

# The Dell AI Factory

Enter the AI era with confidence

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**DELL**Technologies

**U** unisys



# Accelerating AI adoption allows organizations to extract the full potential of their data

Leading to business outcomes that deliver unprecedented value creation



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DRIVE  
GROWTH



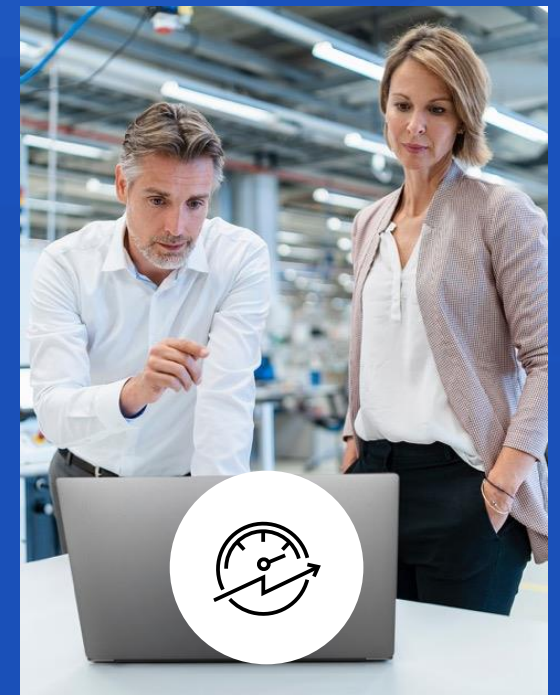
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ENHANCE  
EXPERIENCES



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OPTIMIZE  
PRODUCTIVITY

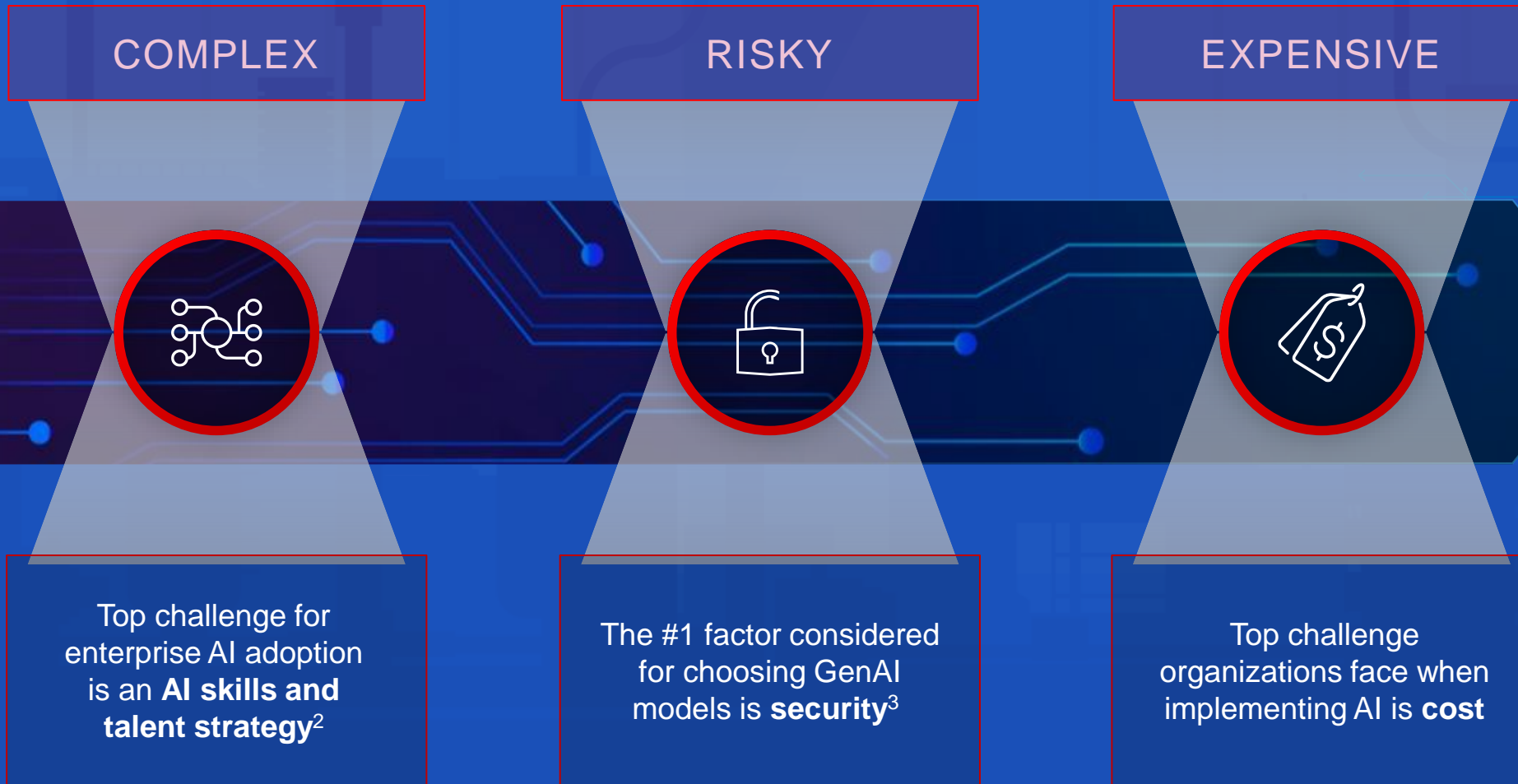


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ACCELERATE  
INNOVATION

# AI Headwinds Slowing Down AI Adoption

76% of IT and business leaders believe GenAI will deliver transformative value for their organization<sup>1</sup>



<sup>1</sup> Dell Technologies Innovation Catalyst Study, February 2024

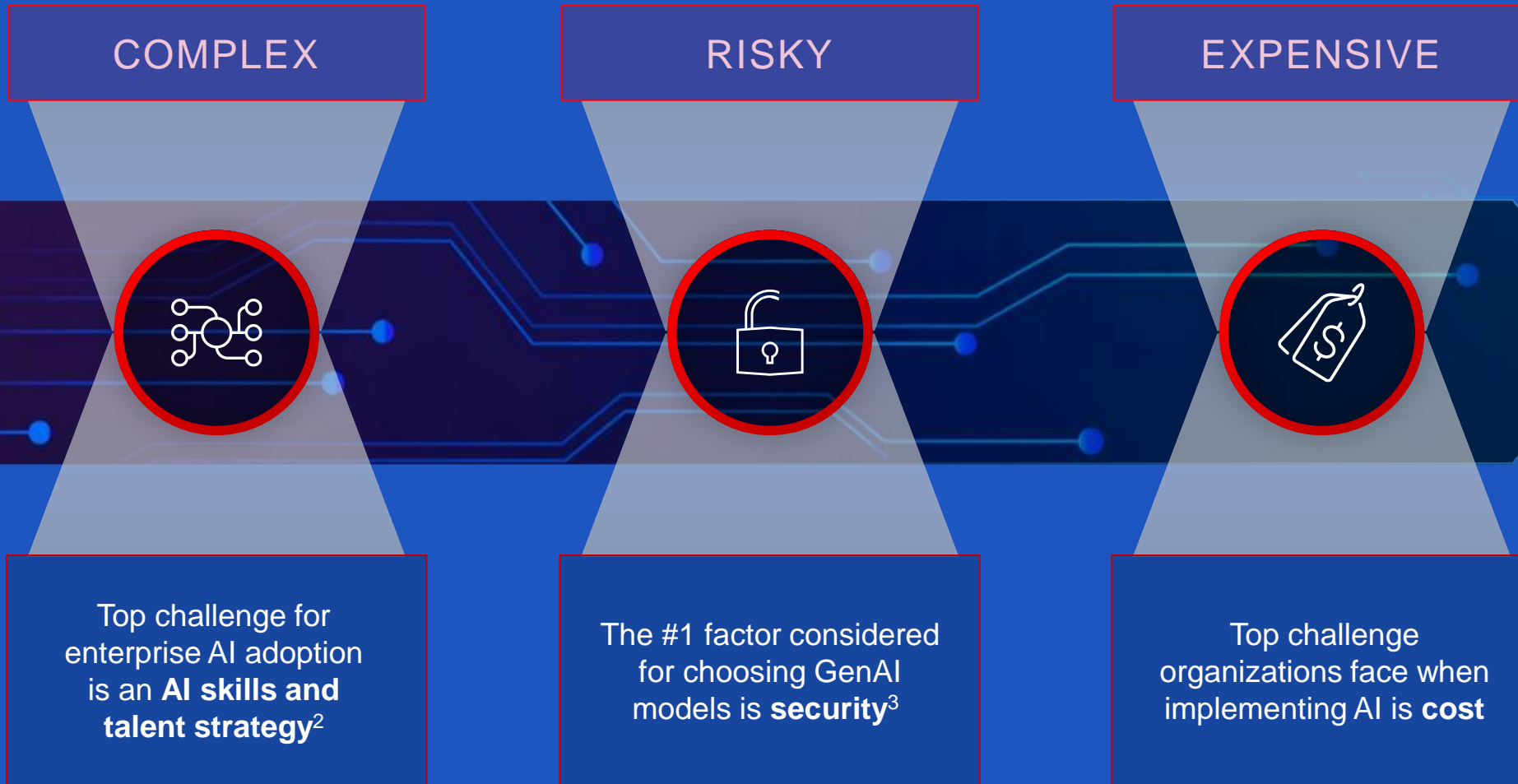
<sup>2</sup> IDC Report: From Breakthrough Innovation to Impact: Monetizing the AI Moment. Philip Carter, Directions 2024

<sup>3</sup> Dell Technologies Generative AI Pulse Survey, August and September 2023, [www.dell.com/GenAIPulse](http://www.dell.com/GenAIPulse)

<sup>4</sup> IDC, Global AI Buyer Sentiment, Adoption and Business Value Survey, October 2023.

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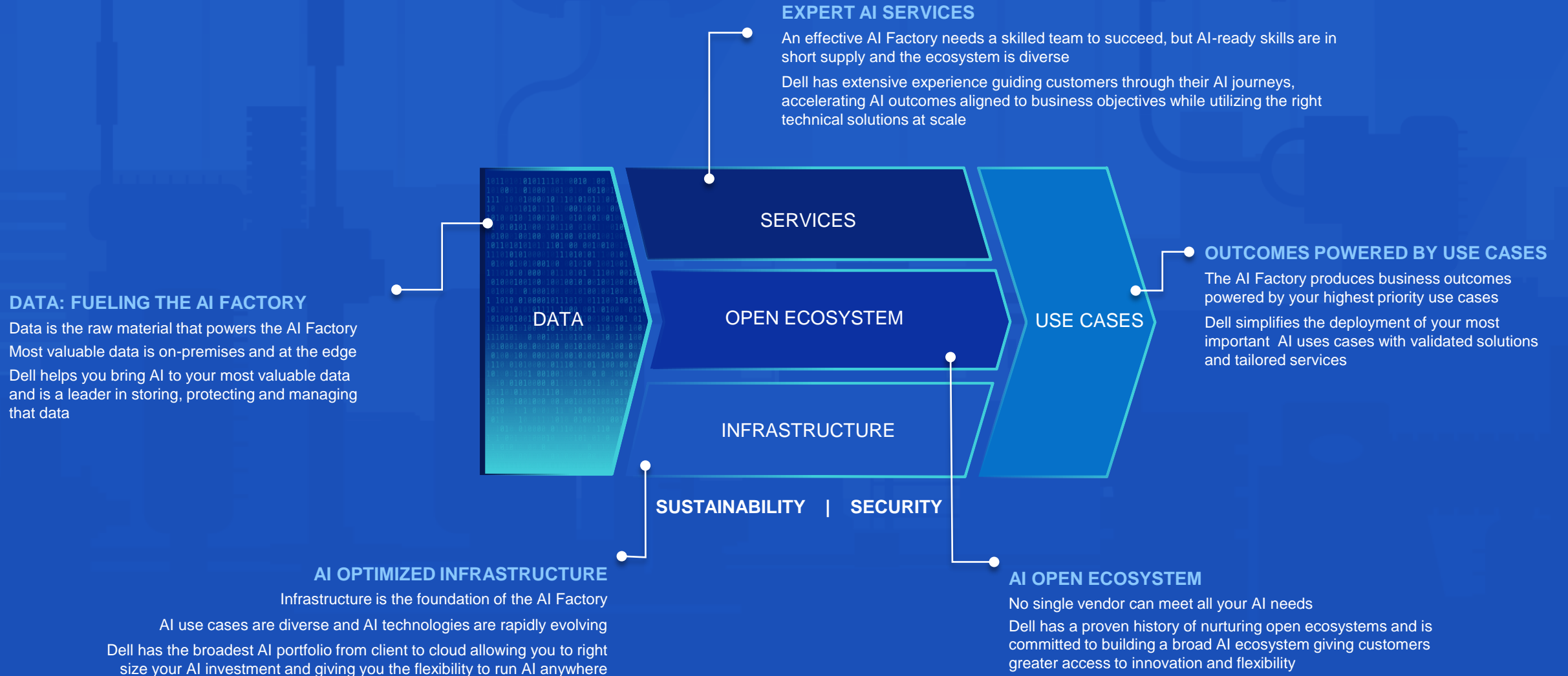
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# The Dell AI Factory

## Dell's approach to help customers embrace and implement AI



# Dell AI Factory Accelerates AI Adoption



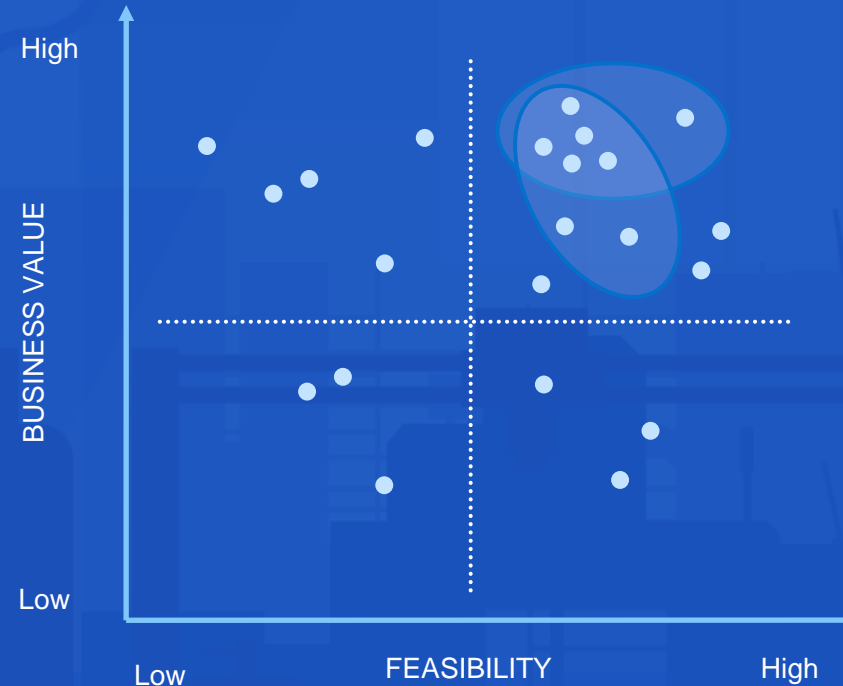
<sup>1</sup> Based on Dell analysis, August 2023. Dell Technologies offers hardware solutions engineered to support AI workloads from Workstations PCs (mobile and fixed) to Servers for High-performance Computing, Data Storage, Cloud Native Software-Defined Infrastructure

# Prioritizing Generative AI use cases

## Criteria for consistently evaluating use cases

### Business value criteria

- More
- Better
- Faster
- Cheaper



### Feasibility criteria

- Data
- AI model
- Process
- People
- Platform



Content creation



Digital assistant



Natural language search



Design and data creation

< / >

Code generation

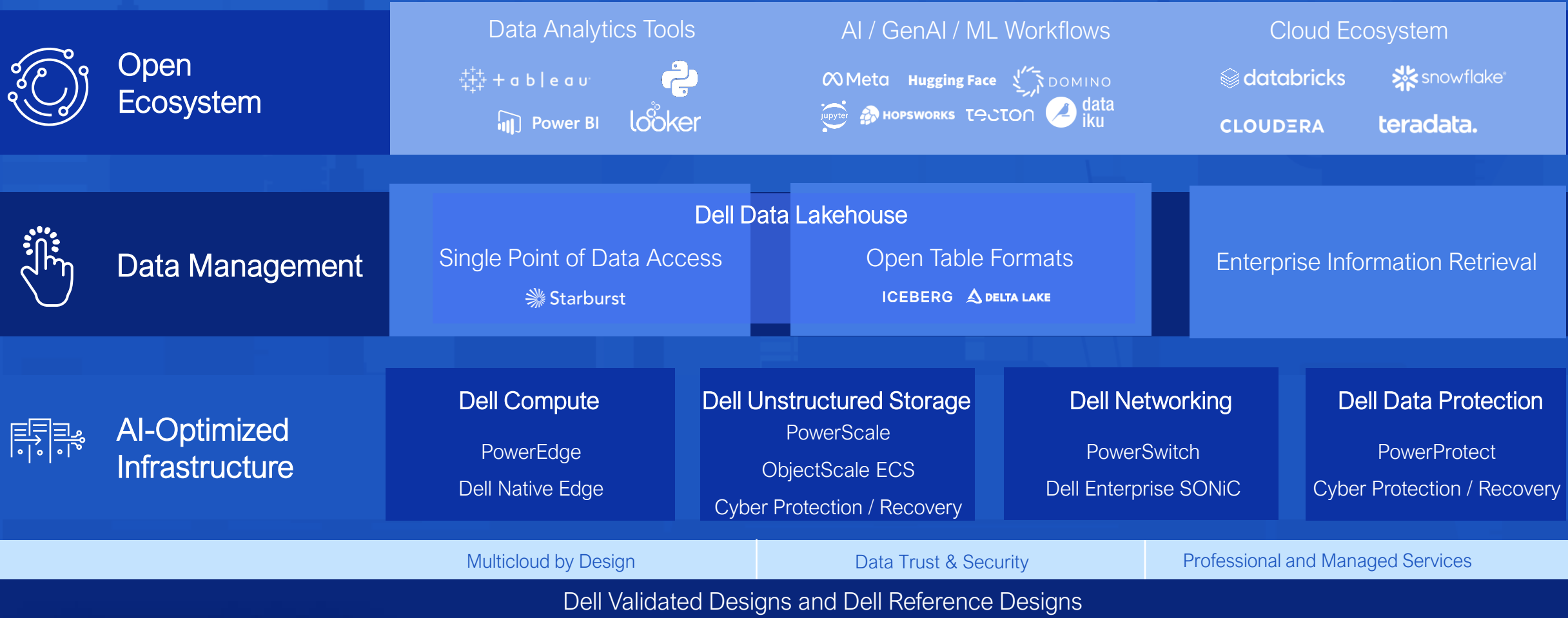


Document automation

Use cases

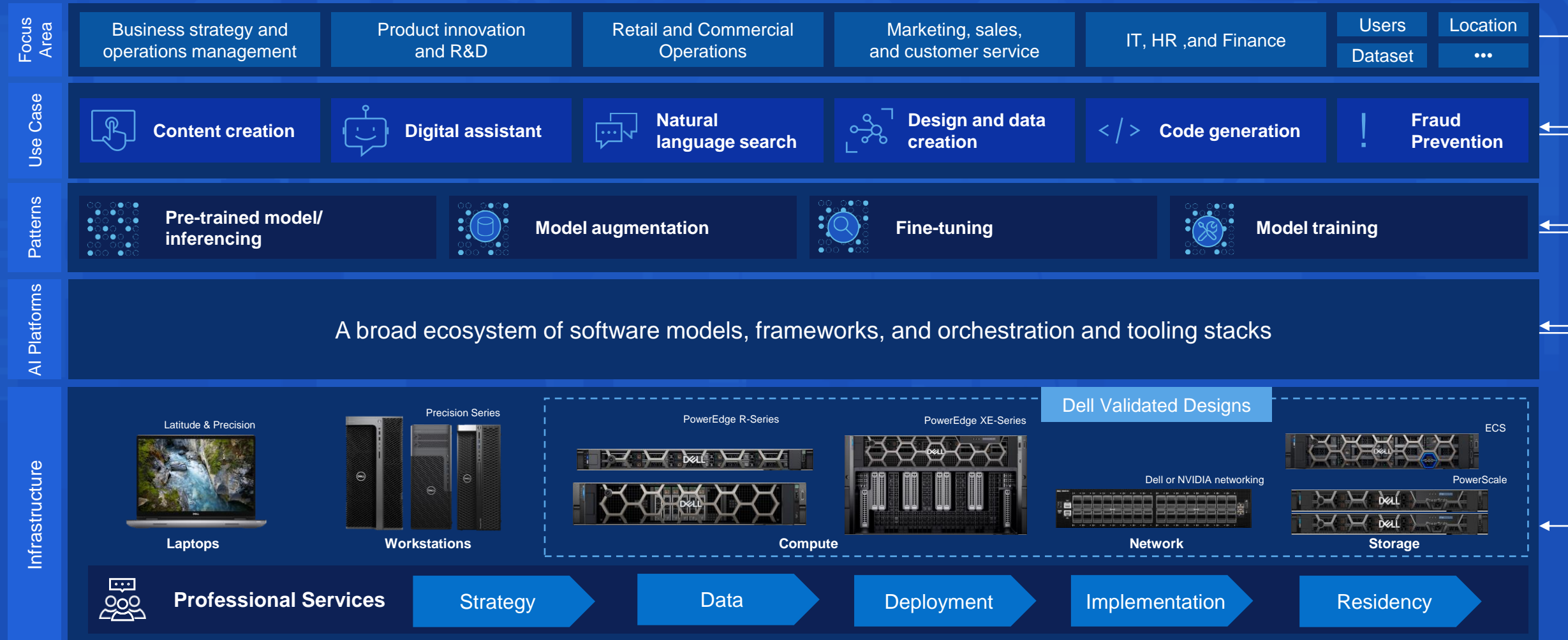
# AI starts with better data management and preparation

## Dell AI-Ready Data Platforms





# Right-sizing your AI investment

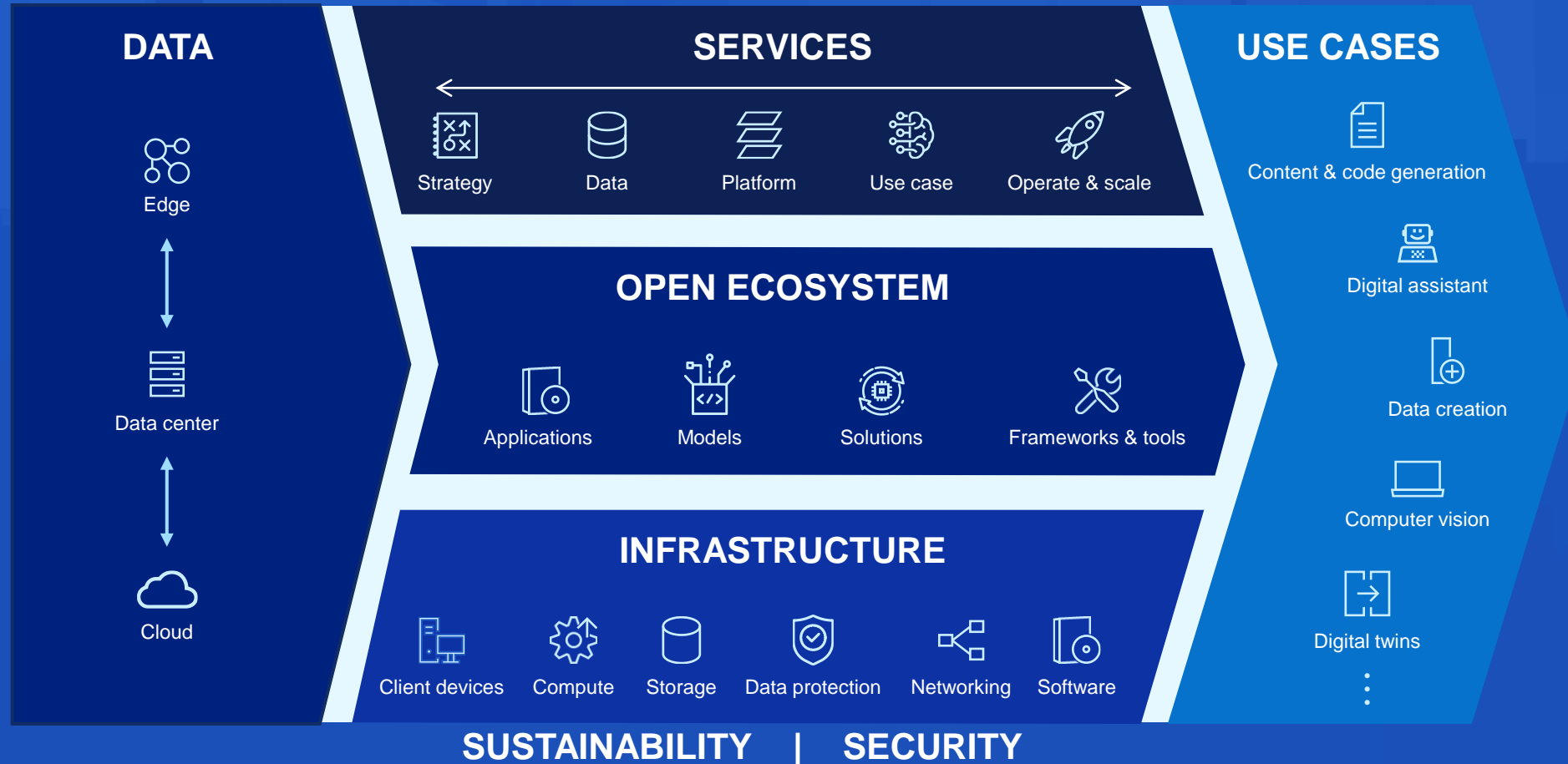


# Creating access to a broad open ecosystem for AI innovation



# The Dell AI Factory with NVIDIA

Dell's approach to embracing and implementing AI



Dell is the #1 worldwide provider in AI server plus storage infrastructure<sup>1</sup>



Forbes named Dell Technologies among the 2023 World's Best Management Consulting Firms<sup>2</sup>

<sup>1</sup> Source: IDC Semiannual AI Tracker: Worldwide Server and Storage Revenue, 2021 and 2022 H1

<sup>2</sup> Source: Forbes 2023 Management Consultant Firms ranking

The future isn't  
happening tomorrow.

It's happening right now.

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