DELL Technologies

NVIDIA

An Executive's Guide to AI

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Drive AI transformation from the top

Orchestrate AI evolution

In today's dynamic technology landscape, holistically integrating AI into business operations is crucial to remaining competitive. AI has become the bellwether of powerful transformation for driving efficiency and innovation throughout the enterprise.

The C-suite stands at the helm of this massive transformation, tasked with aligning AI strategies with business goals and ensuring that AI initiatives form the pillars of organizational growth.

Leverage proven strategies

Balancing speed with purpose is crucial for successful AI implementation. Organizations achieve effective AI outcomes by:

- **Establishing clear goals**
- **Implementing robust data management best practices**
- **Ensuring interoperability with current technologies**
- **Fostering a culture of continuous improvement**
- **Future-proofing AI strategies**

> **"AI represents not just a new set of tools but a foundational shift in how businesses operate."**
>
> *John Roese, Global Chief Technology Officer and Chief AI Officer, Dell Technologies*

> **"AI is transforming business operations. With a data-driven approach, organizations can leverage NVIDIA AI and Dell Technologies to drive efficiency and innovation."**
>
> *Bob Pette, VP, Enterprise Platforms, NVIDIA*

Foster a strong business-IT partnership

The success of AI in an organization hinges on the robust partnership between business and IT. Organizations must balance the excitement of AI with careful consideration of use cases, data, cost, sustainability, compliance, governance, and associated risks. Collaboration across the company ensures strategic alignment, optimizes resource allocation, and drives innovation.

Business units provide

Domain expertise: Identification of the right problems to solve with AI, leveraging deep industry, customer, and market knowledge.

Strategic vision: Visibility into key objectives for AI initiatives to ensure overall business strategy alignment and tangible outcomes.

User insights: Clear vision into audience behavior and preferences allowing organizations to design solutions that meet user expectations.

IT teams offer

Technical expertise: The skills to develop, deploy, and maintain AI systems, including data management, software development, and AI expertise.

Infrastructure management: Right-sized infrastructure, leveraging a combination of cloud services, data center server and storage solutions, and AI PCs to support AI development and operations.

Security and compliance: Assurance that AI solutions are secure and compliant with regulatory requirements and standards.

Clear AI implementation hurdles

Proactively address common AI challenges

As organizations embark on their AI journey, it is essential to anticipate and address challenges early on for smoother implementation. Potential hurdles include:

People-related

Limited employee capacity and skills in AI technologies can delay or halt AI-driven business outcomes. Training teams and aligning high-value projects with business priorities is key.

Data-related

AI cannot function effectively or produce accurate results without high quality, relevant data. Making this data accessible to AI tools while also considering security and governance requirements is vital.

Organization-related

Misaligned priorities may lead to focusing on the wrong use cases, causing budget overruns. Similarly misconfigured security deployments increase the risk of data leakage. Ensuring alignment between business needs, AI adoption, IT deployments, and data security is critical.

> **“At least 30% of generative AI (GenAI) projects will be abandoned after proof of concept by the end of 2025, due to poor data quality, inadequate risk controls, escalating costs or unclear business value.”**
>
> *Gartner Predicts 30% of GenAI Projects Will Be Abandoned After Proof of Concept By End of 2025. Gartner, Inc. 2024.*

Prioritize strategic use cases

Pinpoint impactful projects

The impact of AI projects can be maximized by identifying and prioritizing use cases that align with strategic business goals. Start by evaluating potential AI projects based on feasibility, ROI, organizational data, team capabilities, and alignment with business objectives. Engage with vendor partners to bridge skills and capacity gaps, speeding up time to value.

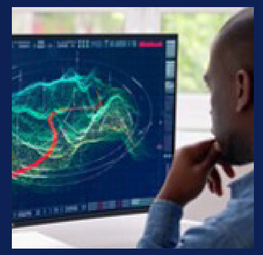
Pilot AI initiatives

By starting with smaller, manageable projects, organizations can demonstrate tangible benefits and build momentum for broader AI adoption. Quick wins not only validate the feasibility of AI solutions, but also help refine strategies and secure stakeholder buy-in for longer-term projects.

Common high value AI use cases across industries

Content creation

Digital assistant



Design and data creation

Code development

Computer vision

Digital twins

Learn more about these use cases at Dell.com/NVIDIA-AI

Cultivate a data-driven culture

Data-driven operations

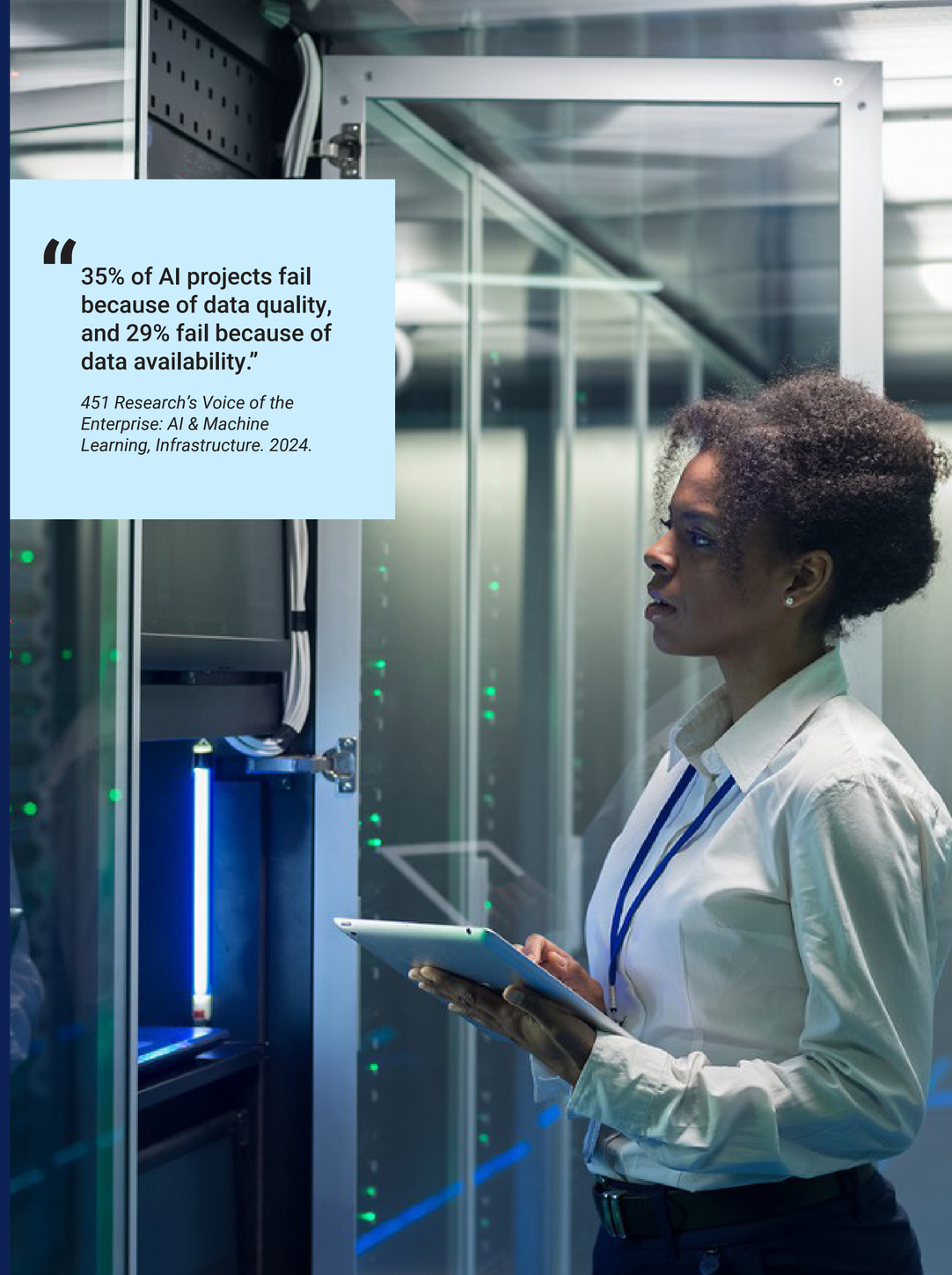
A data-focused culture is integral for successful AI adoption. This cultural shift requires changes in organizational mindset and practices. Leading organizations encourage data literacy, promote data-driven decision making and seamlessly integrate AI into daily business activities.

Data is your differentiator

Effective AI implementation requires high-quality data preparation. This entails understanding where data resides and ensuring AI applications are developed near data with best practices in sustainability in mind. It is also necessary to safeguard data with zero trust security principles and strict data governance.

Data infrastructure is key

Enabling AI access to effective data and data infrastructure ensures smooth business operations and helps maximize ROI. The IT team needs to evaluate where both AI input and output data is stored in order to prevent bottlenecks that may slow the business.



> **“35% of AI projects fail because of data quality, and 29% fail because of data availability.”**
>
> *451 Research’s Voice of the Enterprise: AI & Machine Learning, Infrastructure. 2024.*

Protect the enterprise

Governance

Effective governance is key to successful AI implementation. It ensures alignment with ethical standards, regulatory requirements and organizational goals, along with clear communication of policies. While employees are eager to comply, providing the necessary tools to do so is important in reducing risks associated with shadow AI and other unauthorized activities.

Security

Stringent security measures, including cyber resilience and recovery are equally important to protect against data breaches and cyber threats, ensuring that proprietary information and AI models remain secure. By adopting a comprehensive security strategy, organizations can confidently harness AI technologies while maintaining trust and integrity.

Many organizations choose to follow a framework like NIST's for AI risk management

Tabassi, E. (2023), Artificial Intelligence Risk Management Framework (AI RMF 1.0), NIST Trustworthy and Responsible AI, National Institute of Standards and Technology, Gaithersburg, MD

> **73% of organizations are concerned about exposing valuable data to GenAI tools where third parties may have access."**
>
> *Innovation Catalysts Study. Dell Technologies. February 2024.*

Implement AI best practices

Inferencing on-premises with Dell Technologies can be up to **75% more cost-effective** than public cloud.

Understanding the Total Cost of Inferencing Large Language Models. Enterprise Strategy Group. 2024.

Key factors for effective AI

Successful organizations execute strategies based on a well-defined AI vision to realize optimal business value. Dell Technologies and NVIDIA® recommend that organizations assess their AI readiness to determine their '**as-is**' state and transition towards a '**to-be**' state.

Dell's Accelerator Workshop for GenAI helps organizations plan for AI across six priority areas

Strategy

How well articulated is your GenAI strategy?

Data

How will you incorporate and protect data in GenAI models?

AI models

How will you evaluate, select, secure and evolve GenAI models?

Platform

How will you build and run your GenAI platform?

People

Do you have the skills and resources needed for GenAI success?

Adoption

Can you efficiently adopt GenAI into your business?

Evaluate AI impact

Track organizational progress

Teams must prioritize and measure adoption to ensure proper ROI, value creation, and continuous improvement.

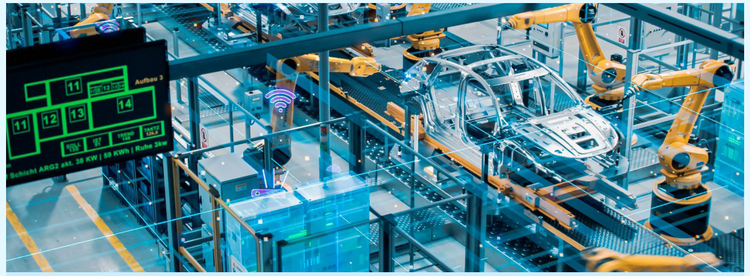
> **89% of organizations expect AI infrastructure spending to increase over the next 12 months."**
>
> *451 Research's Voice of the Enterprise: AI & Machine Learning, Infrastructure. 2024.*

Establish key metrics

Track performance, assess impacts, and iterate on AI strategies to ensure they deliver long-term value. Metrics should cover various dimensions including efficiency gains, cost savings, and business impact, providing a comprehensive view of AI's value to the business.

Train employees

Continually train workers so AI becomes an integral part of their workflows. Provide access to AI tools and equip employees with the necessary skills and knowledge to leverage them effectively in their daily operations.



Scale AI capabilities

Implement processes for refining data and strategy, training models, and integrating new models as use cases evolve. Identify opportunities to extend AI capabilities across additional areas of the business to continually optimize the value of your investments.

Dell and NVIDIA: your trusted strategic advisors

Dell Technologies and NVIDIA can help you leverage AI to drive innovation and achieve your business goals. The Dell AI Factory with NVIDIA is the industry's first and only end-to-end enterprise AI solution*, designed to speed AI adoption by delivering integrated Dell and NVIDIA capabilities to accelerate your AI-powered use cases, integrate your data and workflows, and enable you to design your own AI journey for repeatable, scalable outcomes.

Take the first step with Dell's half day, fee-waived AI Accelerator Workshop, and let our experts help you align priorities and achieve clarity for your AI vision.

Review the Accelerator Workshop for GenAI

Explore the Dell AI Factory with NVIDIA

DELL Technologies
AI Factory
WITH NVIDIA

** Based on Dell analysis, July 2024. Dell offers solutions with NVIDIA hardware and software engineered to support AI workloads from PCs with AI-powered features and workstations to Servers for High-performance Computing, Data Storage, Cloud Native Software-Defined Infrastructure, Networking Switches, Data Protection, HCI and Services.*