

Professional Services for Generative AI

# Accelerate the power of AI for your data

## Achieve tangible value and breakthrough transformation

Generative AI has enormous potential for driving breakthroughs in how we engage, especially for driving greater value from data. But as with any emerging technology, tangible organizational value is gained only by leveraging Generative AI the right way for the unique demands of your organization.

Professional Services for Generative AI will drive value to your organization faster, helping you leverage more powerful data insights and achieve competitive advantage. We work alongside you to build a roadmap, implement, train, validate and support Generative AI models. We can also help close skills gaps with education services, provide expert residents, or manage your Generative AI operations.

### Dell Generative AI experts becomes your experts

The opportunities that Generative AI provide are so pervasive that determining the best focus and approach for your organization can be challenging. By partnering with Dell, you can confidently advance Generative AI initiatives, knowing you can rely on us every step of the way.

Dell's expertise in Generative AI and underlying hardware and software runs deep. We offer full-stack solutions to support the complete lifecycle, plus services for strategy, implementation, adoption and scaling Generative AI solutions across your organization.

Leverage Generative AI the right way to realize greater value for your organization

#### *Opportunities for GenAI*

**77%**

GenAI will have largest impact on their organization of all emerging technologies<sup>1</sup>

**\$1 Trillion**

in productivity gains expected by 2026, driven by GenAI-powered skills as adoption accelerates<sup>2</sup>

#### *top challenges organizations face with GenAI<sup>3</sup>*

**39%**

expertise and skills

**32%**

ethical or legal considerations

**31%**

data quality



## How ready is your organization for Generative AI?

- How well articulated is your GenAI strategy?
- How will you incorporate and protect data in GenAI models?
- Have you identified priority use cases?
- Do you have the skills and resources needed for GenAI success?
- How will you build and run your GenAI platform?
- Can you efficiently adopt GenAI into your organization?

Leverage **Dell Accelerator Workshop** for Generative AI to start your journey to developing a winning strategy. This half day workshop will help you address challenges and gaps, prioritize objectives and identify opportunities.



## Advisory Services for Generative AI

### Define a winning strategy and gain consensus on a roadmap to achieve your objectives

- Rely on Dell's proven methodology from **ProConsult Advisory Services** to assess your current state and subsequently define your ideal future state, with prioritized use cases and an actionable roadmap that aligns business stakeholders and objectives.
- Streamline business and technical processes using Dell's established process optimization with value stream mapping approach.
- Identify data security threats throughout the lifecycle to mitigate risk and improve resiliency.
- Promote individualized adoption of new GenAI tools within your workforce to drive optimal results.



## Implementation Services for Generative AI

### Power AI projects with data and an established AI platform, primed for innovation

- Prepare enterprise data for Large Language Model integration and ensure data integrity.
- Leverage deep expertise with data to accelerate time to value of an optimized Dell Data Lakehouse platform to support modern data analytics and help drive AI value.
- Quickly establish an operational Gen AI platform for model inferencing, customization and training aligned to Dell Validated Designs for GenAI with NVIDIA. Experts will deliver a seamless experience to assess, deploy and integrate your environment aligned to business needs.



## Adoption Services for Generative AI

### Accelerate time to value in achieving business outcomes aligned to specific use cases

- Align and configure large language models for your prioritized use cases and business needs.
- Maximize the value of your investments by quickly getting GenAI tools into the hands of end users and driving readiness.





# Scaling Services for Generative AI

## Optimize processes and advance a generative AI mindset throughout your organization

- Realize greater value from GenAI investments by ensuring employee understanding and utilization is optimized from the start.
- Simplify operations and drive AI workloads with the help of experts to fully manage your GenAI environment.
- Extend internal capabilities and skills to drive your GenAI initiatives forward and keep infrastructure running at its peak.
- Up-level internal IT skills through learning courses and certifications to ensure success now and into the future.

## Why Dell for Generative AI Services?

Dell's unique approach leverages simplified, tailored and trusted solutions that combine your data with the power of Generative AI to drive innovation and accelerate value.

-  Forbes named Dell Technologies among 2023 World's Best Management Consulting Firms
-  The world's broadest portfolio, offering full-stack scalable GenAI solutions together with leading partners
-  Our deep expertise from strategy through adoption accelerates tangible time-to-value
-  Decades of AI experience using over 36TB of telemetry data per day to help customers with digital transformations\*



\* Based on internal Dell Technologies numbers, November 2023.

## Take the next step on your journey to an AI-powered future

Dell offers an extensive portfolio of services for Generative AI technologies to empower your teams and achieve impactful outcomes. Get in touch today to get started!



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<sup>1</sup>KPMG, Generative AI: From Buzz to Business Value, May 2023

<sup>2</sup>IDC, IDC Predicts that GenAI-Powered Skills Development Will Drive \$1 Trillion in Productivity Gains by 2026, 12 Dec 2023

<sup>3</sup>ESG, Beyond the Hype: Real-world investments, use cases and concerns, August 2023