

From Vision to Value

A Practical Guide to AI Acceleration

Helen O'Sullivan

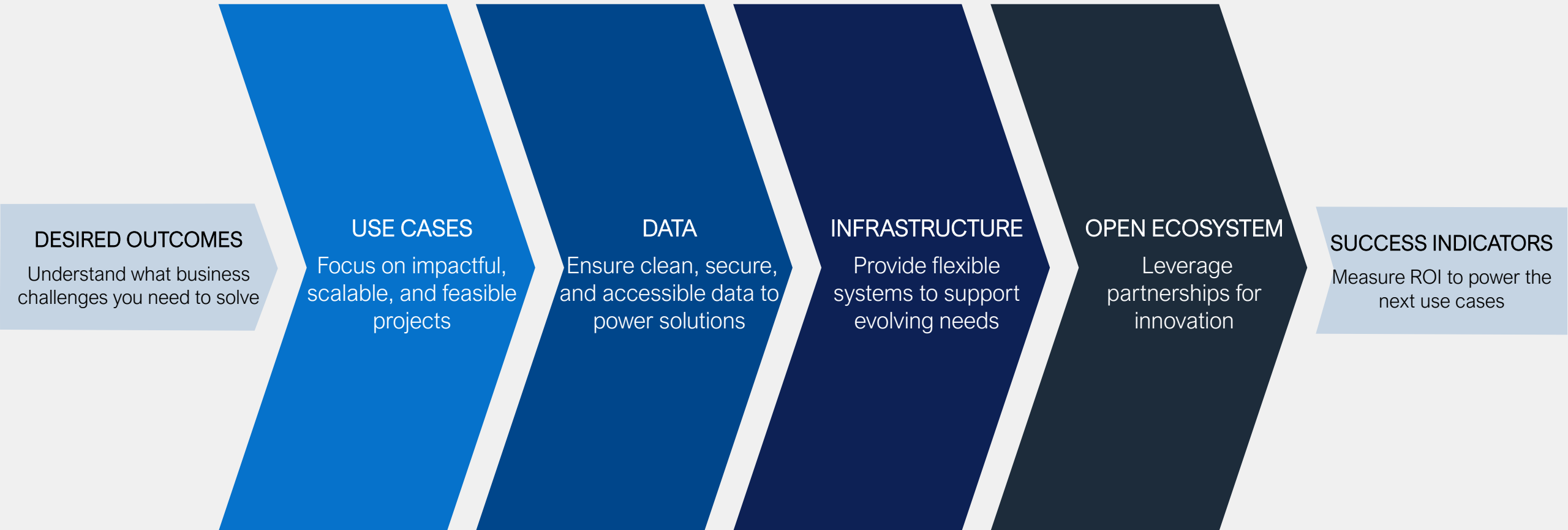
AI Business Development Manager, Dell Technologies

DELLTechnologies

 **nVIDIA**



A leader's role in ensuring successful AI adoption





Focus on desired outcomes

Achieve measurable business outcomes by aligning AI strategies with clear goals



Accelerate AI-Powered Business Transformation







Maximize ROI from AI Investments

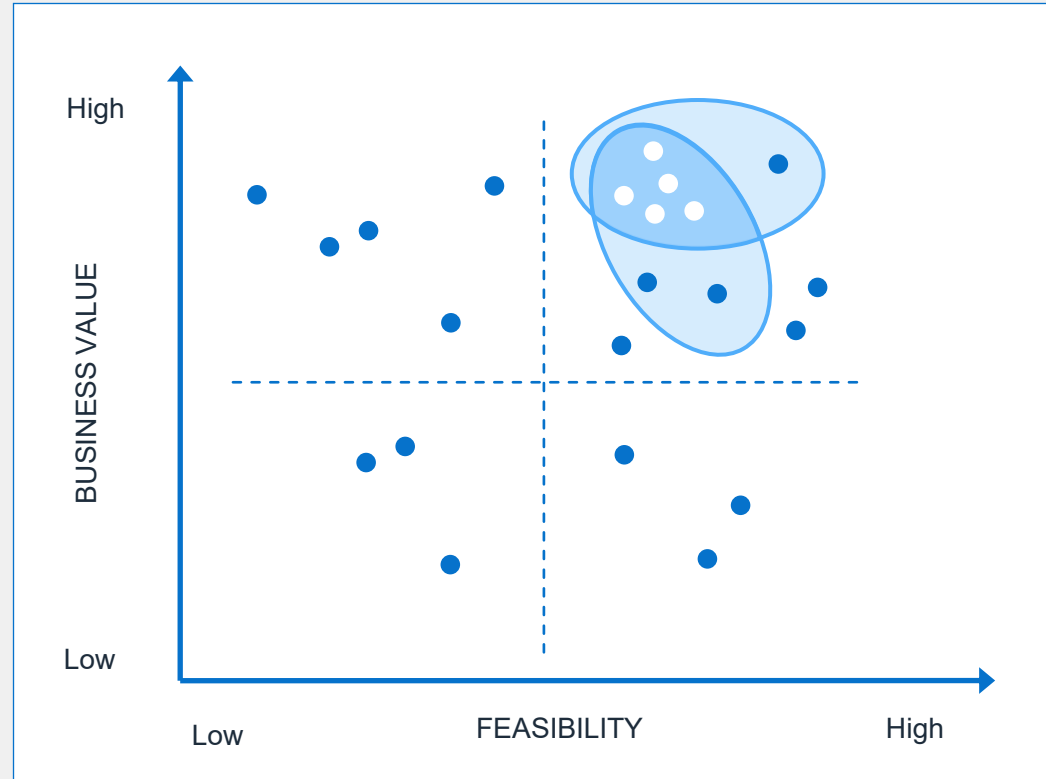


Empower Teams with AI-Enhanced Tools

Prioritize your AI use cases

Business value criteria

-  More
-  Better
-  Faster
-  Cheaper



Feasibility criteria

-  Data
-  AI model
-  Process
-  People
-  Platform



Focus on what problem to solve with AI

What Makes Us Special?

GO-TO-MARKET

SERVICES

R&D /
PRODUCT
DEVELOPMENT

SUPPLY CHAIN

What Processes Impact These?

SALES PREP

SELF-HELP &
EFFICIENT
SUPPORT

SOFTWARE
DEVELOPMENT
ASSISTANCE

SUPPLY CHAIN
INTELLIGENCE

What Projects Emerged?

SALES
ASSISTANCE &
SEARCH

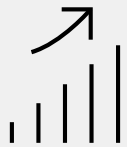
NEXT BEST
ACTION
AUTOMATION

CODING
ASSISTANCE

PREDICTIVE
SYSTEMS



AI use cases inside Dell



Go to market

- Cuts resource-finding time by 50%¹
- Streamlines meeting preparation
- Uncovers thousands more hours with customers



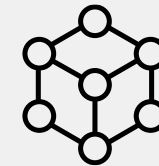
Services

- 15% reduction in repeat dispatch rate²
- Boosts customer satisfaction
- Enables efficient online support



Software Development

- AI has assisted in writing 42% of Dell's code³
- Automates tasks & Integrates with developer workflows
- Boosts productivity by integrating with existing tools



Supply Chain

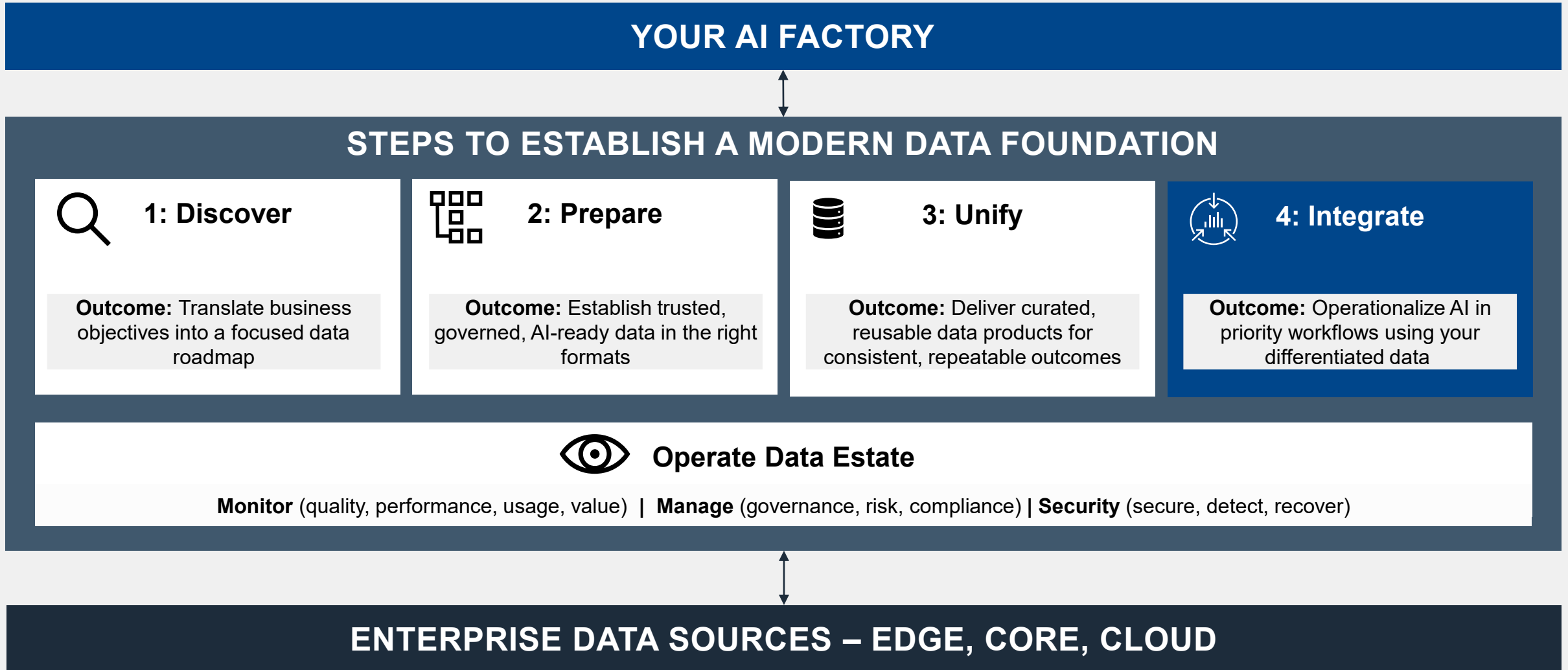
- Standardizes supply chain through decision orchestration
- Improves demand forecasting
- Automates parts planning for efficiency



¹Based on Dell internal analysis, May 2025. Actual results will vary.
²Based on Dell internal analysis, December 2025. Actual results will vary.
³Based on Dell internal analysis, October 2025. Actual results will vary.

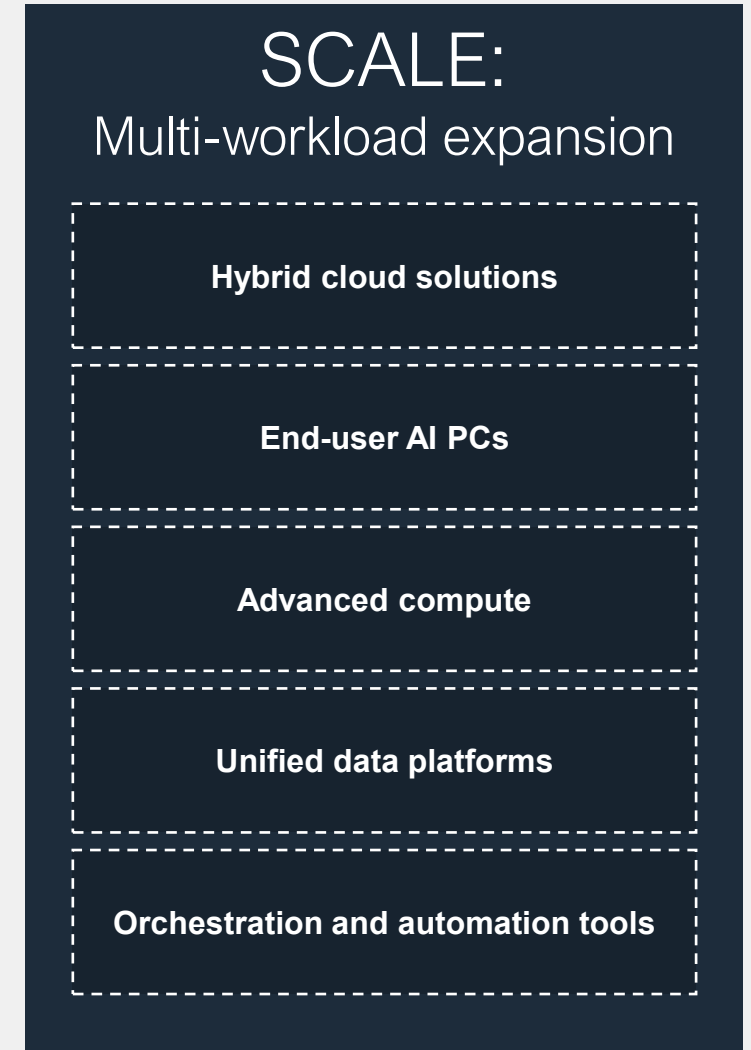
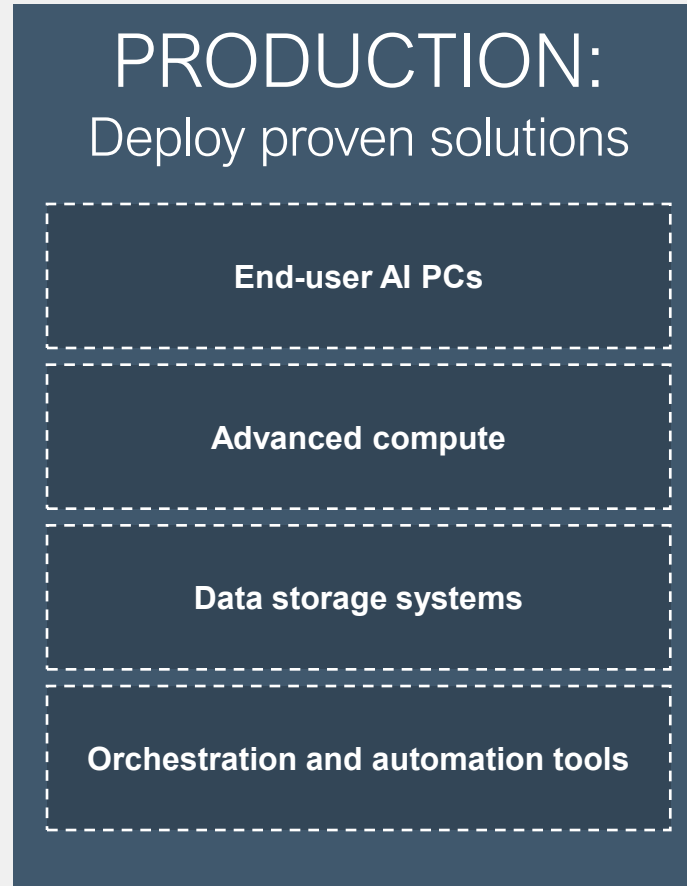
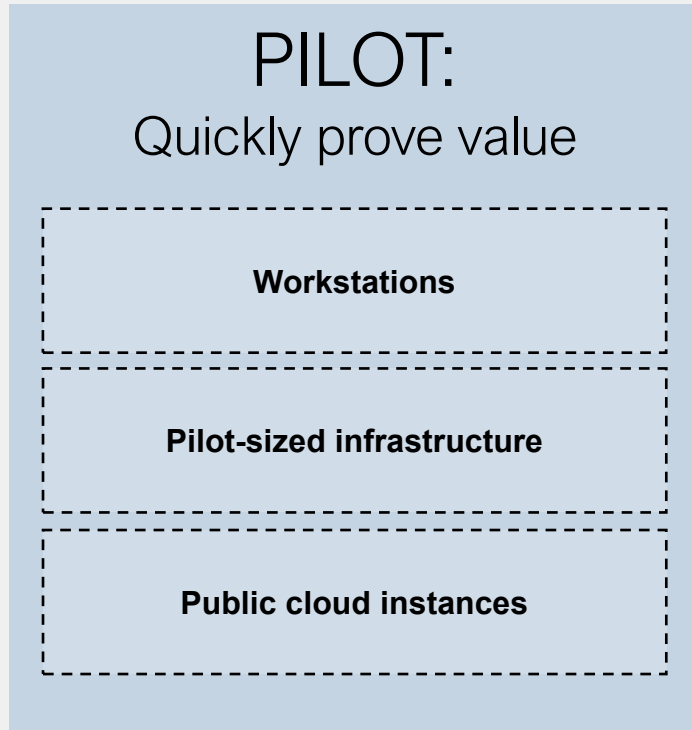
What are your AI challenges?

Prepare your data for AI, wherever it resides



Moving from vision to value

A roadmap for fully scaling AI across multiple use cases



AI Private Cloud Benefits vs. Public Cloud



On-premises/private cloud deployments present both **technical** and **financial** benefits over public cloud deployments alone

Capex/Opex Benefits

A Dell hybrid cloud deployment can **reduce expenses** by up to 88% over public cloud

(source: ESG Consulting)

Data Protection/Control

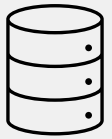
Localized/in-house data retention becomes a smaller threat surface and facilitates regulatory compliance (HIPPA, NAIC, GDPR, etc)

End User Experience

Localization of AI models and data can improve application performance, scalability, and user satisfaction

What steps are you taking to ensure your AI plans move forwards this year?

Accelerate time to value with strategic AI partnerships



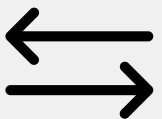
Standardize on a full-stack platform

Including accelerators, AI software, and tool sets to reduce complexity and scale AI



Deploy tailored solutions

Pre-built, enterprise-grade solutions for common use cases (code assist, agentic AI)



Ensure open-source access

Open-source models and tools to build custom solutions



AI success indicators

What to measure to evaluate success and lessons from your AI journey



Accelerated AI-Powered Business Transformation

Assess how AI has reduced process times and boosted throughput against baseline metrics.



Measurable ROI from AI investments

Link AI initiatives to revenue growth, cost savings, and productivity gains, with clear, quantified ROI.



Empowered teams with AI-enhanced tools

Track AI tool adoption, employee output improvements, and sentiment on AI's role in enabling higher-value work.

THE DELL AI FACTORY WITH NVIDIA

Delivering the broadest AI portfolio¹



DESIRED
OUTCOMES

USE CASES

DATA

ACCELERATED
INFRASTRUCTURE

AI SOFTWARE

SUCCESS
INDICATORS

CYBERSECURITY

SERVICES

¹ Pwerc Consulting, "Which Vendor Offers the Broadest AI Portfolio for Infrastructure and Services?", October 2025. Pwerc Consulting research shows Dell Technologies provides the world's broadest end-to-end AI portfolio from a single vendor.

Easy points of entry to fast-track AI value creation

Customized 1:1 Executive Briefing



Learn more about the technology and solutions with a Dell Technologies and/or NVIDIA Executive Briefing

Accelerator Workshop or Advisory Services

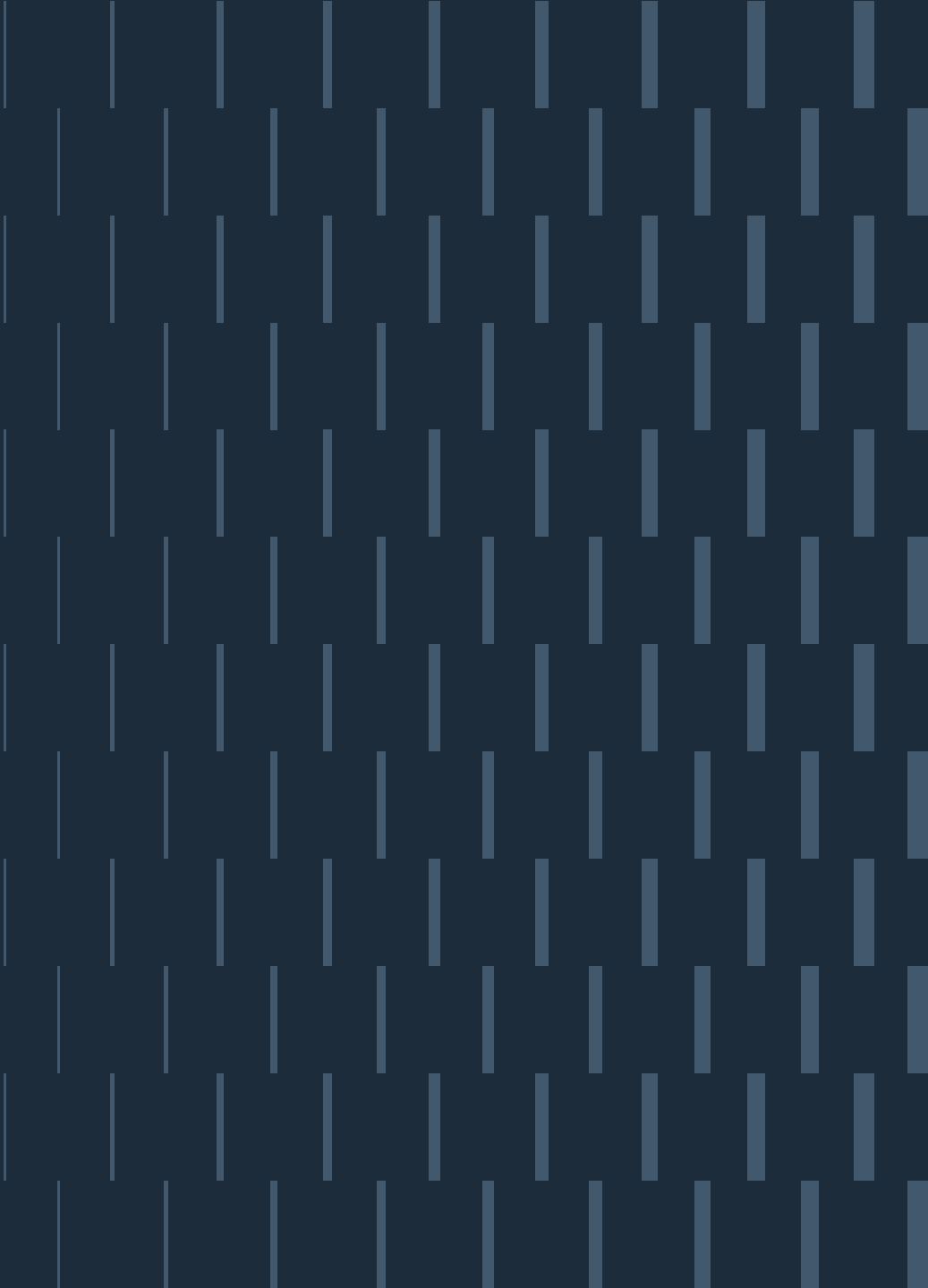
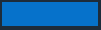


Gain consensus and defined actions for achieving AI use case objectives

AI Use Case Pilot



Experiment and evaluate use case feasibility and value creation ahead of full-scale production



DELL Technologies

AI Factory

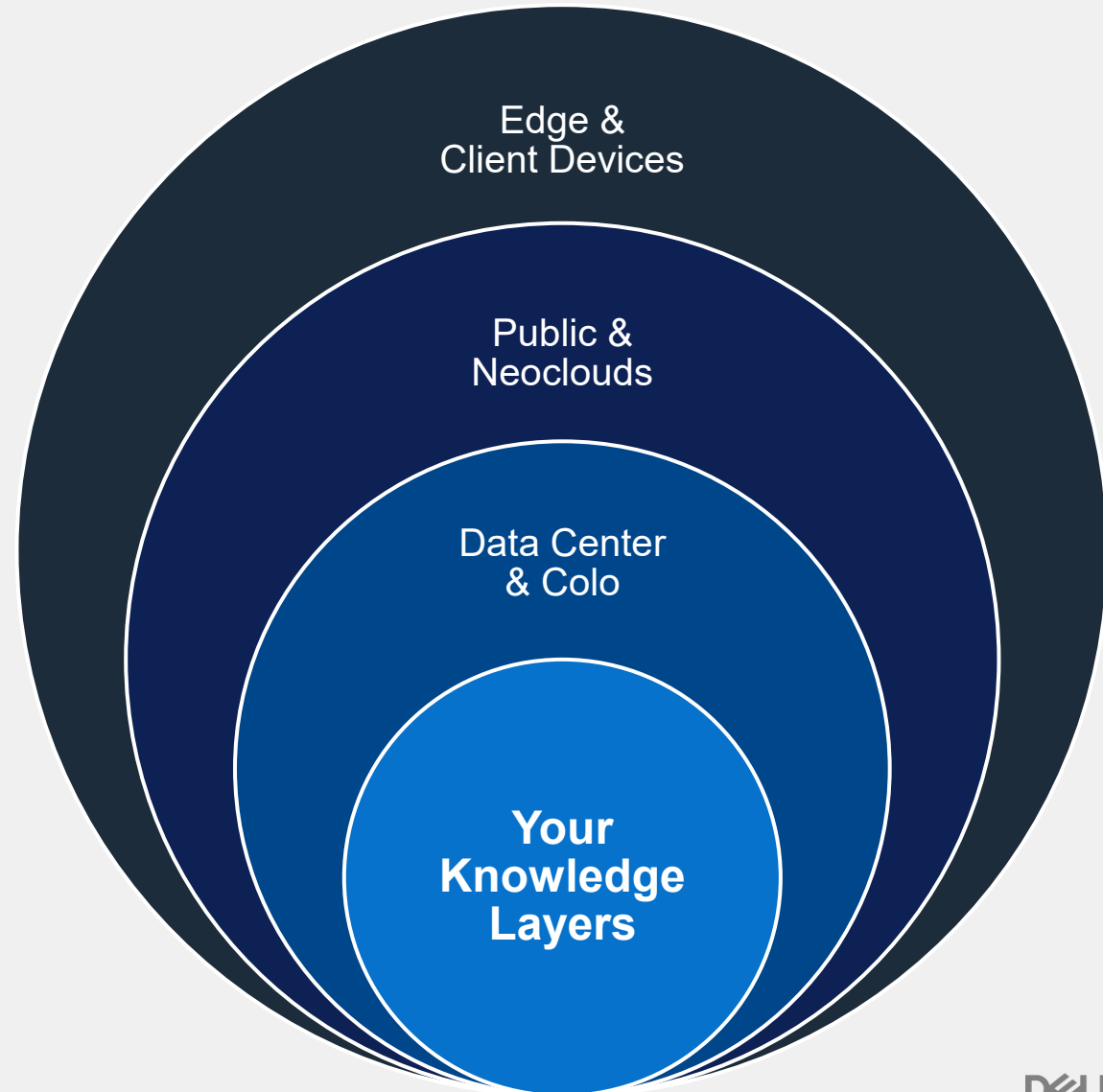
WITH  NVIDIA

Knowledge layer placement is key to a hybrid AI world

The knowledge layers are the foundation that turns raw data into structured, actionable insights.

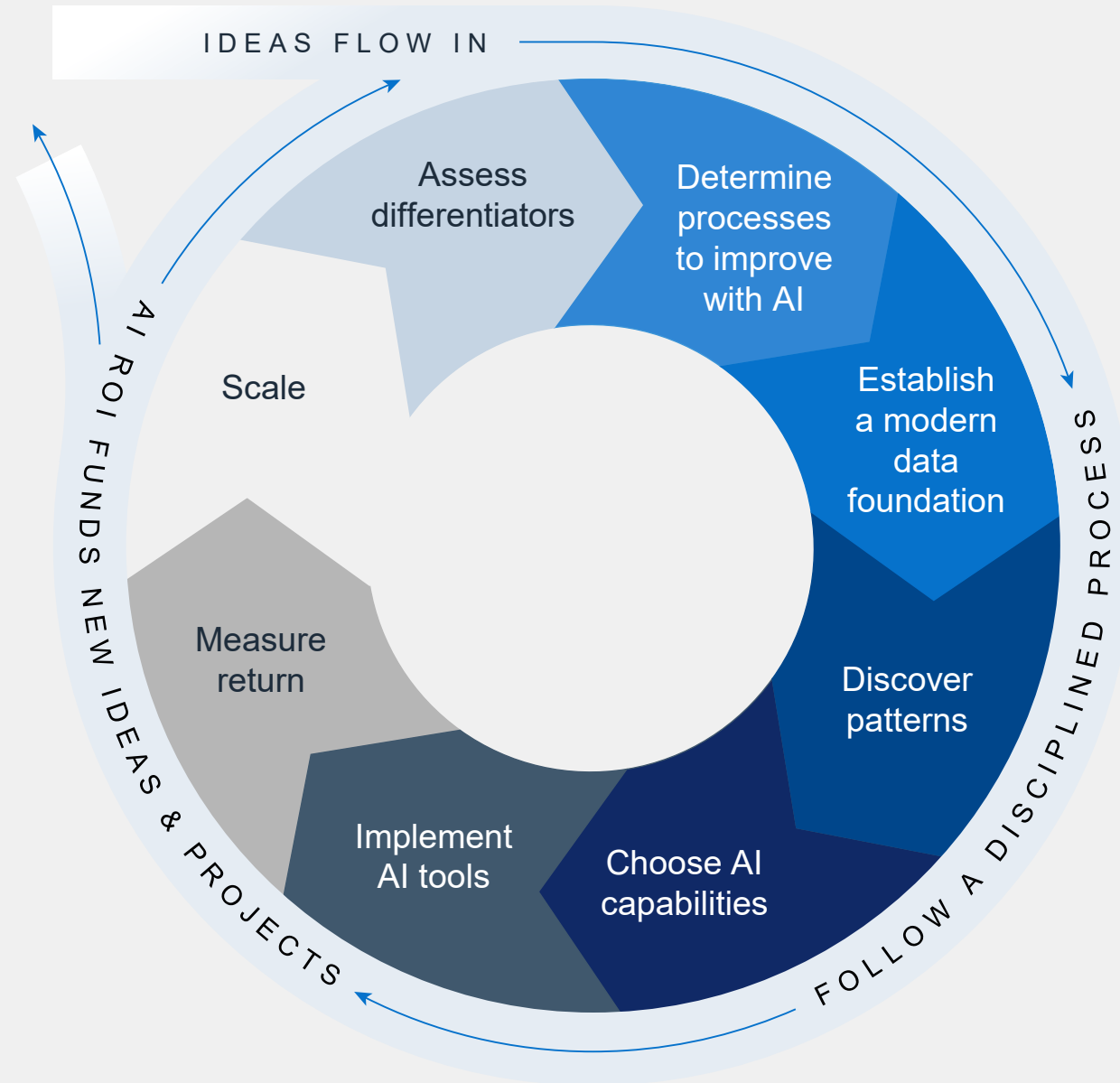
The placement of the knowledge layer is critical to a secure and successful AI deployment.

Use cases will determine placement, and it may change over time. Knowledge layer and workload portability are both key.



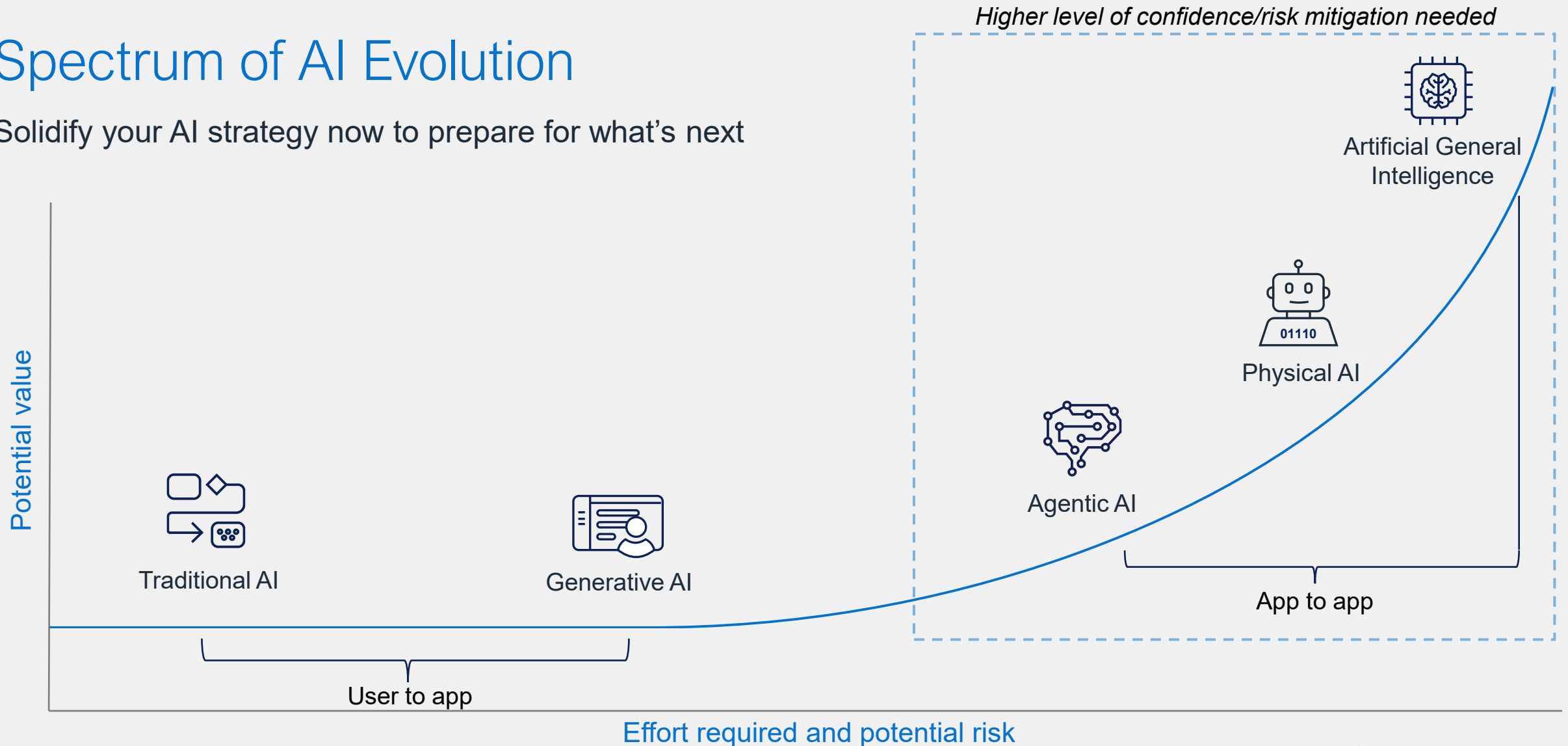


The Dell AI advantage delivers you a repeatable approach to your AI journey



Spectrum of AI Evolution

Solidify your AI strategy now to prepare for what's next



Investments made now will continue to pay off as AI accelerates

Realize the value of the Dell AI Factory

Enterprise Strategy Group analyzed the economics of the Dell AI Factory. Their modeled findings showed **ROI of 1,225% over 4-years** and up to **269% ROI within the first year**, with a majority from accelerated time-to-value and user productivity

“We got a **one-year head start** on everyone else, giving us time to **innovate**, deploy **more use cases**, and build **internal expertise** before others even got started.”

Dell AI Factory customer



Cost is a major consideration for AI placement

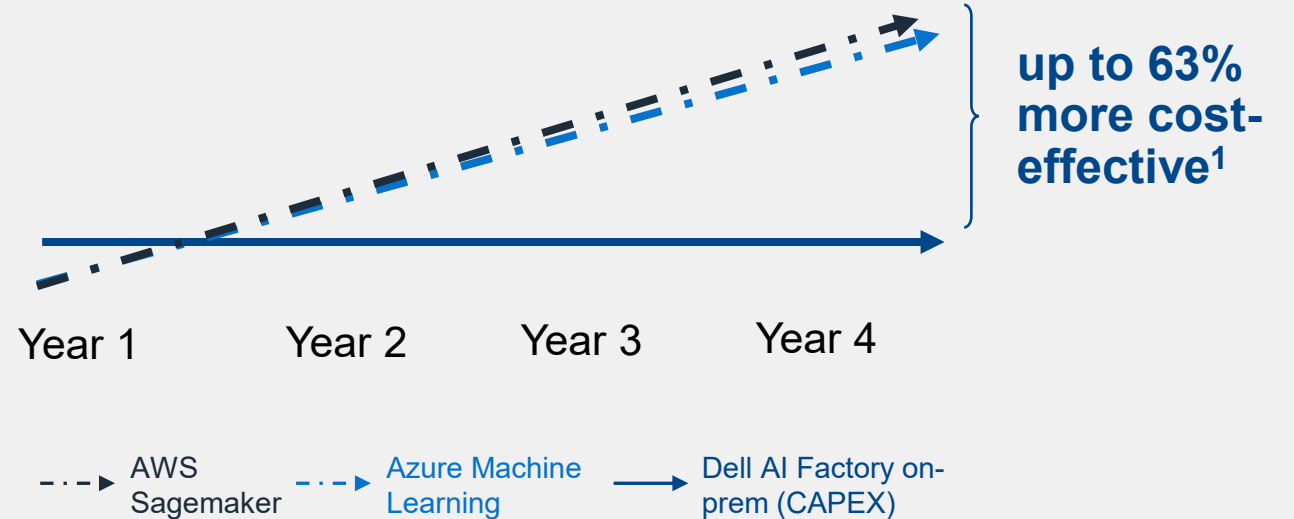
A Principled Technologies research study found that inferencing and fine-tuning on premises with the Dell AI Factory was significantly more cost effective than the public cloud. In fact, savings with Dell APEX start on day 1.

Over a four-year period, Dell can provide inferencing and fine-tuning that is up to:

63%
more cost-effective than
public cloud¹

~1.5 yrs
break-even compared to
public cloud¹

Expected Cost to Deliver Inferencing and Fine Tuning for 8B Parameter Llama 3 LLM



up to 63%
more cost-effective¹

Based on Principled Technologies paper commissioned by Dell, "Make GenAI investments go further with the Dell AI Factory," comparing the TCO for on-premises Dell infrastructure using a Dell AI Factory solution versus a similarly configured public cloud solution, July 2025. AWS Sagemaker and Azure ML cloud managed services were used for the comparison. Estimated costs were modeled utilizing Llama 3 8B LLM for inferencing and model fine-tuning workloads by organizations over a 4-year period. Server models used were XE9680s with 8 x H100 GPUs. Actual results may vary.

Customer Spotlight



Oregon State University

Transformed research ships into AI-driven edge devices to accelerate oceanic research.

- Delivered real-time insights to protect ecosystems
- Reduced analysis time from ~20 person-years to days or hours using AI
- Improved efficiency with AI-driven edge computing



Worley

Accelerated innovation to rapidly develop and scale sustainable AI solutions for clients

- Shortened time to value for AI initiatives
- Improved workforce productivity
- Enabled greater scale and performance over previous solutions

Hopeworks

Implemented a digital assistant to deliver mock interviews to young adults in under-resourced communities

- Users saw a 30% increase in starting salaries
- Skills-training efficiency improved by 40% with AI-enabled coaching
- Users saw 94% job retention after 12 months

Guthrie Clinic

Scaled patient-centered, tech-driven healthcare and serves as a model for rural healthcare

- Cuts ER visit time by over 80 minutes
- Reduces average ICU stay by half a day
- Realized \$7M reduction in spend on traveling nursing staff





AI innovation drives improved productivity and sustainability across industries worldwide

Supports

multiple AI projects at scale across the organization in an efficient manner with a focus on human-centric AI projects.

Improves

workforce productivity via advanced content generation in multiple different AI, GenAI, and agentic AI use cases

Enables

greater scalability, security and performance over previous solutions with on-premises AI infrastructure.

“We believe AI is here for the good of people and countries around the world, and it allows tremendous innovation.”

Anup Sharma

Group President, Worley Digital

Powered by:

- Dell PowerEdge XE-Series Servers with NVIDIA GPUs
- Dell PowerScale Storage
- Dell Validated Design for AI Factory
- Dell Professional Services + Managed Services
- NVIDIA AI Enterprise
- NVIDIA Quantum InfiniBand Switches





Advancing AI Development for EyeSight Driver Assist Technology

Power next-gen AI solution development

by storing and managing approximately 1000x more files than before

Scale capacity and performance with ease

to accelerate modern workloads like AI and analytics

Increase collaboration and reduce storage costs

with Dell PowerScale storage tiering capabilities

“While requirements for systems and storage are ever changing, we are confident that Dell PowerScale is up to the task as the underlying infrastructure for EyeSight Driver Assist Technology, allowing us to continue advancing our AI initiatives to improve driver safety.”

Takashi Kanai
Deputy Chief of SUBARU Lab – Subaru Corporation

Powered by:

- Dell PowerScale Storage



Saving lives and revolutionizing healthcare with GenAI

Improves Patient Care

GenAI offers tremendous opportunity to improve the patient experience

Saves lives

by alerting clinicians to conditions requiring immediate attention

Digital Twins

help manage the health journey to improve patient care

*“Radiologists at Northwestern have seen a **40% increase in radiology productivity** since implementing the GenAI model ... **running on the PowerEdge XE9680s with NVIDIA H100 GPUs.**”*

— Dr. Sam Aboud, Northwestern Medicine

Powered by:

- Dell PowerEdge XE servers with NVIDIA GPUs
- Dell AI Solutions
- Dell AI Factory with NVIDIA

SAMSUNG SDS

Automating multistep processes and accelerating innovation with Generative AI

Building of an internal AI Factory

to empower customers with GenAI services.

Up to 98% GenAI model accuracy

using retrieval-augmented generation (RAG).

Up to 70% productivity increase

of GenAI users.

“Consistent performance, reliability and power consumption are all important to us. We deliver all three with the Dell PowerEdge XE9680 servers with NVIDIA GPUs and networking.”

Mr. Scott Koo
Corporate EVP, Cloud Service Business Division

Powered by:

- Dell AI Factory with NVIDIA
 - Dell PowerEdge XE-series servers with NVIDIA H100 Tensor Core GPUs
 - NVIDIA InfiniBand Switches
 - Dell PowerScale



The UK's fastest AI supercomputer, Dawn, supports advancements in humanity

**800 quadrillion AI
calculations** per second
supported, for healthcare,
clean energy, cosmology and
genealogy research.

**Increased energy
efficiency** achieved through
the use of GPUs and via liquid
cooling, harnessing AI with
reduced power consumption.

**1.5M household
broadband
connections** equivalent of
data moved at the same time.

“Dawn Phase 1 represents a huge step forward in AI and simulation capability for the UK, deployed and ready to use.”

Paul Calleja

Director of Research Computing Services at the University of Cambridge

Powered by:

- Dell PowerEdge XE9640 servers