DELL Technologies

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EVOLVING YOUR ORGANIZATION'S EDGE EFFICIENCY

How a focused IT/OT approach can drive greater business value – and keep your organization ahead of the competition

Many organizations find it difficult to incorporate edge initiatives. This is due to a rapidly evolving landscape of data centers, gateways, IoT sensors and networks.

Implementing and managing these technologies often highlights pre-existing issues between IT (Information Technology) and OT (Operational Technology) priorities, which can ultimately impair the efficiency of edge initiatives.

LEARN HOW YOUR ORGANIZATION CAN OVERCOME THESE CHALLENGES TO BECOME MORE EFFICIENT AND SIMPLIFY YOUR EDGE:

85%
of edge decision-makers say their current infrastructure would require modernization to accommodate edge computing initiatives.[1]

30%
of organizations say complex technology is preventing them from moving operations to the edge.[2]

31%
of organizations lack internal skills to build and operate edge environments.[3]

SPECIFY HOW IT AND OT WILL COLLABORATE

74%
of edge decision-makers believe that IT and OT teams should be more collaborative.[4]

60%
of IT and OT practitioners have negative relationships with one another.[5]

45%
of global decision-makers want a comprehensive strategy and better communication.[6]

54%
of global decision-makers believe improved skillsets and team integration would help to overcome friction.[7]

OT
respondents believe they are more involved in purchase decisions than IT, while IT says the opposite.[8]

IT and OT collaboration is crucial to the success of edge initiatives. Conflicting goals and objectives increase frustration and stall progress.

EDGE DECISION-MAKERS CAN ACT DECISIVELY TO IMPROVE IT/OT COLLABORATION BY:

- Partnering and aligning IT and OT priorities
- Clarifying roles and responsibilities:
  - Defining the ownership of overall edge strategy and the responsibilities of each team
  - OT creates data while IT generates insights from the data
  - Creating balanced architecture and strategy committees featuring both IT and OT
  - IT focuses on rapid innovation while OT focuses on creating reliable business operations
- Aligning goals to reduce operational silos and fuel innovation

OVERCOME INDUSTRY-SPECIFIC CHALLENGES

Not all enterprises share the same barriers to accelerating edge deployments. In fact, breaking down industry-level data reveals interesting nuances:

Telecoms	40%	Identify high value data and how to use it
Manufacturing	42%	Allocate more budget for these projects
Retail	39%	Identify high value data and how to use it
Energy	43%	Greater visibility of the expected edge journey
Healthcare	38%	Greater visibility of the expected edge journey / improved IT infrastructure
Transportation	33%	Have a greater understanding of business impact
Financial Services	47%	Identify high value data and how to use it
Government	43%	Greater visibility of the expected edge journey

Awareness of industry-specific pain points helps IT and OT to actively address them and create competitive advantage.

DEFINE AND MEASURE THE SUCCESS OF EDGE INITIATIVES

68%
of edge decision-makers feel confident they can act on data that comes from the edge. However, the vast majority (73%) have difficulty determining the business problems this data can solve.[9]

90%
of edge-mature organizations generate business results from data at the edge, compared against 60% with moderate maturity.[10]

PLANNING AHEAD IS CRUCIAL TO ACHIEVING SUCCESS. AS YOUR ORGANIZATION PROGRESSES ALONG ITS EDGE JOURNEY, IT'S VITAL TO:

- Have company-specific conversations that define your business scenarios and problems
- Acquire necessary skillsets to act upon data to resolve tough business challenges
- Define clear ROI to measure the success of each edge use case

CHOOSE A SOLUTION PROVIDER THAT CAN SIMPLIFY YOUR EDGE

Many organizations rely on multiple vendors for their edge infrastructure. This creates:

- A greater attack surface and security risk
- Data silos and increased complexity
- Slower responses to value-creating situations

THE DELL TECHNOLOGIES PORTFOLIO OF PURPOSE-BUILT HARDWARE, SOFTWARE AND SERVICES CAN HELP YOU:

- Generate insights where you need them, giving you immediate value from your data
- Consolidate as you expand, reducing complexity and data silos
- Bring modern security to the edge, enabling you to expand your edge with confidence and speed
- Simplify your edge

Contact a Dell Technologies Edge Expert Today

(1) Forrester Oct 2022 page 9
(2) Vanson Bourne study page 5
(3) Dell edge TLP Forrester report - data 25
(4) Forrester Oct 2022 page 9
(5) Dell edge TLP Forrester report - data 24
(6) Forrester Oct 2022 page 9
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