

How supply chain leaders unlock the value of edge to cloud.

Together, EY and Dell Technologies help create resilient, future-proof businesses by innovating across the multi-cloud to edge ecosystem.

29 May 2024



The better the question. The better the answer.
The better the world works.



DELLTechnologies

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EY-Dell Technologies Alliance solution set overview



Edge/Cloud Optimization

Transforming industries with intelligent multi-cloud and edge capabilities that increase the reliability, security, and velocity of critical decision-making.



Intelligent Cyber Resilience

Arming the enterprise with the tools and expertise to anticipate, withstand, and rapidly recover from disruptions.



Future Network Now

Making data reliably accessible at the right times and places to enable and optimize dynamic decision-making.

Edge Cloud Optimization (ECO) webinar series

ECO Webinar 1

EY-Dell Technologies Alliance Webcast Series

How supply chain leaders unlock
the value of edge to cloud

Webinar 2

August 2024

Webinar 3

September 2024

Today's agenda

	5 mins	5 mins	25 mins	10 mins	5 mins	5 mins
Topics and Speakers	Introduction / Setting the stage	Understanding the value of Edge	A case study on digitizing manufacturing operations	Facilitated Q&A	How to Get Started	Wrap-up & Q&A
Facilitator/s	 Bruce Dodd EY Managing Director Ernst & Young LLP	 William Reed General Manager, Energy Manufacturing Dell Technologies	 Scott Dixon EY Advanced Manufacturing Technology Leader Ernst & Young LLP  Hiral Rao EY AM&M Industry Cloud Leader Ernst & Young LLP	 Bruce Dodd EY Managing Director Ernst & Young LLP		



Understanding the value of Edge

Poll question #1

Rank your
understanding
of edge?

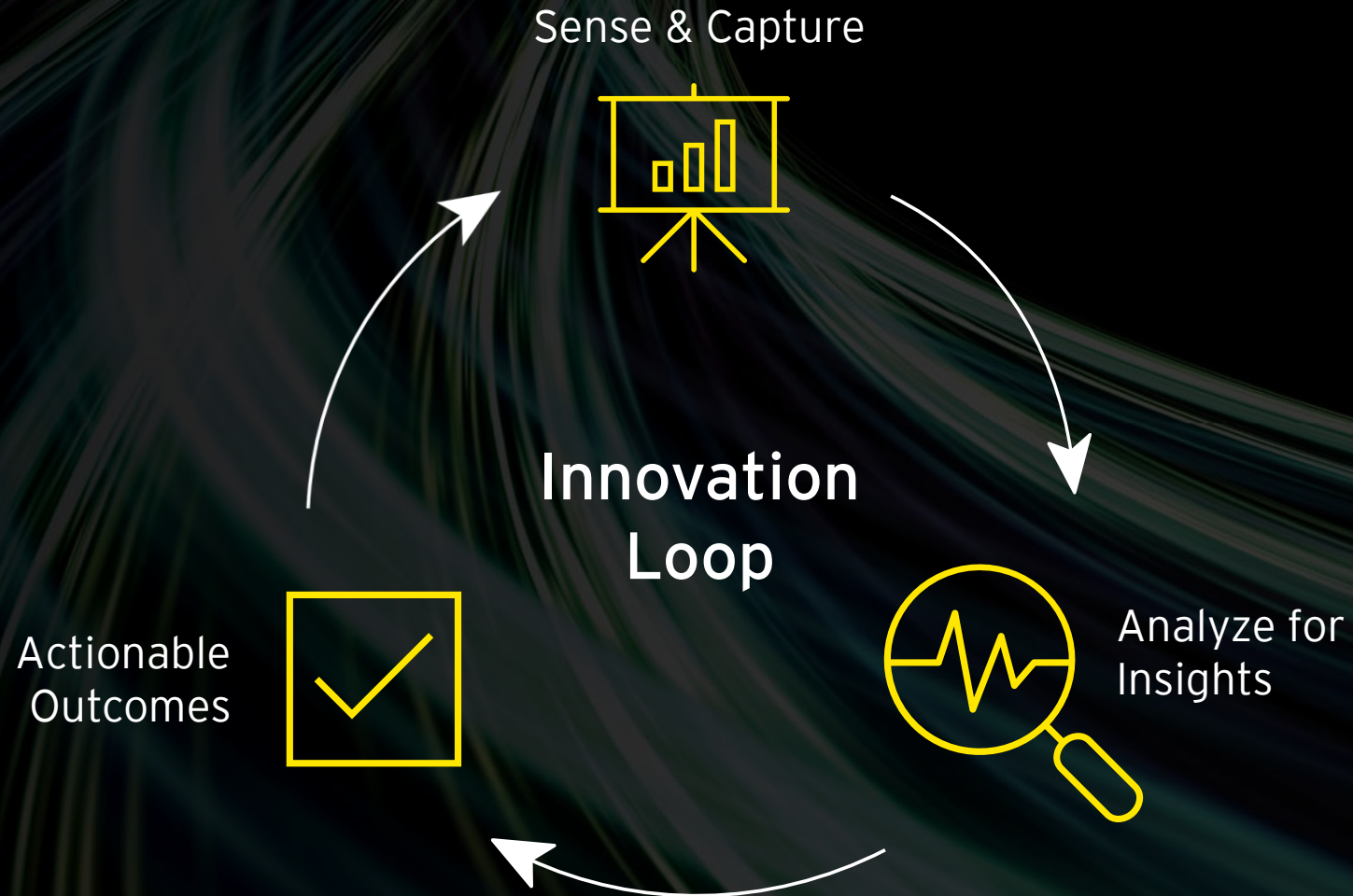
- A Limited
- B Familiar
- C Proficient
- D Highly Proficient
- E Expert

The edge

Where data is acted on near its point of creation to generate immediate, essential value



Technology solving business challenges



“

By **2025**, 75% of enterprise-generated data will be created and processed outside of public cloud environments or core data centers.

Gartner*

*Computing On The Edge Can Be Transformative – But Look Before You Leap (forbes.com)

Unique challenges at the Edge





A case study

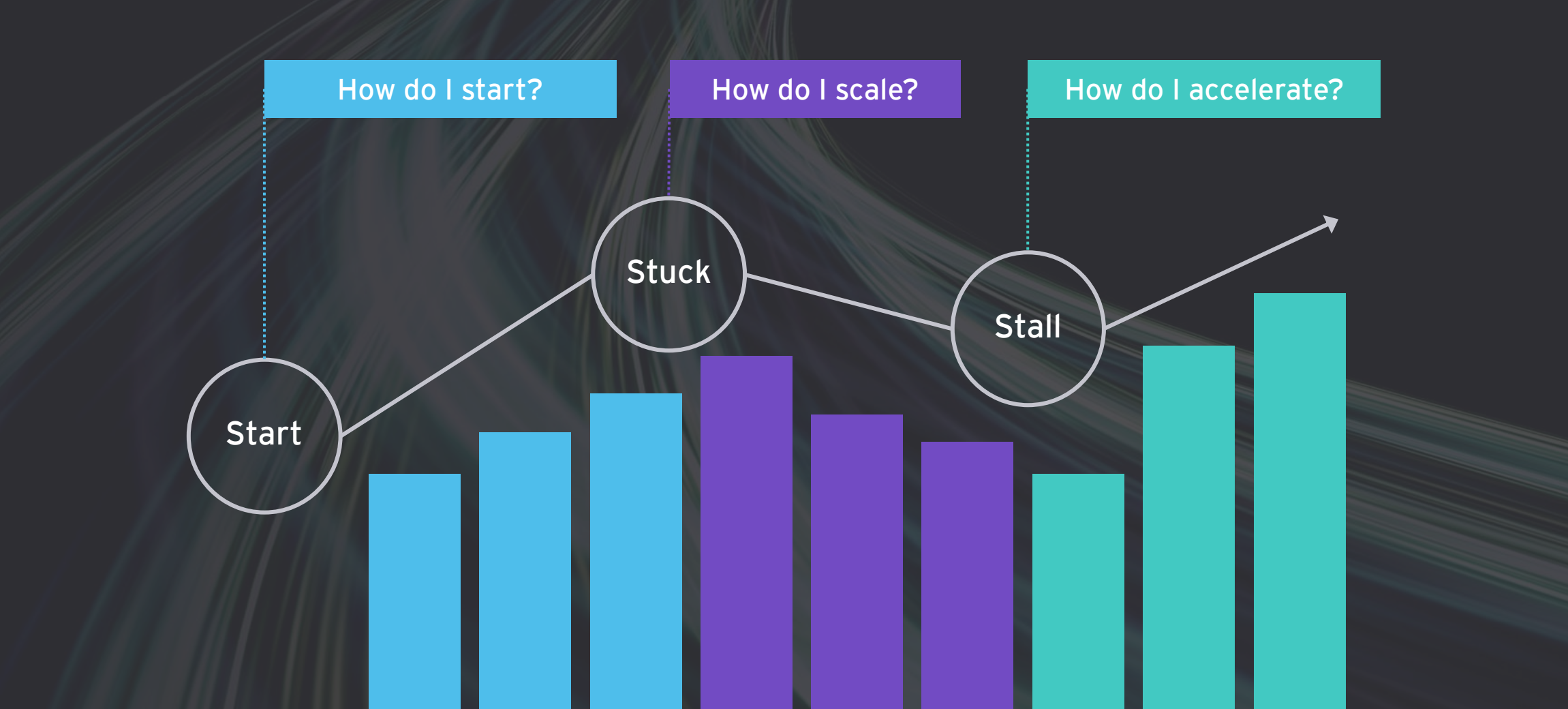
Digitizing manufacturing operations

Poll question #2

Why is it difficult for your organization to digitally transform its operations?

- A Do not know how to start
- B Do not know how to scale
- C Do not know how to accelerate
- D Other

Move to digital transformation is difficult and slow



The client faced several challenges

Key Client Issue

- ▶ Keep competitive edge & increase financial performance
- ▶ Accelerate lean program & engage people to combat workforce issues
- ▶ Service customers through increase capacity & on-time delivery

Operational Issues

- ▶ Production variances
- ▶ Scrap / waste
- ▶ Production flow
- ▶ Schedule attainment
- ▶ Lack of data
- ▶ Inventory variances
- ▶ Paper everywhere; no history
- ▶ No visibility to performance
- ▶ No view of asset performance
- ▶ Raw material shortages

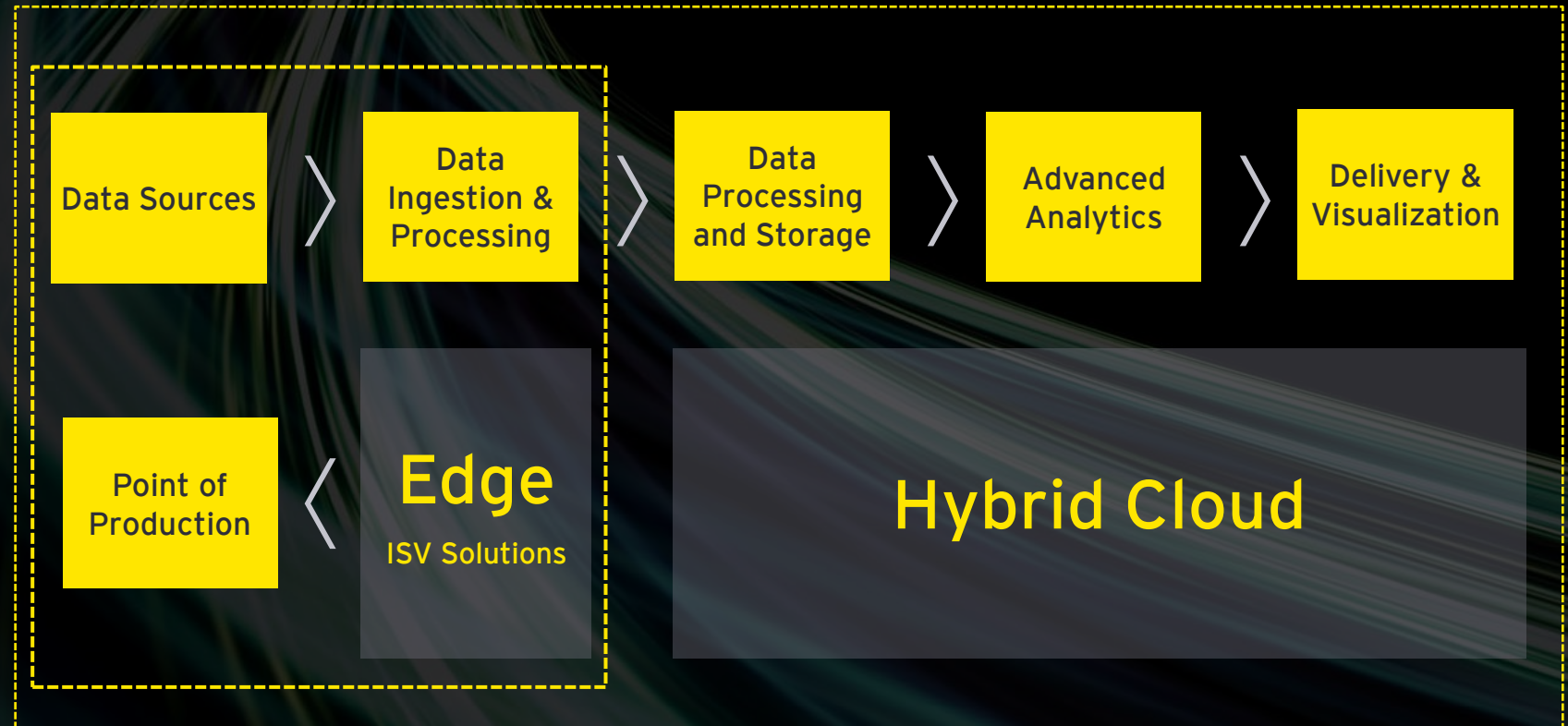
Delivery Challenges

- ▶ Foundational infrastructure needs; lack of connected assets
- ▶ Diversity and autonomy of business units and plant sites
- ▶ No clear roadmap of how to get to the future

Solution: EY Manufacturing Throughput as a Service (MTaaS) framework

MTaaS integrates Edge-to-Cloud infrastructure with digital solutions to increase factory throughput providing:

- ▶ Fit-for-purpose shopfloor solutions
- ▶ Integrated OT/IT platform
- ▶ OpEx expense model vs. traditional CapEx
- ▶ Avoidance of obsolescence technology
- ▶ Certified solutions to de-risk deployment



MTaaS leverages the EY partner ecosystem



Ecosystem of Alliances

Offers industry-specific transformation expertise for deployment and post-implementation improvement.

Offers an enterprise-edge infrastructure and plug-n-play gateway for various Edge devices including IoT components.

Azure Cloud facilitates data harnessing and application management across multiple clouds, on-premise, and the edge.

Provide value-based, fit for purpose solutions and software certified on Dell edge technology.

*Independent Software Vendors

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How supply chain leaders unlock the value of edge to cloud.

The client's business outcomes

Now

> 1M savings for one site

- ▶ Leveraging a lean-based manufacturing-focused solution designed to improve shop floor performance.
- ▶ Eliminating monthly production variances through visibility to root causes.
- ▶ Increasing available production capacity on assets.

Next

Expanding
capabilities to
other plant sites

and Beyond

Fully leveraging
Industry 4.0



Exploring Edge use cases

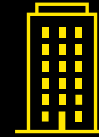
Additional ECO use cases



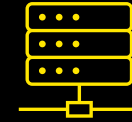
Vehicles
Device Control
Private RAN



Telco Base Station
Utilities
EV/Fueling Station
Retail Store
Small Factory



Telco Central
Office
Modular DC
Hospital
Large Factory



Enterprise
Public Sector
Data centers



Q&A



How to get started?

Three ways to advance your organization's Edge journey



EY Digital Operations Hub at MxD

Together, we showcase demos and prototypes of data centric solutions that revolutionize the way organizations experience and envision their business operations.



Accelerator Workshops Guided POCs in EY Labs

We offer accelerator workshops to identify key opportunities for targeted assessments. EY Labs enable clients to design and prototype solutions in close proximity to the data.



Digital Enterprise Transformation Journey

Digital maturity assessment and transformation strategy are focused on bringing the power of the technologies to the forefront of your digital transformation journey. We will help you transform in alignment with your top business priorities.

Poll question #3

Which topic would
you like to learn
about next?

- A The role of AI in edge to cloud
- B The value of data and architecture
- C Industrial edge and cloud modernization
- D Industrial cyber

Thank you

Edge Cloud Optimization (ECO) Webinar Series

ECO Webinar 1



EMEIA - March 21
Americas- May 29

ECO Webinar 2



ECO Webinar 3



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