



Addressing unique challenges
at the edge

How to address unique IT requirements at the edge

Today's IT environments are as varied as the organizations that depend on them. A typical environment combines on-premise infrastructure, multiple clouds, data centers, and a growing network of edge sites that place applications and data closer to devices and users. Each environment is different from the other, and built with unique features to support purpose-built internet of things (IoT) applications, digitization, and other IT needs.

As such, each environment creates distinct deployment and management challenges. Most organizations lack the staff to manage each and every edge site, especially as the number of edge environments grow. Thankfully, Schneider Electric and Dell Technologies can help companies succeed with their edge deployments. Together, the two companies offer turnkey solutions with customizable and "mix and match" options to support edge projects that smooth the path to the digital future.

Together supporting a growing market

Schneider Electric and Dell work closely to assess customer needs and develop a solution that is quick to deploy and scale. Here are two recent examples of real world edge deployments.

Case study examples of edge deployments



A manufacturing company outgrew its data center capacity and needed to quickly upgrade its infrastructure. But space was limited and there was no budget for construction. Schneider Electric and Dell provided a low-cost option – an all-in-one SmartShelter™, consisting of a pre-fabricated structure with turnkey services and plenty of data center capacity for growth. The solution obviated construction costs, addressed an immediate need, and prepared the customer to scale the infrastructure as the business grows.



In another case, a service provider needed to convert a steel fabrication building for IT infrastructure so it could scale with customer demand. Six SmartShelter modules with dual bays were stacked three high, each with 24 racks and providing 100kW, making it possible to scale quickly within the allocated space.



These are just two of many examples of Schneider Electric and Dell working together to meet specific customer needs. As partners with a common goal, Schneider Electric and Dell can address just about any customer's specific deployment needs at the edge and beyond. Combined solutions are available for a range of vertical markets besides manufacturing, from healthcare to retail to military and government.

By leveraging industry-proven, tested and validated solutions from Schneider Electric and Dell, organizations can overcome the complexity, challenges, and risks typically associated with the edge. As such, companies can execute changes that leave them more agile and competitive in dynamic, fast-paced markets.



Reliable edge solutions for evolving needs

Edge environments support evolving IT needs such as digital transformation and IoT initiatives, which are driving significant improvements to operational efficiency and productivity, agility, and customer experience. According to IDC:



By 2025, **55.7 billion** connected IoT devices will be generating **79.4 zettabytes** of data.



Global spending on digital transformation technologies is projected to hit **\$2.3 trillion** by 2023.



Edge computing is expected to reach **\$250.6 billion** in 2024, a 12.5% compound annual growth rate between the 2019 - 2024 forecast period.

These numbers underscore just how much interest there is for new technologies. But for IT investments to deliver the best outcomes, organizations need vision, planning, execution, and post-installation management and security. For the inexperienced, edge deployments can create implementation and management challenges. Unlike cloud computing, which drove the creation of large, centralized data centers, edge computing relies on an exponential number of distributed micro data centers to support IT needs in three main categories:

1. Local devices purpose-built for specific applications, such as building security and gateways that link cloud storage service with premise-based systems
2. Small data centers with 10 racks or less for localized processing and storage
3. Larger regional data centers that serve multiple local user populations



Wide-ranging partnership accelerates edge deployments

Combined solutions from Schneider Electric and Dell support edge applications, which typically require low latency, reliability and rapid processing of data. To accelerate edge deployments for customers, 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, as part of a Dell solution. Dell has access to APC's full product line in virtual warehouses around the world, ensuring quick delivery and shortening sales cycles.

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

Customizable self-contained solutions

Organizations across the vertical spectrum want to leverage technology advances such as IoT and artificial intelligence (AI) to improve operations and serve their customers better. In industrial settings, companies are investing in the convergence of IT with operational technology (OT) so they can automate production and streamline supply chains. As organizations forge ahead with their digital plans, they need to do so sooner rather than later to remain competitive.

Schneider Electric and Dell offer pre-fabricated, self-contained EcoStruxure™ Modular Data Centers for fast deployment that can be located just about anywhere.

EcoStruxure Modular Data Centers are especially suited to situations where space is limited and IT budgets are tight. They can be deployed either as edge sites or self-contained micro data centers to run an entire operation, such as a store, school or factory, with all the necessary infrastructure, security and power backup.

To complete the package, remote monitoring and management are available for customers who need it, so they or a third-party service provider can have visibility into the entire environment to help prevent downtime. Self-contained modular solutions simplify deployment, solve management challenges, and help maximize uptime.



An alliance you can trust

Schneider Electric and Dell have been partners for more than 25 years, selling and supporting a vast array of solutions for various industries. Customers from every industry know they can trust the reliability and quality of these combined solutions – and count on the support of both companies whenever they need it.



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



Partner network

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

By leveraging Schneider Electric, Dell and the combined network of channel partners, customers can simplify and speed their deployments at the edge with solutions that scale with the business and deliver a faster ROI. These solutions are often catalysts in helping to accelerate a company's go-to-market strategy and boosting competitiveness.



Dell EMC PowerEdge R740 Rack Server



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



Dell EMC PowerEdge Server Portfolio

Better results through better integration

No matter how complex IT environments get as they evolve into hybrids with on-premise, cloud, and edge assets, companies need a simple approach to implementation and management. To prevent challenges from getting in the way of businesses capitalizing on digital investments, many are turning to the Schneider Electric and Dell partnership to keep things simple and achieve better results. Here's how:

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.

Better together

Together, Schneider Electric and Dell deliver proven expertise to guide an organization's digital transformation process from end to end, ensuring businesses get the most out of their investments while becoming more agile and competitive. They provide a one-stop-shop for all solution needs as businesses build their digital future.



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

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