



# Making remote infrastructures smarter with the Internet of Things.

The power of partnership between Dell and azeti.

## It's all about the infrastructure.

For many businesses with large-scale infrastructures, the management and monitoring of remote locations can be difficult. All too often, mission-critical assets such as HVAC, power supplies, security cameras, access systems, cooling units and more are not "intelligent" enough to provide the necessary visibility into their operation and the remote control required to optimize how they work. As a result, these infrastructures face challenges such as:

- Inefficient energy utilization due to temperature set too high or too low
- Security issues or temperature fluctuations as a result of doors left open
- Maintenance cycles based on static intervals, instead of necessity
- Unknown information about performance of assets

But change is coming. The Internet of Things (IoT) is enabling a new wave of technology that will dramatically shift how infrastructures are connected and monitored across multiple locations and around the world. Interconnected machines, people and systems will empower real-time decision making that can streamline processes and transform operations.



One part operational technology (OT) and one part information technology (IT), IoT enables companies to build digital bridges to the physical assets and analyze the data collected. It's a new way of thinking for many companies. But IoT is not new to Dell. We have deep experience working with partner organizations to harness, manage and analyze sensor data — and we started long before the term "IoT" was even coined.

One such example is between Dell OEM Solutions and azeti Networks. azeti is a partner in our new [IoT Solutions Partner Program](#) — in which we're curating the leading solution providers.

## The Dell and azeti solution.

- azeti remote asset management solution license
- **Dell Edge Gateway 5000 Series with an Intel® Atom™ processor**
- Dell server for on-premises installation
- Dell I/O hardware
- Sensors (temperature/humidity/airflow/AC meter/etc.)
- Cameras
- Dell Edge Device Manager
- Dell Statistica

## Dell and azeti Networks – bringing intelligence to the infrastructure.

azeti Networks is a global provider of machine-to-machine technology with proven experience in monitoring and managing complex technology infrastructures. Their remote asset management solution incorporates sensors and data analytics to maximize the usage of and monitor assets in large-scale infrastructures – helping companies to ensure continuity of their operations so that they always operate at the highest level of efficiency. It's a solution that allows companies to create smart infrastructures that will serve them for years to come.

But what about building infrastructures that already exist and simply are not “smart” enough? It was a situation azeti encountered too often – and one they teamed up with Dell OEM Solutions to solve.

Working together, Dell and azeti created a solution to layer intelligence into existing infrastructure equipment by retrofitting them with sensors, Dell hardware and azeti software. Running directly on Dell Edge Gateways and utilizing powerful Dell assets to expand the necessary functionality, the azeti remote asset management solution enables service providers, utilities and transportation companies to manage and monitor their mission-critical remote infrastructures such as cell towers, substations, medical supply warehouses, bank branches, hospital operational infrastructures and more. Purpose built with the right physical I/O to connect all of the necessary equipment and reliably run 24x7 in harsh environments, the Dell Edge Gateways were ideal solution.

More than ever before, azeti now has full visibility of operations and business-critical assets. They can address challenges such as energy management, inefficient maintenance cycles and poor performance with critical alerts that attention is required sent out through a series of connected devices. In addition, the solution provides excellent surveillance protection for these assets through connected access and video sensors.

It's a powerful solution that's making a difference to azeti customers worldwide.

## Dell and azeti inject smart technology into:

- HVAC systems
- AC/DC power supply (generators or grid)
- Gasoline tanks
- UPS/backup battery
- Cooling units
- Access systems
- Video cameras
- Water intrusion detectors

The azeti logo is displayed in a bold, red, lowercase sans-serif font. The letters 'a', 'z', and 'i' are connected, and the 'e' and 't' are also connected. The logo is centered within a light gray rectangular background.

To Learn More, Visit [Dell.com/iot](http://Dell.com/iot) or Contact Your Dell Representative for an Individual Consultation Session.



©2016 Dell Inc. All rights reserved. Dell, the Dell logo and Statistica are trademarks or registered trademarks of Dell Inc. in the United States and other countries. azeti is a trademark of azeti Networks AG. Intel, Intel Logo, Intel Atom, Intel Inside and Intel Inside Logo are trademarks of Intel Corporation in the U.S. and/or other countries.