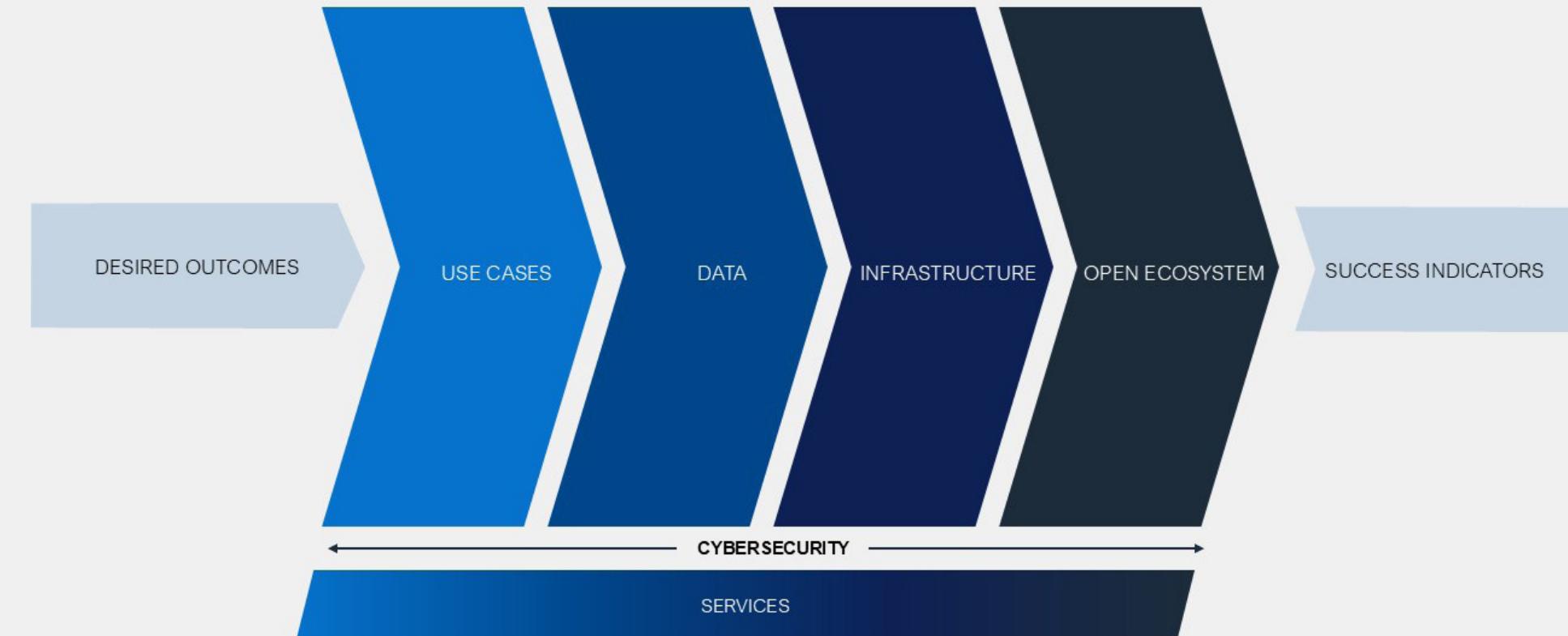




Simplify Your AI Journey With The Dell AI Factory

Move from pilot to production and
accelerate real business outcomes





The power of artificial intelligence is reshaping our world, creating remarkable opportunities to accelerate growth, optimize operations, and unlock new levels of innovation. With nearly (99%) every organization having adopted, tested, or planning to adopt AI solutions^[1], the question is no longer if they should adopt AI, but how to do it effectively and confidently. Yet, turning AI ambition into reality often comes with significant hurdles, including skills gaps, high implementation costs, data complexity, and novel security risks. Many organizations also grapple with pilot sprawl and wasted investments, as starting with the wrong use cases has often led to early setbacks in their AI journeys.

At Dell Technologies, we believe the path to AI-driven progress should be clear and achievable for everyone. Through our

experience guiding thousands of organizations, we understand these challenges intimately. That is why we created the Dell AI Factory—an end-to-end approach designed to simplify your journey, control costs, safeguard your data, and accelerate meaningful innovation. We empower you to move from pilot to production, scale your efforts, and deliver repeatable outcomes that drive real progress.

This guide provides a practical roadmap for business and IT leaders ready to harness the full potential of AI. We will explore how to set clear objectives, prioritize high-value use cases, modernize your infrastructure, and partner for success to unlock new opportunities and prepare your organization for what's next.

Set Clear AI Objectives and Success Metrics

The potential of AI is clear, but without an outcome-driven plan, many organizations risk overstretching resources and stalling adoption. An unfocused approach can turn excitement about AI into a source of frustration, hindering progress rather than driving it forward.

A successful AI journey begins with a clear destination. When you align your AI initiatives with core business objectives, you create a powerful engine for growth and efficiency. Bringing together business and IT stakeholders to create a unified strategy around specific, measurable outcomes is the first step toward transforming your organization's potential into tangible results and staying ahead of what's next.

We believe that a successful AI strategy is built on a foundation of clear, achievable outcomes. The Dell AI Factory provides the expertise and tools to help you navigate the complexities of AI strategy setting and implementation. We start with AI Accelerator Workshops, where our experts work with you to establish a unified AI strategy, ensuring your investments are directly tied to achievable business success.



Prioritize High-Impact AI Use Cases

With AI influencing nearly every part of the business, the opportunities for innovation are boundless. The key to success is to identify and prioritize the initiatives that will deliver the most significant value. This focus creates momentum for broader adoption and turns AI into a powerful tool for strategic growth.



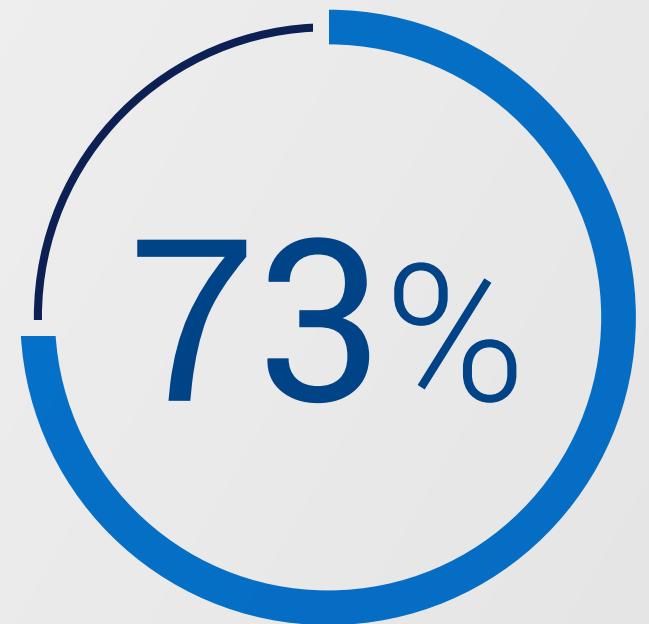
Simplify Your AI Journey

The sheer number of potential use cases can make choosing a starting point feel overwhelming. Without a clear path, organizations risk investing in projects that do not deliver the expected return.

We help you identify priority use cases by focusing on what is achievable and will deliver the strongest business value. Drawing on insights from our own AI journey and from helping thousands of customers worldwide, our AI Services experts guide your teams to pinpoint the projects that are technically feasible and promise the highest return on investment. This focus allows you to demonstrate early wins and tangible results, building momentum for broader AI adoption.

Four common use cases for AI:

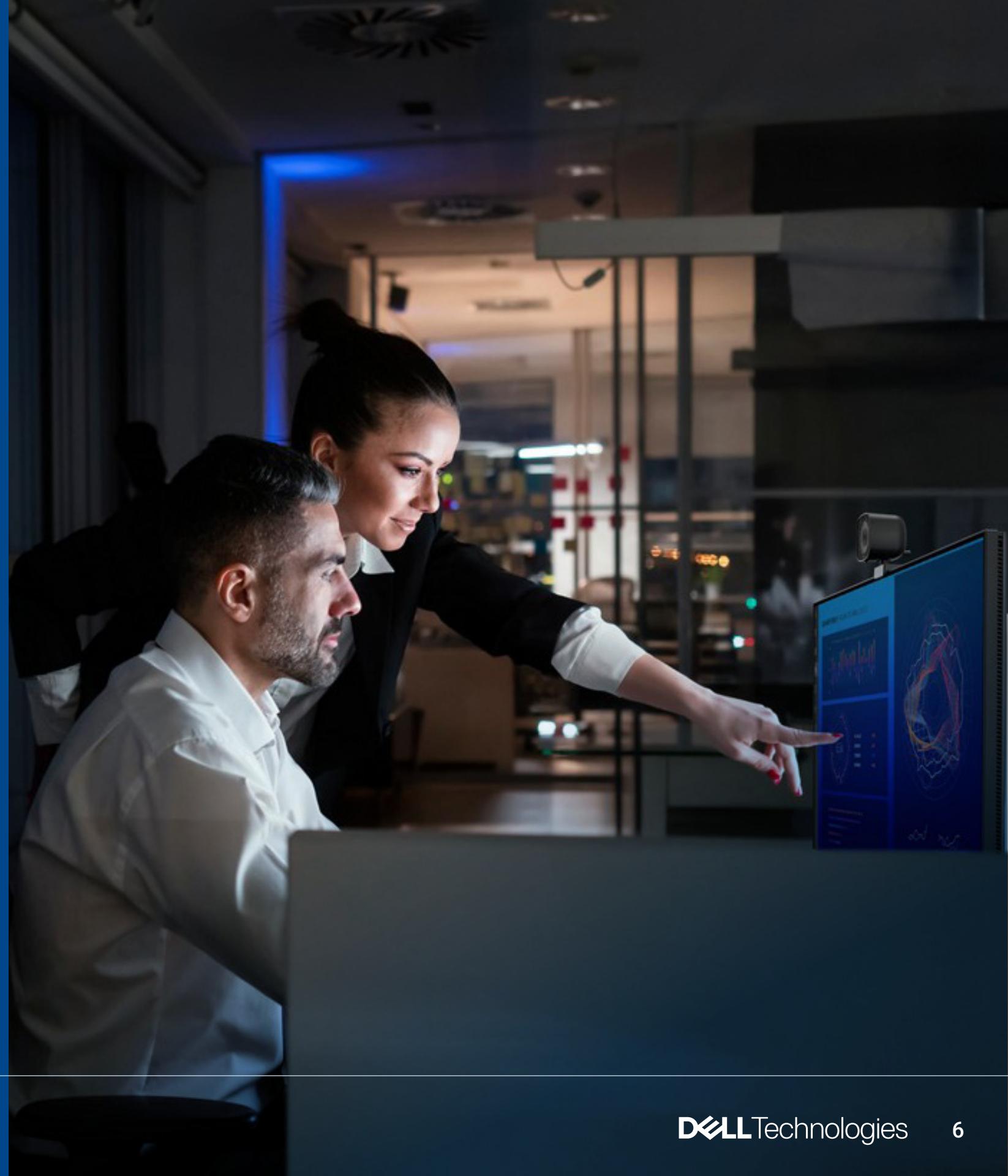
- Code assistant
- Knowledge assistant
- Computer vision
- Agentic AI platform



of organizations say use case overload is a top challenge they face.^[3]

Modernize Data Management for AI Success

You have a unique opportunity to unlock transformative value by aligning your AI strategies with your most critical asset: your data. A modern data management approach connects AI to a data knowledge layer, rather than risking placing data and workloads in the wrong environment that can introduce compliance and data sovereignty risks.



Simplify Your AI Journey



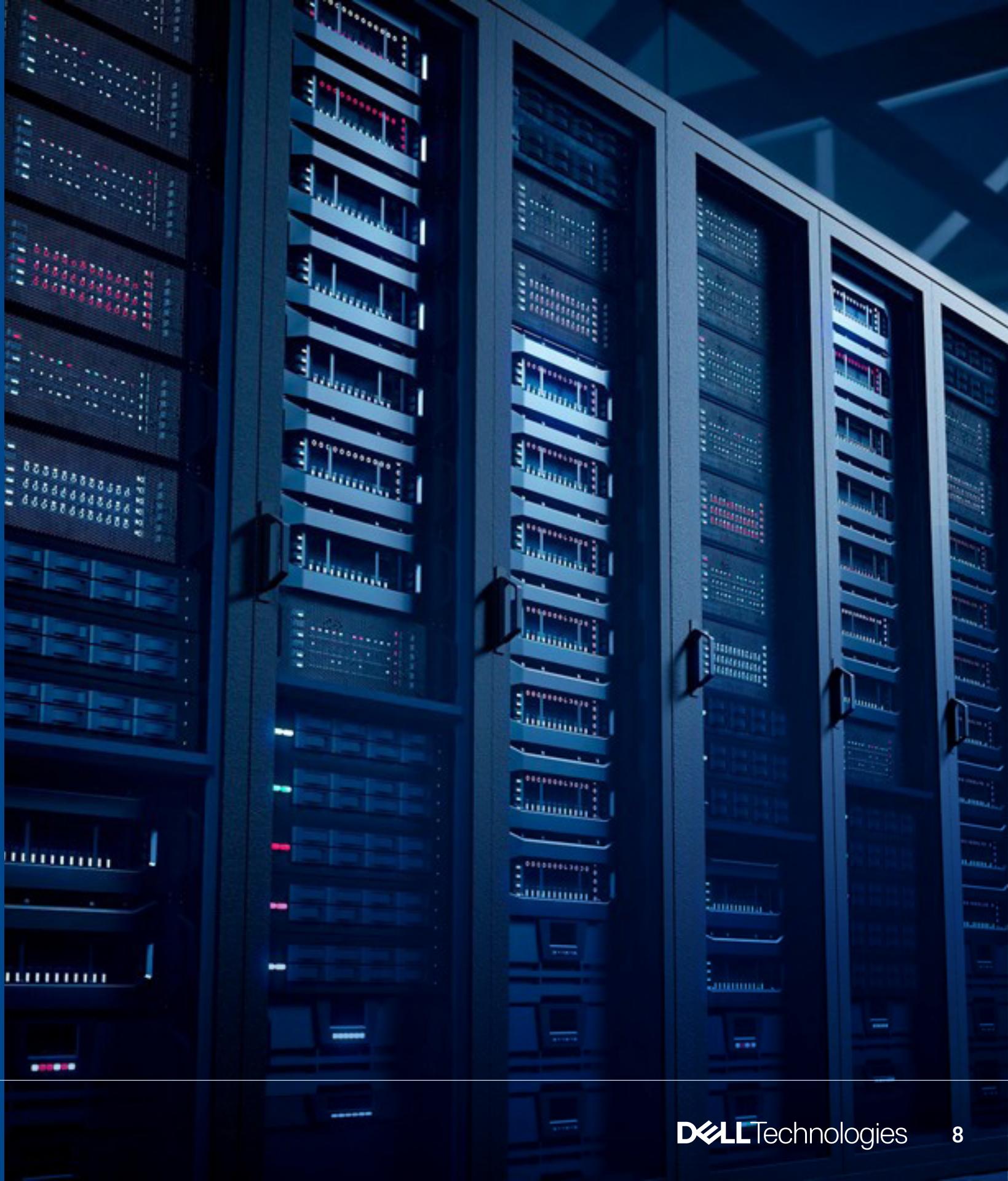
Dell helps you optimize data management and prepare your datasets for analysis. You can unify on-prem and cloud data into an AI ready fabric with an open architecture, ensure its quality, and establish strong governance. This creates a solid, cost-effective foundation for your AI models. Our approach gives you the flexibility to place workloads where they perform best, avoiding unexpected costs, maintaining security best practices, avoiding vendor lock-in and driving greater efficiency.



of organizations face challenges when identifying, preparing, and/or using data for AI/GenAI use cases.^[4]

Implement Flexible and Scalable Infrastructure

A powerful AI strategy requires an equally powerful foundation. To move from isolated pilots to enterprise-wide production, you need an infrastructure that can scale with your ambitions. Building a modern, AI-ready infrastructure is essential for handling complex workloads, managing data growth, and unlocking the full potential of your AI initiatives.



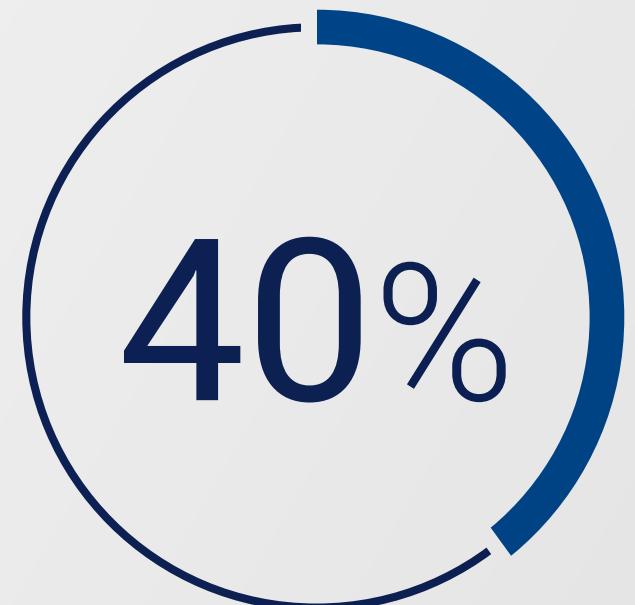
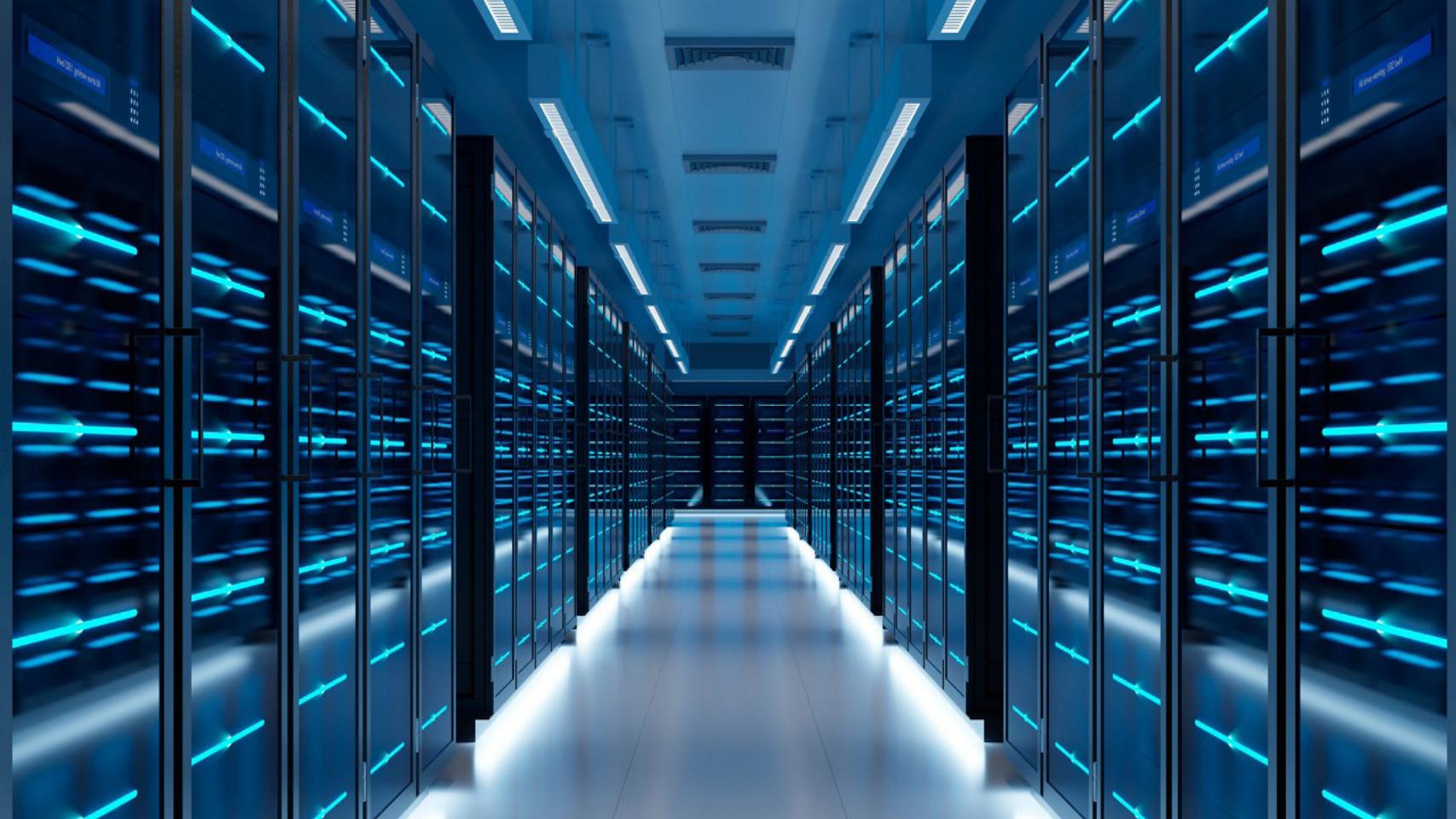
Simplify Your AI Journey

Many organizations find that their existing IT infrastructure is not equipped to handle the intensive demands of AI. Traditional systems often create performance bottlenecks that slow down innovation. The solution is to leverage fit-for-purpose infrastructure. A flexible, AI-ready foundation empowers you to place workloads where they make the most sense—whether in the data center, the cloud, or at the edge.

The right infrastructure turns your AI vision into reality. The Dell AI Factory offers the broadest AI infrastructure portfolio ^[5] designed to deliver performance and efficiency at any scale. Our approach simplifies the path to production, helping you deploy faster and manage AI across a hybrid environment.

Organizations implementing AI must prioritize:

1. Right-sized infrastructure that aligns with specific use cases.
2. Solutions that support power management goals.
3. Flexible platforms that can evolve with advancing AI capabilities.



of organizations want a comprehensive portfolio of AI solutions through a single vendor.^[6]

Leverage an Open Partner Ecosystem

Navigating the complexities of AI requires more than just technology; it demands expertise, strategic guidance, and a trusted partner to help you achieve your goals. Collaborating with experts empowers your organization to move with confidence, ensuring your AI journey is built on a foundation of proven experience and strategic insight. This partnership accelerates your path from vision to value.



Simplify Your AI Journey



The AI landscape is vast and attempting to navigate it alone can lead to costly missteps and delayed projects. Working with experienced teams provides the clarity and direction needed to succeed. Strategic partnerships give you access to a wealth of knowledge, from designing your AI strategy to implementing and scaling solutions.

The Dell AI Factory's open partner ecosystem empowers you to select the right AI solutions for today—while keeping flexibility to evolve as needs and technologies change. We orchestrate a broad, collaborative network of leading partners including NVIDIA, AMD, Meta, Microsoft, Intel, and others to provide jointly engineered solutions that accelerate your time to value.



1,225%

The Dell AI Factory with NVIDIA can deliver ROI of up to 1,225% over 4 years.^[7]

Drive Success with Expert Services

AI works best when everyone in your organization can use it effectively. However, it also brings new challenges to IT and operations teams who need new knowledge and skills to manage the systems running your AI models.



Simplify Your AI Journey



By engaging knowledgeable partners, you can adopt AI best practices, avoid common missteps, and confidently turn your AI vision into reality. Expert guidance addresses internal skill gaps and reduces implementation risk.

Dell Technologies provides expert assistance based on our extensive, global experience deploying AI at scale. Our outcome-driven services help you accelerate time to value, safeguard your data, bridge skills gaps, and maximize business impact. From strategy through implementation, adoption, and scale, we provide the insight and support needed to support your AI efforts.



of organizations have sought external consultation or expertise to bridge GenAI skills gaps.^[8]



Drive Innovation with Confidence

Success in the AI era requires more than just implementing the latest technologies—it demands a thoughtful approach that aligns AI projects with business value. With proper planning and strategic partnerships, your AI projects can deliver on strategized outcomes.

The Dell AI Factory is more than a set of products; it's our approach to simplify your AI journey. Combining our broad AI portfolio with an open ecosystem and comprehensive services, everything in the Dell AI Factory is designed to help you achieve better AI outcomes for your business.

Partner with Dell Technologies to turn AI's boundless potential into your organization's competitive advantage and stay ahead of what's next.

[**Explore the Dell AI Factory**](#)



Frequently Asked Questions

1. What are the main benefits of adopting the Dell AI Factory approach?

The Dell AI Factory simplifies the AI journey by providing a cohesive strategy, integrated technology stack, and expert guidance. This approach helps you accelerate innovation, control costs, safeguard sensitive data, and scale confidently from pilot to production, delivering measurable ROI.

2. How does Dell help organizations support data security and compliance for AI projects?

The Dell AI Factory unifies on-prem and cloud data into an AI ready fabric with an open architecture (Iceberg, Delta Lake, Parquet) and built-in governance and security, so teams can prepare, protect, and serve high-quality data to models, while helping safeguard sensitive information and the models themselves, all without vendor lock in.

3. What makes Dell's hybrid AI infrastructure unique?

Dell offers the industry's broadest portfolio of AI-optimized infrastructure, including leading servers, storage, and networking. Our solutions are designed for flexibility, scalability, and energy efficiency—empowering you to run AI workloads wherever they deliver the greatest value.

4. Can the Dell AI Factory approach support organizations with limited AI expertise?

Dell Technologies provides expert-led services, educational resources, and collaborative workshops to bridge skill gaps. Our team supports you every step of the way, from strategy development to deployment and scale.

5. How does Dell's open partner ecosystem benefit my AI strategy?

The Dell AI Factory includes an open partner ecosystem with leading technology partners like NVIDIA, AMD, Intel, and Microsoft. This flexibility gives you access to jointly engineered solutions and innovation, so you can adapt as your needs evolve and accelerate your journey to AI success.

Sources

About Dell Technologies

Dell Technologies (NYSE: DELL) helps organizations and individuals build their digital future and transform how they work, live, and play. The company provides customers with the industry's broadest and most innovative technology and services portfolio for the AI era.

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Learn more at Dell.com

[1] Enterprise Strategy Group Research Report, *Navigating Build-versus-buy Dynamics for Enterprise-ready AI*, January 2025

[2] Dell Technologies survey across 2,850 business and IT decision makers across 40 locations, all segments, June 2025.

[3] Source: Enterprise Strategy Group, 'The AI Maturity Playbook: Driving Business Impact and Innovation', March 2025

[4] Dell Technologies survey across 2,850 business and IT decision makers across 40 locations*, all segments, June 2025 (* US, UK, DE, FR and JP, Feb 2025).

[5] Based on Prowess Consulting's paper commissioned by Dell, "Which Vendor Offers the Broadest AI Portfolio for Scalable Innovation?" October 2025

[6] Dell Technologies IT Strategy Pulse, a survey by Vanson Bourne of 750 IT and business decision makers from US, UK, DE, FR and JP, November 2025

[7] Enterprise Strategy Group, "Analyzing the Economic Benefits of the Dell AI Factory with NVIDIA", August 2025.

[8] Enterprise Strategy Group, "The AI Maturity Playbook: Driving Business Impact and Innovation", March 2025