

# 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 do business, especially for driving greater value from data. But as with any emerging technology, tangible business value is gained only by leveraging Generative AI the right way for the unique demands of your business.

Professional Services for Generative AI will drive value to your business 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 business can be challenging. By partnering with Dell, your business 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 business

#### *Opportunities for GenAI*

**77%**

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

**52%**

believe GenAI will support data analytics and business intelligence<sup>3</sup>

**40%**

of C-level respondents plan to invest in Generative AI in 2023<sup>2</sup>

#### *top challenges companies 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 business?

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

### Create a strategy and roadmap to achieve your Generative AI (GenAI) vision

- Leverage the proven methodology of Dell ProConsult Advisory Services to help you define your ideal future state, design a new GenAI solution architecture, and identify required IT skills
- Gain consensus from business and IT leaders for prioritized use cases for GenAI
- Create and validate a GenAI roadmap and next steps aligned to use cases
- Identify how GenAI can streamline business and technical processes using Dell's validated process optimization with value stream mapping approach



## Implementation Services for Generative AI

### Establish your Generative AI platform, primed for innovation

- Establish an operational GenAI platform for inferencing and model customization aligned to Dell Validated Design for GenAI with NVIDIA
- Prepare enterprise data for Large Language Model integration and ensure data integrity through a rigorous process of identifying data requirements, cleansing, labeling, and anonymizing data sets
- Knowledge transfer and best practice sharing to set your IT teams up for future success



## Adoption Services for Generative AI

### Accelerate time-to-value for your use cases

- Through multiple workshops, Dell professionals review your use cases with project stakeholders and determine the best model to meet your needs.
- With your unique use cases in mind, Dell experts deploy and configure a pre-trained Generative AI inferencing model for your business.
- We then conduct knowledge transfer sessions covering software stack use, architecture and best practices for adoption of your new inferencing model.

# Scaling Services for Generative AI

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

- Enlist Dell experts to fully manage your Generative AI environment with **Managed Services for Generative AI**
- Address key IT skills gaps with **Education Services for Generative AI** – we work directly with your team and ensure your team has the skills required to be successful
- **Dell residents** extend internal capabilities and skills to drive your Generative AI initiatives forward and keep your Generative AI infrastructure running at its peak

## 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 business value.



Forbes named Dell Technologies among 2023 World's Best Management Consulting Firms, with star ratings in Data Analytics and Big Data, Digital Transformation, IT Strategy and IT Implementation.



We offer full-stack scalable Generative AI solutions, in collaboration with NVIDIA



Dell Services provide deep AI expertise at every stage to accelerate tangible time-to-value

## 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 business 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 Webinar, Unlocking Business Success with Generative AI, May 2023

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