

PRESIDIO®

DELL Technologies
TITANIUM BLACK PARTNER

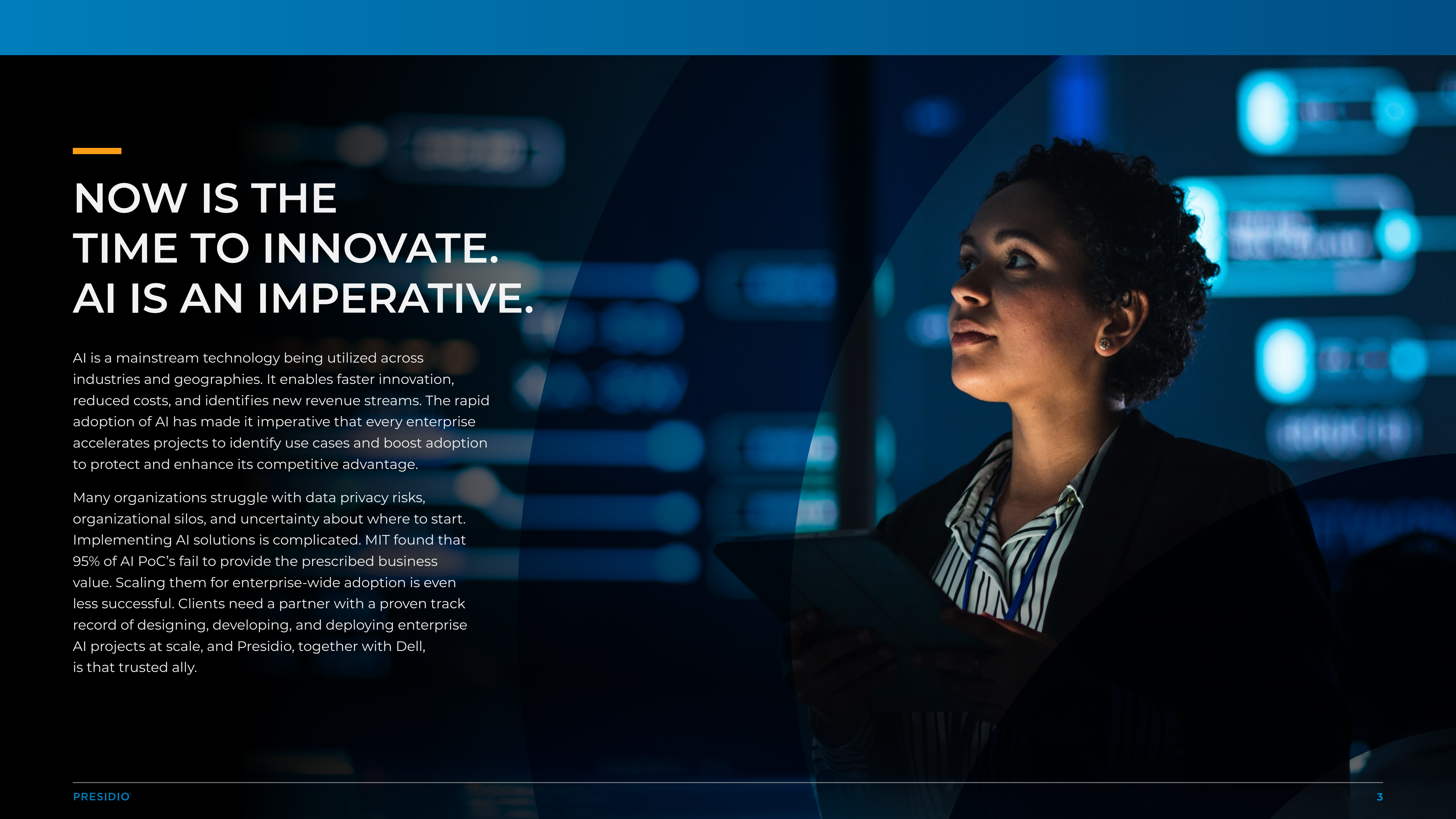
REALIZING YOUR AI OBJECTIVES:

From Experiments to Enterprise Value

How Presidio and Dell help accelerate
business outcomes with AI that is secure,
governed, and aligned to your objectives.



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A woman with short, curly dark hair is shown in profile, looking upwards and to the right. She is wearing a dark blazer over a light-colored striped shirt and a blue lanyard. She is holding a tablet computer. The background is a server room with rows of server racks and glowing blue lights. A large, semi-transparent blue circle is overlaid on the right side of the image.

NOW IS THE TIME TO INNOVATE. AI IS AN IMPERATIVE.

AI is a mainstream technology being utilized across industries and geographies. It enables faster innovation, reduced costs, and identifies new revenue streams. The rapid adoption of AI has made it imperative that every enterprise accelerates projects to identify use cases and boost adoption to protect and enhance its competitive advantage.

Many organizations struggle with data privacy risks, organizational silos, and uncertainty about where to start. Implementing AI solutions is complicated. MIT found that 95% of AI PoC's fail to provide the prescribed business value. Scaling them for enterprise-wide adoption is even less successful. Clients need a partner with a proven track record of designing, developing, and deploying enterprise AI projects at scale, and Presidio, together with Dell, is that trusted ally.



BUSINESS OBJECTIVES DRIVE AI SUCCESS

To maximize the business impact of AI initiatives, Presidio recommends alignment with high-value business use cases, organizational technical capabilities, and readiness.

Dell's enterprise-grade infrastructure enables AI operationalization at scale, featuring PowerEdge Servers with NVIDIA GPUs, PowerScale and PowerStorage storage, and software platforms such as Dell AI Data Platform.

By combining cloud-native services such as AWS Bedrock, Anthropic, and Gemini with Dell-powered private, on-premises environments, Presidio helps clients deploy hybrid architectures that balance flexibility and control. Governance and security are built in, ensuring intellectual property is protected and compliance requirements are met while unlocking new AI-driven opportunities. Presidio also offers P.A.T.H. (Programmable AI Technology Hub), our demonstration and innovation lab for developing private and hybrid AI solutions for enterprise clients.

Presidio and Dell combine to enable enterprise evolution — from generative AI pilots to fully automated agentic AI systems on a modern and resilient infrastructure.



KNOW WHERE YOU STAND:

THE PRESIDIO AI MATURITY MODEL

AI maturity differs by organization. Presidio uses a three-stage AI maturity model to help enterprise leaders evaluate their current position.

STAGE 1

Explorative

At this stage, AI is typically applied to narrow pain points, such as improving the efficiency of a single customer service agent. Progress is constrained by data silos, informal governance, and limited compute resources, with experiments emerging from individual champions rather than a unified enterprise strategy.

STAGE 2

Established

AI deployments transition from addressing individual pain points to tackling organizational challenges, supported by centralized data lakes, formal governance, and scalable cloud or on-premises clusters that enhance the reliability of analytics. Meanwhile, blended open-source and proprietary models run on these scalable cloud or on-premises clusters. Security becomes enterprise-wide, and workflows are re-engineered to incorporate AI. Collaboration grows between IT, operations, and business units, and a central AI team often begins to coordinate efforts.

STAGE 3

Autonomous

AI is no longer just about solving problems. It's also about generating revenue and gaining a competitive edge. Data is fully integrated and interoperable, quality control is automated, and critical applications are deployed privately with advanced orchestration and containerization. Security detection and response systems are incorporated directly into the AI lifecycle. At this stage, agentic AI autonomously orchestrates workflows in real time, supported by continuous monitoring, risk assessment, and a highly integrated operating model that aligns business and technology strategies.

By mapping clients across these stages, enterprises can identify their current position, anticipate challenges in the next phase, and chart a path to unlock AI's full potential.



AI USE CASES:

CREATING MEASURABLE IMPACTS ACROSS INDUSTRIES

HEALTHCARE

AI is driving intelligent orchestration in healthcare by continuously adapting scheduling to increase operational efficiency, reduce wait times, and enhance patient satisfaction. AI is also being applied to proactively identify adverse clinical events by integrating multiple data sources and triggering timely interventions.

MANUFACTURING

Manufacturers are increasing throughput, reducing downtime, minimizing scrap, and lowering repair costs by using AI to analyze real-time sensor data for predictive maintenance, intelligent production scheduling, and quality control. In medical devices, AI-powered computer vision detects microscopic defects, predicts failures before shipment, and enhances quality control at scale.

FINANCIAL SERVICES

Financial institutions are using AI to optimize portfolio allocation and risk management through automated rebalancing, improving both performance and compliance. Fraud detection is strengthened through intelligent oversight that integrates data, identifies patterns, and escalates fraudulent activity for immediate response.

TELECOMMUNICATIONS, MEDIA, ENTERTAINMENT, AND GAMING

In telecommunications, media, entertainment, and gaming, AI is increasing audience engagement by personalizing content, optimizing programming, and creating tailored interactive experiences. Gaming providers are applying AI to dynamically adjust gameplay, improve player retention, and optimize monetization.

RETAIL

Retailers are personalizing engagement, boosting conversion rates, and strengthening loyalty programs using AI. AI is also employed to optimize inventory and supply chains, reduce stockouts and overstock, and enhance forecast accuracy and supplier coordination.

FROM INFORMATION TO ACTION:

AGENTIC AI

Most early forays into enterprise AI focused on simple chat-based tools. The systems utilize prompts (questions) as inputs and provide answers, but their interaction was limited to text. To unlock the business value of AI, you need it to do more than simply respond to questions. Agentic AI is capable of handling complex tasks and reducing manual work.

Agentic AI can execute tasks such as checking calendar availability and scheduling a meeting, rebalancing an investment portfolio in real-time, or dynamically adjusting a project line to optimize output. Agentic AI is being used extensively in software development to

generate code, create applications, and improve performance securely. AI IT Operations (ITOps) can orchestrate workflows across multiple systems, continuously monitor inputs and adapt processes in real-time.

The shift from passive chat to active orchestration yields transformational organizational benefits. Agentic AI adoption requires alignment across three key areas — business value, technology capability, and organizational readiness. The Presidio Agentic AI Readiness Assessment (ARIA) evaluates each of these areas and provides client-specific recommendations to ensure AI adoption is feasible, secure, compliant and cost-effective.





THE PRESIDIO APPROACH:

ALIGNED TO YOUR PRIORITIES AND OBJECTIVES

Presidio offers two implementation approaches, both of which are tailored to meet organizational priorities and assess risk.

Sequential approach (governance-centric):

The focus is on establishing governance, security, and compliance requirements. This process leads to the development of a modernization roadmap, pilot deployments with curated data, and incremental expansion using feedback loops.

Dynamic approach (innovation-centric):

The process results in creating a high-impact use case, an adaptive AI query engine, human-supported auditing and validation, and role-based security. These initiatives help enterprises grow iteratively while modernizing governance and data management.

Both approaches can deliver early wins while laying the foundation for enterprise-wide transformation.

THE PRESIDIO ENGAGEMENT MODEL:

FOUR STEPS TO AI ADOPTION

01

RAPID ALIGNMENT WORKSHOP AND USE CASE ACCELERATOR FOR AGENTIC AI

(Half-day or full day)

Presidio recommends starting with a Rapid Alignment workshop to ensure stakeholders agree on a shared approach and to prioritize agentic AI use cases, data needs, and governance frameworks.

- ✦ Establish a common understanding of what agentic AI is and its capabilities
- ✦ Identify client-specific strategic advantages for deploying agentic AI
- ✦ Identify and prioritize pilot use cases
- ✦ Map required data sources and requirements
- ✦ Clarify the organization's risk appetite and speed requirements

02

PRIORITIZED USE CASE ACCELERATOR

(4 to 6 weeks)

- ✦ Assumes pre-confirmed AWS cloud hosting and a large language model (LLM)
- ✦ Develop and test a pilot with a standard front-end UI
- ✦ Deliver a functional non-production prototype within 4 to 6 weeks

03

AGENTIC AI USE CASE EXPANSION

(~6 months)

Executed by a solution owner-led team (pod model):

- ✦ Add features to the initial accelerator use case(s)
- ✦ Define the scope and deliver additional prioritized use cases
- ✦ Flexible Presidio team involvement provides support, improvements, and assistance in exploring new use cases
- ✦ Operate within a fixed monthly budget for predictable investment costs

04

OPEN AGENTIC AI ALIGNMENT

(4-6 weeks)

- ✦ Establish an AI governance board
- ✦ Categorize the use cases best suited for off-the-shelf versus custom agentic AI
- ✦ Develop an integration and alignment strategy for off-the-shelf AI solutions
- ✦ Create an acceptable use policy for existing AI solutions
- ✦ Outline process optimization requirements to support scalable adoption

PRESIDIO HUMAN AI:

A HUMAN-CENTRIC APPROACH TO HARNESSING AI

Presidio Human AI (HAI) helps people work faster, better, and smarter. It appears iterative collaboration between humans and AI is the way forward. HAI is a revolutionary methodology, powered by decades of experience and the latest AI advancements.

HAI helps enterprises accelerate time-to-market, deliver higher quality, and optimize resources. For organizations struggling to adopt AI for enterprise needs responsibly, HAI is the answer.

By merging human ingenuity with AI acceleration, Presidio HAI is transforming how enterprises develop, modernize, and deliver technology.





HAI Build reinvents the software development lifecycle. Over the past 40 years, development has become more complex, costly, and slow, with little improvement in time-to-market since 2000. HAI Build flips this trend by enabling every developer to perform like your best one, automating repetitive tasks and fostering a collaborative environment.

80%
fewer
bugs

60%
better team
efficiency

50%
faster
time-to-market

hai | MODERNIZE

HUMAN AI

HAI Modernize accelerates the transformation of legacy applications into cloud-ready microservices faster. The approach combines AI acceleration with human validation to handle complex modernization tasks like analyzing code, rewriting for cloud deployment, and creating microservices. Results are achieved in weeks or months, not years.

50%

lower application
maintenance and
operating costs

40%

faster
time-to-market

20%

improvement in
user experiences



PRESIDIO + DELL:

DELIVERING MEASURABLE AI RESULTS

AI is a game-changer when implemented correctly. Healthcare providers cut wait times and reduce the risk of adverse events. Financial institutions increase their return on investment while minimizing losses from fraud. Manufacturers decrease downtime and enhance product quality.

Implementing AI responsibly with strong governance and security remains a significant challenge. Presidio and Dell provide the strategy, architecture, and engagement model to help you overcome these challenges.

Add it all up, and it's clear: Presidio and Dell deliver AI initiatives from PoC to production that solve real-world use cases and maximize business value.

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Your AI success starts with a single step.

Contact Presidio to **book a Rapid Alignment Workshop** or **request an Agentic AI Readiness Assessment** today and let Presidio and Dell show you how to turn experiments into enterprise-wide AI adoption with measurable business impact.