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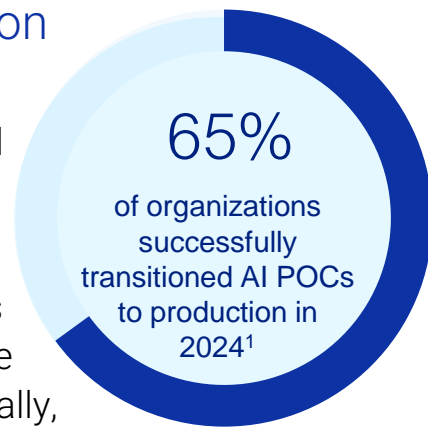**Professional Services for AI**

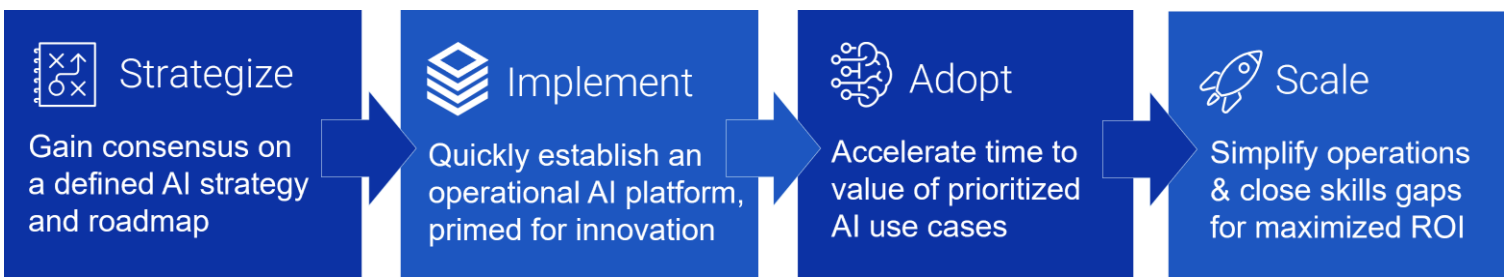## Accelerate high-value AI outcomes

AI has the potential to drive breakthrough transformation

Rapid acceleration of AI and Generative AI technology has introduced extraordinary potential. Amid growing market maturity and operational readiness, it's critical for organizations to capitalize on opportunities to drive competitive advantage.

Most organization are challenged to overcome the immense demands and complexity of AI/GenAI. Organizations recognize that data is at the core of AI success yet struggle to capitalize on and protect it. Additionally, cost optimization, scalability and growing skills gaps lead to stalled progress.

65%
of organizations successfully transitioned AI POCs to production in 2024[1]

93%
experience challenges integrating AI into business strategies.[2]

#1
risk organizations are concerned about is data privacy & security.[3]

50%
lack ability to select, deploy & manage AI solutions to meet business requirements.[4]

55%
of AI use case projects take longer than expected to get to production.[4]

Top 10
leading challenges implementing AI includes skills & expertise.[5]
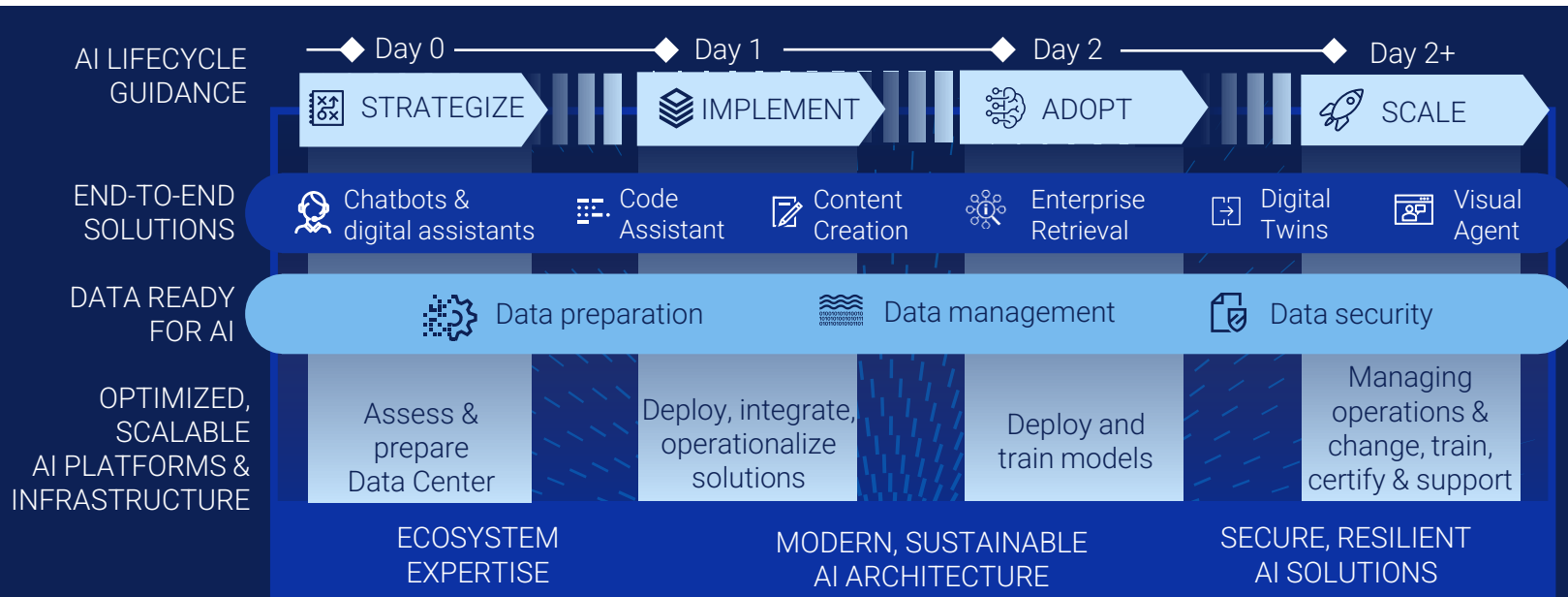

The Dell AI Factory simplifies enterprise AI, delivering tailored, end-to-end solutions. Dell Professional Services is critical to quickly achieve business-aligned outcomes with expert guidance throughout the AI lifecycle—closing skills gaps, accelerating time to production of AI solutions and streamlining processes—our experts improve AI adoption and maximize ROI.

Strategize
Gain consensus on a defined AI strategy and roadmap

Implement
Quickly establish an operational AI platform, primed for innovation

Adopt
Accelerate time to value of prioritized AI use cases

Scale
Simplify operations & close skills gaps for maximized ROI

1. Source: Dell Chief Strategy Office enterprise AI adoption survey of ~3,800 ITDMs & AI practitioners across US, UK, Germany, Japan and India, November 2024.
2. Dell Technologies survey across 750 business and IT decision makers across US, UK, DE, FR and JP, all segments, Feb 2025.
3. IDC Report: From Breakthrough Innovation to Impact: Monetizing the AI Moment Philip Carter, Directions 2024
4. ESG, "The AI Maturity Playbook: Driving Business Impact and Innovation", Mike Leone, commissioned by Dell Technologies, actual results may vary
5. Source: ESG, "There's No Time to Waste: Confidently Moving Ahead With Enterprise AI, Mike Leone, November 2024

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Professional Services accelerate AI adoption from day zero and beyond

Dell Services experts help overcome your most pressing issues and move forward in a way that maximizes outcomes and achieves business value faster. Whether you're unsure the right approach that meets business goals, lacking internal alignment or hesitating with investment decisions, we meet you where you are. Experts define the right use cases, focus areas, data sets, security requirements and technology options plus the actions to be successful.

Overcome complexity and maximize business-aligned outcomes

Organizations struggle to define and integrate the right solutions in a way that meets their unique environment, use cases and workflows. End-to-end solutions backed by extensive ecosystem expertise from Dell Services provides seamless deployment, implementation and optimization of high-performing on-prem AI hardware , software, tools and applications. We enable streamlined operations and ensure optimal technology performance, with options for fully managed operations, dedicated resident experts, training and certification, comprehensive infrastructure support and improved adoption of new systems and tools.

Maximize AI outcomes with data and promote trust in your use of AI

Organizations must determine how to bring the right teams together at the right time to deliver IT, data management and security and resilience aligned to business priorities. Dell Services streamlines robust data management, delivering repeatable, scalable, automated data processes that scale across multiple AI use cases, accelerating time-to-value of data platforms and driving stronger data governance and scalable AI systems for maximized ROI. And our deep expertise in alignment with industry-leading security frameworks meets critical AI security and resilience needs throughout the lifecycle

D≪LL Technologies

✓ Most comprehensive AI portfolio to securely, easily deploy enterprise AI workloads at scale[1]

✓ Over 3,000 global customers accelerating AI initiatives with the Dell AI Factory[2]

✓ Up to 62% more cost effective inferencing on-prem vs. public cloud with Dell AI Factory[3]

✓ 49+ Exaflops of accelerated computing power globally

✓ 1.9+ Exabytes active Managed Services engagements[4]

✓ 25 years, 250+ experts in HPC, InfiniBand & Enterprise SONiC deployments & AI networking

[1]   Based on Dell analysis, July 2024.
[2]   Based on April 2025 Dell analysis of customer order data.
[3]   Based on Enterprise Strategy Group White Paper commissioned by Dell, "Understanding the total cost of inferencing large language models," April 2025. Actual results may vary.
[4]   Based on Dell analysis, May 2025

Accelerate your AI maturity, with easy points of entry

Half-day fee waived facilitated workshop to gain consensus and defined actions for achieving AI use case objectives

Learn more about our Accelerator Workshop

Enable rapid model prototyping in a pre-validated environment on a Precision AI workstation

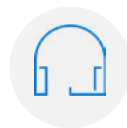**Learn more about Accelerator for RAG**

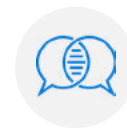Experiment and evaluate use case feasibility and value creation ahead of on-prem scaled production

Ask your Dell representative about an AI use case pilot

Learn more about Professional Services for Generative AI

Contact a Dell Technologies expert

Join the conversation with #DellTechnologies

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