

Penguin Solutions Recognized as Dell Technologies Global Alliances Americas AI Partner of the Year

2026-06-03

Award highlights Penguin's expertise in delivering Full-Stack AI Factory Platforms that address the growing demand for optimized large-scale inference and agentic AI workloads

FREMONT, Calif.--(BUSINESS WIRE)-- **Penguin Solutions**, Inc. (Nasdaq: **PENG**), the AI Factory Platform Company, today announced that it has been recognized as the 2026 Dell Technologies Global Alliances Americas AI Partner of the Year. The prestigious award, presented at Dell Technologies World during the Global Partner Alliance event, underscores Penguin Solutions' proven success in delivering Full-Stack AI Factory Platforms that combine differentiated infrastructure software, advanced memory technologies, compute systems, and services with Dell Technologies' AI-optimized infrastructure solutions.

Penguin Solutions receives the 2026 Dell Technologies Global Alliances Americas AI Partner of the Year presented at Dell Technologies World during the Global Partner Alliance event. The prestigious award underscores Penguin Solutions' proven success in delivering Full-Stack AI Factory Platforms. (L-R Joe Castillo, Penguin; Bill McCarthy, Dell; Tony Frey, Penguin)

"We are incredibly honored to be named the Dell Technologies Global Alliances Americas AI Partner of the Year," said Tony Frey, SVP and Chief Revenue

Officer, Penguin Solutions. "This recognition is a testament to our engineering collaboration with Dell and our decades of expertise at the intersection of memory and AI infrastructure. Together, we are helping customers deploy and scale AI with the performance, efficiency, and reliability required for production environments, enabling them to realize the full potential of their AI initiatives."

Designing, building, deploying, and managing AI factories can be incredibly complex. As enterprise adoption of generative AI accelerates, organizations face stringent service level agreements (SLAs) and require scalable infrastructure that mitigates GPU idle time, overcomes the memory wall, and delivers predictable, low-latency

performance at scale.

This award highlights the strategic collaboration between Penguin Solutions and Dell. At NVIDIA GTC 2026, Penguin announced the successful deployment of **Deepgram's optimized AI inference infrastructure for enterprise voice AI**. This collaboration with Dell and Deepgram resulted in a fully optimized, production-ready AI environment tailored to meet Deepgram's demanding enterprise requirements. The customer use case was featured in Dell's booth theater.

By addressing inference bottlenecks with advanced CXL® memory technologies, such as Penguin's MemoryAI™ KV Cache Server, and utilizing ClusterWareAI™ to automate and manage complex inference and agentic AI infrastructure environments, Penguin and Dell help provide customers with a proven foundation for deploying and operating AI factories with greater efficiency, scalability, and operational control.

For more information about Penguin Solutions and its Full-Stack AI Factory Platform solutions in collaboration with Dell Technologies, visit www.penguinsolutions.com.

Penguin Solutions is a trademark owned within the family of companies owned by Penguin Solutions, Inc. or its affiliates. All other trademarks are the property of their respective owners.

About Penguin Solutions

Penguin Solutions is a leading provider of memory and AI infrastructure, powering the AI factories of the future for enterprises, sovereign AI initiatives, and neocloud providers.

Built on decades of engineering expertise at the intersection of memory and AI/HPC infrastructure, we bring together differentiated infrastructure software, advanced memory, compute systems, end-to-end services, and industry-leading partner solutions in a full-stack AI factory platform designed to help customers deploy and scale AI workloads with speed and precision.

Headquartered in Silicon Valley, California, we operate globally through our network of R&D, manufacturing, and sales locations. Learn more at PenguinSolutions.com.

PR Contact

Maureen O'Leary

Penguin Solutions Corporate Communications

1-602-330-6846

pr@penguinsolutions.com

Source: Penguin Solutions, Inc.