI is going to enhance the human experience.

DATA: FUELING THE AI FACTORY
Data is the raw material that powers the AI Factory
Most valuable data is on-premises and at the edge
Dell helps you bring AI to your most valuable data and is a leader in storing, protecting and managing that data

EXPERT AI SERVICES
An effective AI Factory needs a skilled team to succeed, but AI-ready skills are in short supply and the ecosystem is diverse
Dell has extensive experience guiding customers through their AI journeys, accelerating AI outcomes aligned to business objectives while utilizing the right technical solutions at scale

USE CASE
- Content & Code Generation
- Digital Assistant
- Recommendation Engine
- Computer Vision
- Digital Twins

DATA
- Edge
- Core
- Cloud

SERVICES
- Strategy
- Use Case
- Data
- Platform
- Operate & Scale

ECOSYSTEM
- Applications
- AI/ML
- Data Pipelines
- Management

INFRASTRUCTURE
- Client Devices
- Compute
- Storage
- Data Protection
- Networking
- Software

EDGE ——— CORE ——— CLOUD

OUTCOMES
- Accelerate Innovation
- Improve Productivity
- Reduce Costs
- Accelerate Time To Revenue

AI OPTIMIZED INFRASTRUCTURE
Infrastructure is the foundation of the AI Factory
AI use cases are diverse and AI technologies are rapidly evolving
Dell has the broadest AI portfolio from client to cloud allowing you to right size your AI investment and giving you the flexibility to run AI anywhere

AI OPEN ECOSYSTEM
No single vendor can meet all your AI needs
Dell has a proven history of nurturing open ecosystems and is committed to building a broad AI ecosystem giving customers greater access to innovation and flexibility

OUTCOMES POWERED BY USE CASES
The AI Factory produces business outcomes powered by your highest priority use cases
Dell simplifies the deployment of your most important AI uses cases with validated solutions and tailored services

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Dell AI Factory Accelerates AI Adoption

SIMPLE	SECURE	ECONOMICAL
Comprehensive AI services and validated, optimized solutions make AI easier, augmenting skills gaps and addressing data readiness	Trusted infrastructure, full-stack solutions and services helps ensure valuable data is protected, managed and accessible	Industry's broadest AI solutions portfolio[1] addresses "no one-size-fits all" approach

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Running AI – Partner Opportunity

Integrating the LLM into the Data Center

Identify and qualify the AI + federal use case

- Understand the mission problem first (fraud, cyber, logistics, citizen services, etc.), not the technology. AI projects are usually mission funded, not traditional IT budget, so you need the mission owner in the conversation.
- Check AI maturity: do they have existing pilots, AI labs, data science teams, or is this a first initiative?
- Determine high-level AI pattern:
  - GenAI for knowledge/search/summarization
  - Predictive/ML for risk, maintenance, classification
  - Computer vision at the edge (safety, inspection, security)
- Qualify that it's a real opportunity, not just ideation:
  - Defined problem and success criteria
  - Sponsor with budget authority
  - Timeframe and procurement path (RFI/RFP/IDIQ, OTAs, etc.)

Clarify who does what:

- Dell: AI infrastructure (Dell AI Factory), services for AI strategy, platform implementation, managed services, Zero Trust, multicloud by design, edge platforms, etc.
- Partner: consulting, data science, application development, domain solution IP, ongoing ops.
- For U.S. Federal, ensure the partner is in Dell Technologies Federal Partner Program and current in good standing to use federal deal registration and incentives.

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Running AI – Partner Opportunity
Integrating the LLM into the Data Center

Register and structure the deal

Co-develop the AI strategy and roadmap
- Use Dell AI Factory and AI Services as the backbone:
- Run an AI strategy / use-case workshop:
- Identify and prioritize high-value use cases and map them to federal mission and compliance constraints.
- Clarify data sources, governance, security/ZT requirements, and on-prem vs cloud mandates (for U.S. Federal, note that for some offers, data must stay on-prem).
- Apply the Dell AI Factory components:
- Design a winning AI strategy aligned to mission and policy.
- Power AI with enterprise/federal data across DC, cloud, edge, AI PCs/workstations.
- Decide where to bring AI to the data vs. moving data to AI, critical for federal edge and classified environments.
- Map required services:
  - Advisory (AI strategy, business case, use-case definition).
  - Platform implementation (AI Factory platform, MLOps/RAG, data integration).
  - Deployment/support/managed services to keep the environment secure and compliant.

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Running AI – Partner Opportunity
Integrating the LLM into the Data Center

Architect the compliant AI platform and solution
- Design a federal-ready architecture:
  - AI-ready servers (e.g., PowerEdge XE/RTX), storage, networking, and multicloud by design (APEX) to align with hybrid cloud/edge mandates.
  - Edge architectures where mission dictates low latency (defense, transportation, law enforcement).
  - Embed security and Zero Trust from day one:
  - Hardened infrastructure, secure supply chain, and Zero Trust-aligned controls for workloads and data.
  - Integrate partner IP and services:
    - GSIs and boutique partners add AI models, apps, data pipelines, and domain logic, creating a joint solution stack powered by Dell.

Govern, secure, and continuously improve
- Establish governance:
  - AI risk and ethics, model monitoring, and compliance reporting tailored to federal standards.
- Plan for continuous innovation:
  - Refresh hardware as AI demands grow (GPUs, memory, storage).
  - Revisit AI roadmap regularly with the customer and partner (QBRs, EBCs, workshops).

DESIGN

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Running AI – Partner Opportunity
Integrating the LLM into the Data Center

Execute pilots/POCs and validate outcomes

- Start with a scoped pilot:
- "Walk then run": PoCs and POVs with constrained data sets/users to de-risk and prove value before full rollout.
- Ensure measurable mission KPIs (time savings, accuracy, risk reduction, throughput).
- Use Dell + partner resources:
    - Regional AI Partner Hubs, AI field CTOs, AI BDMs, and AI Pursuit team support for qualification, architecture, and exec alignment.
- For federal customers:
    - Validate data residency, export controls, FedRAMP/agency requirements and confirm they're satisfied by the joint solution.

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Running AI – Partner Opportunity
Integrating the LLM into the Data Center

Scale to production and expand the footprint

- Once the pilot proves value:
- Scale to production AI Factory: larger clusters, additional use cases, more agencies or components.
- Extend from single-project to portfolio-level AI strategy across programs (e.g., multiple bureaus, commands, or agencies).
- Use Dell AI Factory and partner ecosystem to:
  - Add more workloads (search, summarization, code assistants, vision, etc.).
  - Introduce managed services where appropriate (subject to federal offer exceptions).

Drive end user capabilities

- Enable users with smart AI embedded devices:
- Clients are integral to AI adoption because AI only delivers value when it is tightly aligned to each client's unique data, business goals, and ways of working
- The user's data are the fuel that drives new learning and enhanced capabilities to the AI
- Successful AI adoption is about workforce enablement—upskilling, change management, and integrating AI into real processes, which only the client can drive internally.
- The AI factories are iterative – clients continuously provide feedback on model quality, business impact, and new use cases, which shapes tuning, retraining, and future investments.

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Modern Solutions for the Modern Workplace

Mobile & Fixed PCs

Dell Laptops & Desktops

Dell Pro Laptops & Desktops

Dell Pro Max Laptops & Desktops

Dell Pro Rugged

Dell Thin Clients

Silicon Diversity

intel. AMD

NVIDIA. Qualcomm

AI Built In

- AI PCs, Copilot+ PCs for Business Workers
- High Performance AI PCs for Developers

Displays & Accessories

Monitors

Docking Stations

Keyboard, Mice & Active Pens

Audio

Webcams

Bags

Power Adapters

Cables & Adapters

Monitor Arms & Stands

IT Solutions

Dell Endpoint Security
Dell Trusted Workspace

Dell Manageability Solutions
Dell Management Portal
Dell Device Management Console

IT Services

APEX PCaaS

Employee Experience Measurement Services

Lifecycle Hub Services

Implementation and Migration Services for Windows 11

Dell ProDeploy Suite for PCs

Dell ProSupport Suite for PCs

Asset Recovery Services

End-to-end Sustainability

Embedded across our products, packaging, and supply chain

- Reducing Product Carbon Footprints (PCFs)
- Building Durable & Reliable PCs
- Designing with Recycled & Renewable Materials
- Improving Energy Efficiency

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Dell Pro Max with GB10 – Standalone vs. Connected

Fine-tuning

Prototyping

Inferencing

Large model hosting

RAG

Edge simulations

AI development & deployment Accelerator
(Linux-based)

Offload AI tasks with secure remote-in connectivity via OpenSSH

General-purpose workstation
(Windows-based)

Dell Pro Max with GB10 as a Connected device for AI acceleration (Linux-based)

Design, coding, CAD, 3D, Video editing, ISV apps

Faster, parallel workflows + system responsiveness

AI-specific tasks, fine-tuning, RAG, inferencing, Edge simulations

Works best as a standalone device when…

- You want a ready-to-code AI development system with NVIDIA's DGX OS, CUDA libraries, and software stack pre-configured.
- You prefer Linux for AI development and deployment.
- You need to run large models locally without GPU or cloud dependency.
- You need a portable AI environment for research, fieldwork, or edge projects.
- You want a self-contained system that's easy to redeploy to different projects.
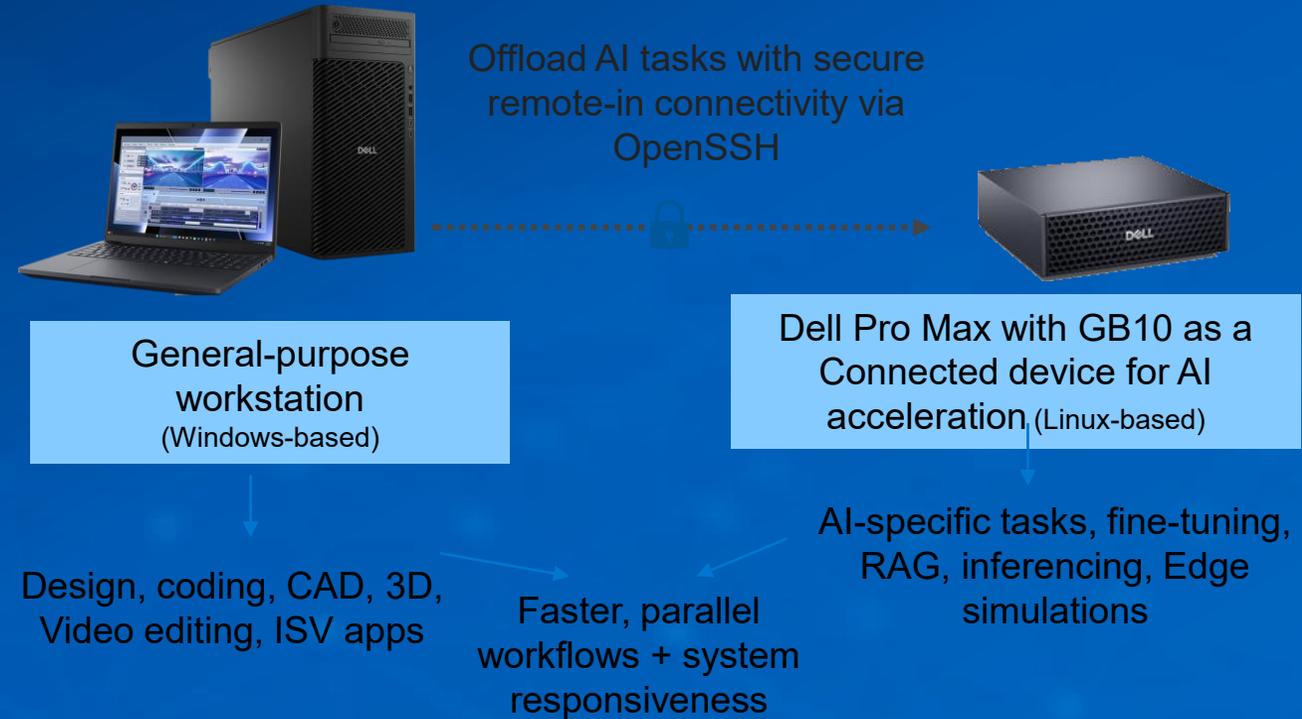
Works best as a connected device when…

- You have a workstation for design, coding, or content creation and don't want AI jobs slowing it down.
- You want to offload AI workloads to free up your main system.
- You need parallel workflows — development on one machine, inference on another.
- You want dual OS flexibility — Windows on your workstation, Linux on the GB10.
- You want a cost-efficient alternative to high-end GPU upgrades.
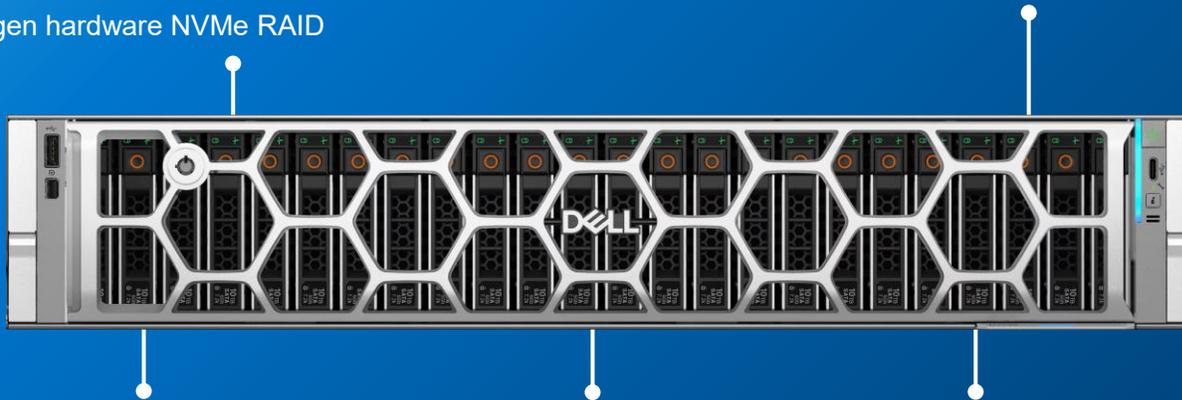
D✕LL Technologies

PowerEdge **R770 / R7725**

Support for up to 28 Drives

- Up to 40 x EDSFF E3.S Gen5 NVMe
- Gen5 NVMe* & SAS4 support
- Rear Hot-Plug BOSS-N1 (2 x M.2 NVMe) for boot
- Next-gen hardware NVMe RAID

Support for high-speed and memory capacity

- Up to 32 DDR5 DIMMs
- Up to 6TB

TARGET WORKLOADS

High Performance Scale-Out Databases

Architect for growth and scalability using high core count CPUs with the latest DDR5 memory technology, high-bandwidth networking and Gen5 based NVMe storage.

2 Socket Capable

- Intel / AMD processors
- High-bandwidth memory CPUs

Support for GPU

- 2 x 450W (DW) or 6 x 75W (SW)

Flexible I/O

- Up to 8 x PCIe Slots
- Optional 2x OCP 3.0 slot

Next Level of Virtualization

6TB of memory combined with >192 cores of the latest generation Intel/AMD CPUs enables high-density virtualization in a 2S server..

AI Training

With the latest Gen5 PCIe enabled AMD GPUs and NVMe drives designed to offer the highest throughput on the largest datasets, customers benefit from reduced training cycles and faster AI deployments.
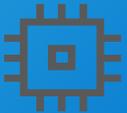
- Smart Cooling
- Designed for growing scale-out solutions and air-cooled support
- Industry-leading manageability and security

MAINSTREAM

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PowerEdge XE9780 / XE9785

8-way H100 SXM or 8-way B300 SXM

Intel / AMD CPU

PCIe Gen5

DDR5

NVME Gen5

8-way SXM GPU server that provides leading AI performance in a dense air-cooled design

Purpose-built for the most demanding AI – ML/DL training, modeling and simulation workloads

7U air-cooled design chassis supports the highest wattage next-gen technologies in up to 35C ambient

Massive flexibility with 8-way B300 SXM or A100 SXM, 10 Gen5 x16 PCIe slots, and up to 16 drives

Data Center (private cloud)

AI / ML & HPC

TARGET WORKLOADS

High Performance Computing
Architect for growth and scalability using high core count, 8x CPU Capable, CPUs with the latest DDR5 memory technology, high-bandwidth networking and Gen5 based NVMe storage.

Accelerated AI Training
With the latest Gen5 PCIe enabled NVIDIA GPUs and NVMe drives designed to offer the highest throughput on the largest datasets, customers benefit from reduced training cycles and faster AI deployments.

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PowerScale: Any data, anywhere, any user

Creating the ultimate Data LakeHouse for the LLM

Any data
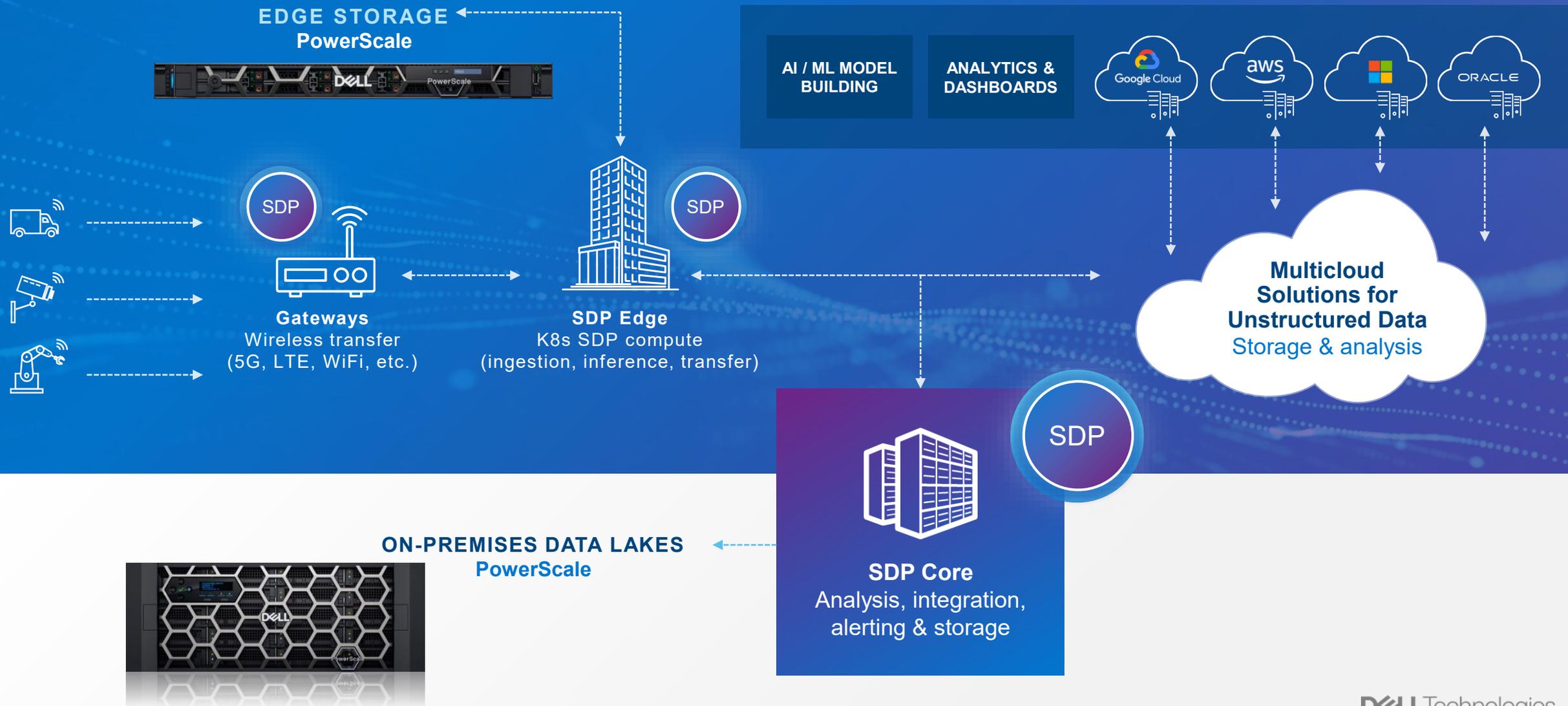
Any client
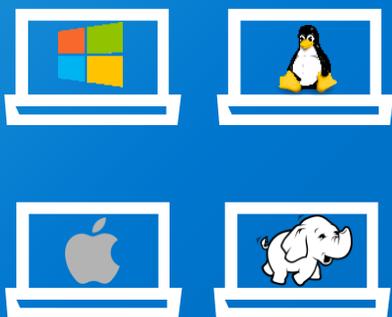
Access to all data
at the same time

Social media

Security

Hadoop analytics

Archive

File shares

S3

SMB

HTTP

App test

FTP

OneFS

REST

Content

NFS

HDFS

Design / test

NDMP

Blobs

Data
monetization

splunk>

Marketing

Next-gen apps

Containers

Any user

Data architect

Editor

Developer

System
admin

Artificial
Intelligence

Empower users to
get what they need

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From edge, multi-cloud and to the core

EDGE STORAGE
PowerScale

AI / ML MODEL BUILDING

ANALYTICS & DASHBOARDS

Google Cloud

aws

ORACLE

SDP

SDP

Gateways
Wireless transfer
(5G, LTE, WiFi, etc.)

SDP Edge
K8s SDP compute
(ingestion, inference, transfer)

Multicloud Solutions for Unstructured Data
Storage & analysis

SDP

SDP Core
Analysis, integration, alerting & storage

ON-PREMISES DATA LAKES
PowerScale

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Dell Technologies Ecosystem

- NVIDIA – Core to the Dell AI Factory with NVIDIA, used extensively in federal AI and HPC initiatives as the integrated development and runtime environment for LLMs, RAG, and agentic workloads in secure data centers and labs.

- Google (Gemini) – Positioned specifically for on-prem Gemini LLM deployments on Dell AI Factory for regulated and public sector environments that require tight data control and sovereignty.

- Meta (Llama / Llama Stack) – Used with Dell AI Solutions with Llama and Llama Stack on PowerEdge for sovereign and public-sector-friendly GenAI, where open models and on-prem control are important.

- Cohere – Sovereign / regulated enterprise GenAI and agentic AI partner (Cohere North on Dell AI Factory) with explicit positioning for secure, no-code agents and RAG in highly regulated sectors including public sector and government.

- H2O.ai – Highlighted as a GenAI and agentic AI platform for air-gapped, on-prem, data-sovereign deployments, with "Federal" called out as one of its top three segments on Dell AI Factory reference material.

- Red Hat (OpenShift / OpenShift AI) – Core AI platform partner for federal-grade containerized AI, often combined with Dell Private Cloud Platform and AI Factory for Sovereign AI / Private AI-in-a-Box offers for government and NATO-style environments.

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Dell Technologies Data Protection Solutions

Comprehensive portfolio built to protect proven & modern workloads

What is an Accelerator Workshop?

Interactive, strategic session with mission personnel and IT leadership

Align cross-organizational priorities and gain consensus

Deliver actionable roadmap with recommendations to achieve desired results

Next Steps and Q & A

Architect your AI solutions to assist your customer's mission

- Data Center Infrastructure
  - Compute
  - Storage
- Platforms
- Applications
- Multi-Clouds

Higher Revenue & Higher Profit

Next Steps

- Schedule a Test Drive
- Contact your Distributor or Dell team

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