PRESIDIO®

WORKSHOP

PRESIDIO® Lighthouse

AI Spend Rationalization Workshop



Turn AI spend into measurable value.

AI spend is accelerating, but for most organizations it pools in individual productivity that is necessary yet rarely differentiating, while the enterprise workflows and intelligence work that would set them apart go unfunded and unmeasured.

The AI Spend Rationalization Workshop is a one-day, co-delivered executive engagement that reads a measured view of your AI spend against where value is actually created, then works the levers to move spend toward what differentiates you and optimize what does not, so the savings can be reinvested in the innovation that drives growth.

WHO SHOULD PARTICIPATE

The session works with your AI executive leadership mix, as long as a few key perspectives are in the room.

- **Financial:** Owns AI ROI and budget, often the CFO or FP&A
- **Technology and Architecture:** Owns tools and infrastructure, often the CIO or CTO
- **AI Value:** Knows where AI creates value, often the Head of AI or Chief Data and AI Officer
- **Cost Governance:** Manages AI cost, guardrails, and FinOps
- **Business Outcome:** A leader who ties AI spend to results, often the COO or business-unit leads

KEY WORKSHOP OUTPUTS

- **AI Spend Baseline:** Total AI spend by provider and surface, per user by name
- **AI Usage-to-Value Map:** Where AI is used, mapped to the value categories
- **Spend-vs-Value Read:** Where spend goes versus where value is created, and whether to invest or optimize
- **Cost Lever Recommendations:** Five levers with people, process, and technical implications
- **Recommended Focus:** Where to invest versus optimize, shaped by appetite for change
- **Practice Hand-off:** The redesign work mapped to the teams that execute it

WORKSHOP TOPICS

The discussion focuses on where AI spend is going, what value it creates, and where investment should change.

- **Spend Baseline:** Reviewing AI spend by provider, surface, and user
- **Value Categories:** Individual productivity, enterprise workflows, and the intelligence and decision layer
- **Spend Versus Value:** Where the money goes against where value is created, and what is left on the table
- **The Five Levers:** Model, agent, workflow, infrastructure, and user, each with its implications
- **Spend Inefficiencies:** Tool sprawl, duplicate licenses, and unowned shadow AI to optimize
- **Focus and Hand-Off:** Appetite for change, where to invest versus optimize, and the practice hand-off

WORKSHOP BENEFITS

- **Reinvest with Confidence:** Redirect underperforming spend toward growth and innovation priorities
- **Sharper Business Decisions:** Replace opaque AI costs with clear, defensible choices
- **Alignment to Outcomes:** Connect every AI investment directly to the business results it should drive
- **Greater Agility:** Move faster to scale, adjust, or retire investments as priorities and markets shift
- **Rising Return On Investment:** Keep value climbing even as AI adoption expands across the business
- **Less Waste, More Focus:** Eliminate duplicate tools and unowned spend so resources go where they matter

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ABOUT PRESIDIO LIGHTHOUSE

We understand the AI journey because we've walked it ourselves. Presidio AI Studio gave us firsthand experience adopting, governing, and scaling AI, with 1,500+ employees enabled with agentic workflows, 92B+ tokens processed, and a 31% reduction in session costs. That experience shapes how we advise customers before proposing technology.

Presidio Lighthouse builds on that foundation, combining deep AI expertise with a commitment to real outcomes. We work alongside customers throughout their journey, aligning people, process, and technology to clarify priorities, build the right architecture, implement solutions, and support scale.

Presidio Lighthouse Advisory holds that alignment together across business stakeholders, IT architecture, Presidio delivery teams, and managed services, keeping everyone focused on shared outcomes, measuring results, and using those insights to determine what comes next.

OUR AI POINT OF VIEW

When you partner with Presidio, we show you where AI creates value, how organizations should build and govern AI, and how to scale it safely. Start anywhere.

- **Clarify**
  Find where AI creates value. Prioritize the highest-impact cases.
- **Realize**
  Ship AI that works for you. Governed, deployed, and built for your data.
- **Scale**
  Roll AI out across your organization without losing control.

WHY PRESIDIO

Presidio is here to guide your business transformation journey by helping you carefully navigate the fast-changing tech landscape. As the bridge between where you've been with foundational IT, and where you're going with modern AI and cloud services, we measure success with you on the terms you define. We strive to build lifetime relationships with each of our customers, and we do so by being fearless, fast, flexible, and compassionate. It's our mission to earn your trust and deliver innovative, high-quality outcomes at speeds once thought not possible, so you can achieve your business goals faster.

Align your AI strategies today with Presidio.
Most AI initiatives stall for organizational reasons, not technical ones. Presidio's workshops align strategy, operations, and architecture upfront, turning AI ambition into a clear roadmap. Sessions like AI Priorities Workshop, AI Future Visioning, and AI Governance Strategy focus efforts aligned to your business outcomes.

Contact Presidio today:
www.presidio.com/contact-us/

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