

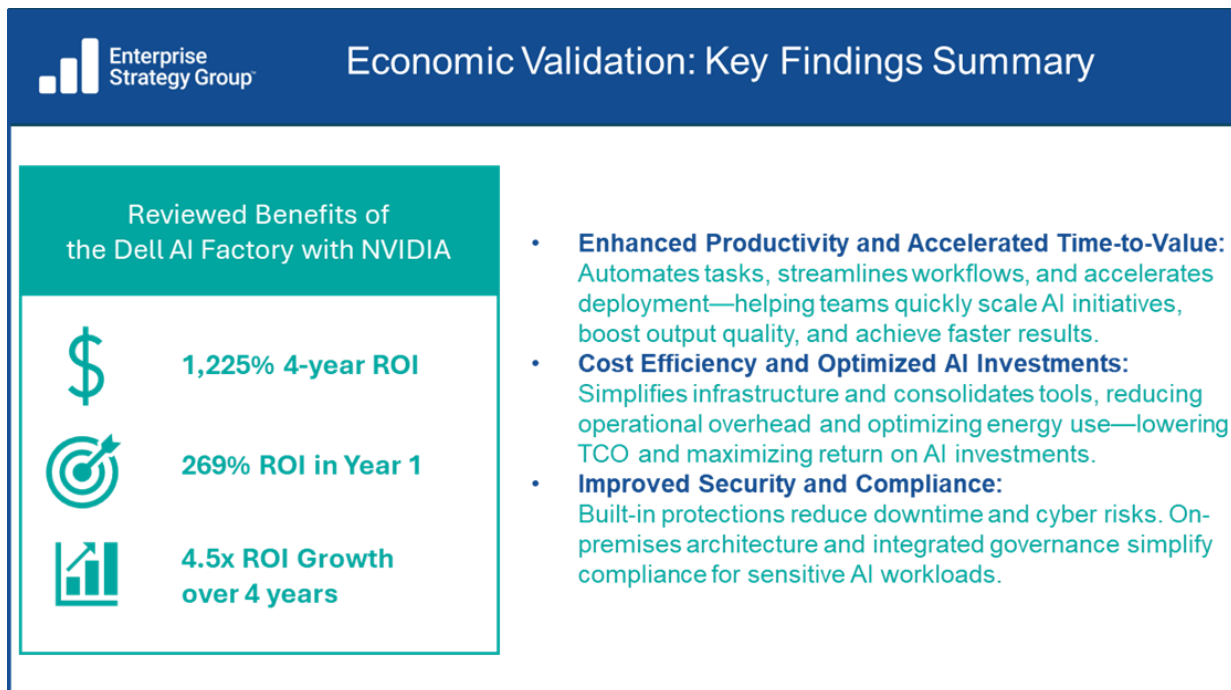
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Analyzing the Economic Benefits of the Dell AI Factory with NVIDIA

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Abstract: Enterprise Strategy Group completed a qualitative and quantitative economic analysis of the Dell AI Factory with NVIDIA based on interviews with customers, extensive Enterprise Strategy Group research, and the creation of a conservative economic model. The results illustrate that the Dell AI Factory with NVIDIA can help customers accelerate their AI initiatives, achieving up to **1,225% ROI over four years**, while also removing much of the complexity that can come with DIY AI.



Challenges for Enterprises

AI has quickly evolved from being a promising technology to an essential component of most companies' business strategies today. According to research conducted by Enterprise Strategy Group, nearly every organization (99%) has adopted, is testing, or is planning to adopt AI solutions in their operations.¹ These initiatives reflect strategic commitments, and with 70% of those organizations already having AI in production, this shift to AI is happening rapidly. However, successful scaling of AI involves more than just the purchase of AI infrastructure like GPUs and other hardware. Organizations must balance investments across people, processes, technology, security, and ongoing support to fully realize AI's potential.

¹ Source: Enterprise Strategy Group Research Report, *Navigating Build-versus-buy Dynamics for Enterprise-ready AI*, January 2025.

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The Solution – The Dell AI Factory with NVIDIA

The Dell AI Factory with NVIDIA is an enterprise-ready approach designed to help organizations adopt and scale AI in an easier, more effective, and secure way. It brings together Dell's AI-optimized infrastructure with NVIDIA's leading-edge software and acceleration technologies to simplify the deployment and management of AI across the organization. It is built to address the common challenges that organizations face when operationalizing AI, such as high infrastructure costs, complex data management, and security risks.

Economic Validation Highlights

Our economic analysis revealed that, when deployed in on-premises environments, the Dell AI Factory with NVIDIA provides its customers with savings and benefits of up to **1,225% ROI over four years** in the following key areas:

- **Enhanced productivity and accelerated time to value.** The Dell AI Factory with NVIDIA helps organizations boost productivity, accelerate AI deployment, and streamline day-to-day operations through automation, faster workflows, and IT efficiency. Modeled benefits showed a 4-year ROI of up to 1,097%.
- **Cost efficiency and optimized AI investments.** By reducing total cost of ownership (TCO), infrastructure complexity, and energy use, the solution helps organizations maximize the return on AI investments and scale more affordably. Modeled benefits showed a 4-year ROI of up to 76%.
- **Improved security and compliance.** The Dell AI Factory with NVIDIA enhances business continuity and governance by reducing downtime, mitigating cyber risks, and simplifying compliance with built-in protections across the AI environment. Modeled benefits showed a 4-year ROI of up to 52%.

Conclusion

As AI moves from pilot projects to essential business operations, organizations face significant challenges in scaling AI. Key barriers include high infrastructure costs, complex data management, stringent security requirements, legacy systems, limited AI expertise, fragmented internal alignment, and uncertainty around AI's financial impact. To succeed, enterprises need solutions that seamlessly integrate, offer predictable scalability, and simplify governance and budget management.

“With the Dell AI Factory with NVIDIA, we got a one-year head start on everyone else, giving us time to innovate, deploy more use cases, and build internal expertise before others even got started.”

In our view, the Dell AI Factory with NVIDIA offers organizations a strategic path to overcoming the most common AI scaling obstacles. By simplifying deployment, accelerating productivity, and enhancing both security and operational efficiency, the Dell AI Factory with NVIDIA delivers sustainable, predictable long-term value. Our model also showed that the Dell AI Factory with NVIDIA delivers rapid returns, with a **269% ROI in the first year** alone. Enterprise Strategy Group recommends that organizations evaluating AI solutions engage directly with Dell and NVIDIA representatives to explore how this approach aligns with their specific strategic goals. To learn more about the Dell AI Factory with NVIDIA, visit <http://www.dell.com/NVIDIA-AI>.

Read the full report [HERE](#).

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