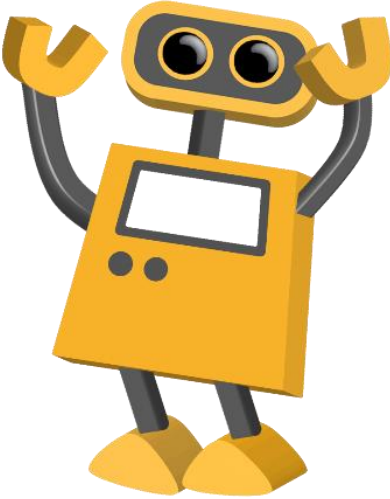**DELL**Technologies

Accelerate Intelligent Outcomes Everywhere with AI

Fabricio Bronzati
Fabricio.Bronzati@dell.com

Learn from Experience

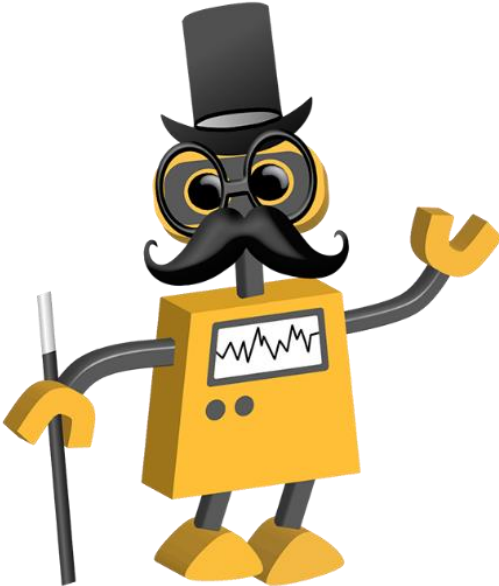Follow Instructions

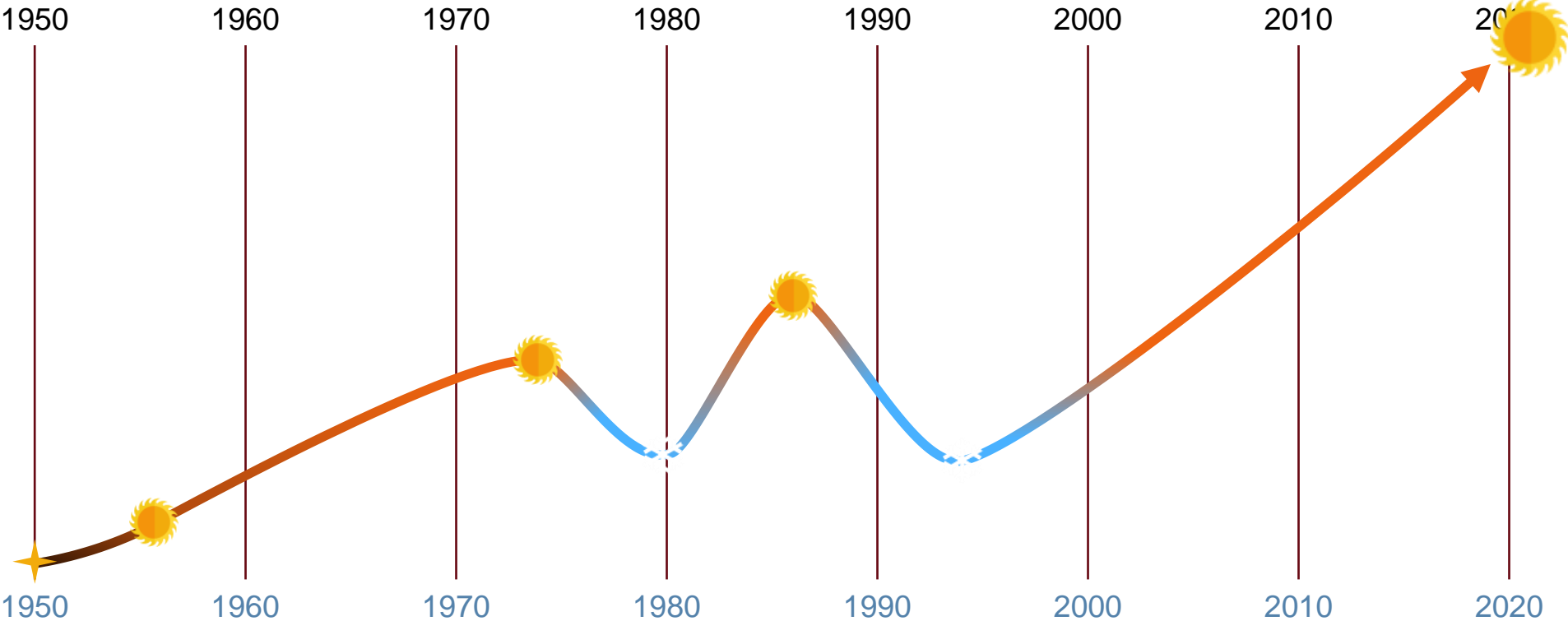Question: Can we get Machines to learn from ~~Experience~~ too?

Data

Response: YES!!

Algorithms teach the computer how to learn from "Previous Experiences" or Data

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Brief history of Artificial Intelligence
What makes this time any different?

1950   1960   1970   1980   1990   2000   2010   20

1950   1960   1970   1980   1990   2000   2010   2020

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Timing is everything …
What makes this time any different?
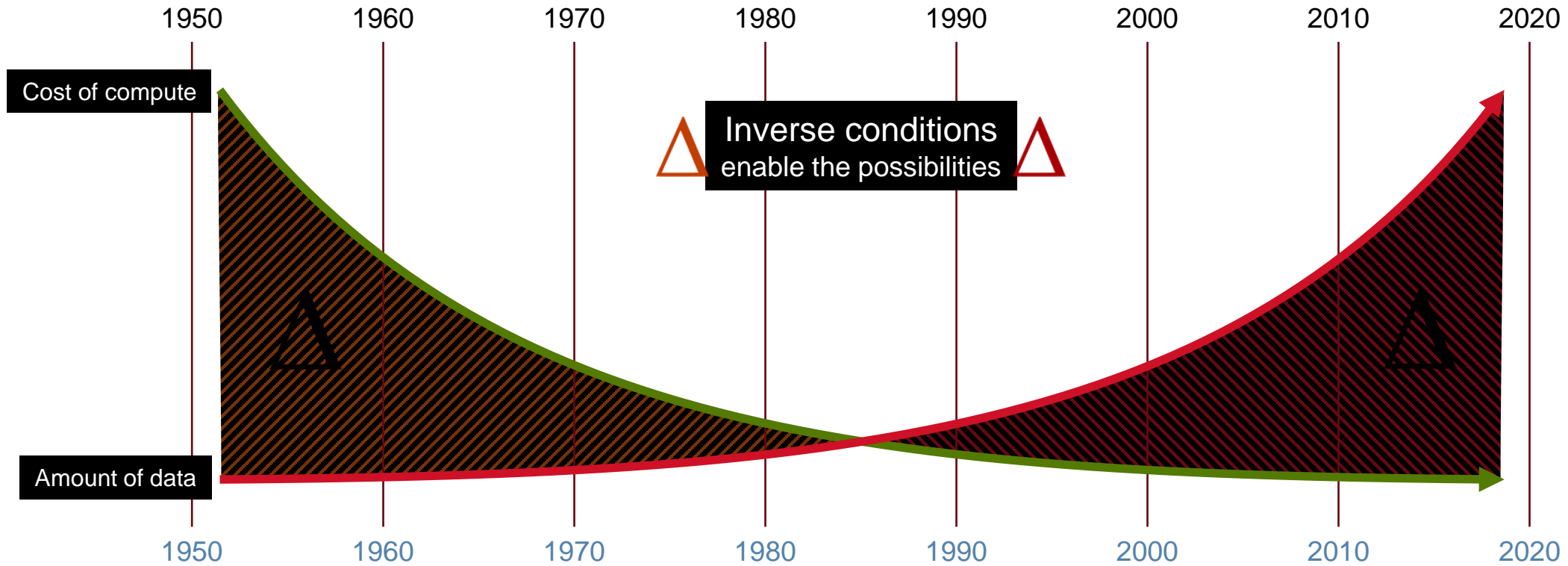
DELL Technologies

53%
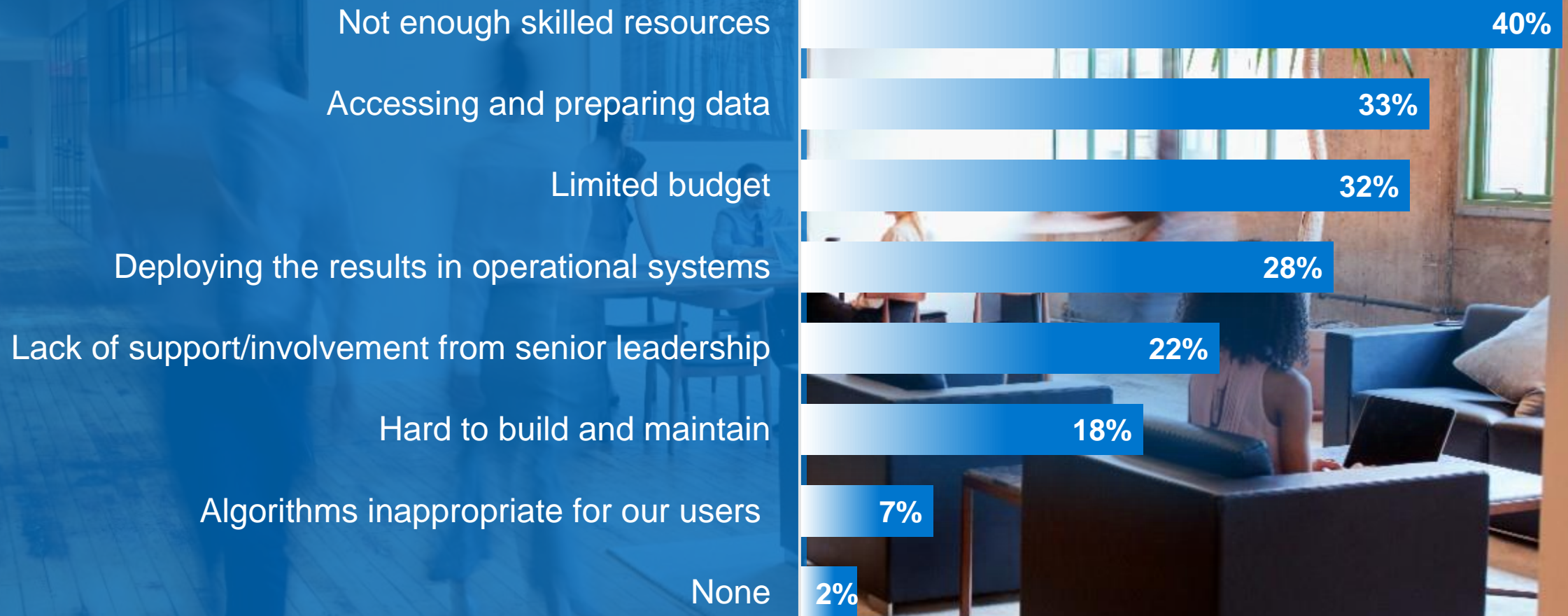said that business users "are not clear about what they expect" from AI/ML projects

TechRepublic. Managing AI and ML in the enterprise 2019: Tech leaders expect more difficulty than previous IT projects. March 2019.

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The most significant barrier to AI adoption

Barrier	Percentage
Not enough skilled resources	40%
Accessing and preparing data	33%
Limited budget	32%
Deploying the results in operational systems	28%
Lack of support/involvement from senior leadership	22%
Hard to build and maintain	18%
Algorithms inappropriate for our users	7%
None	2%

[1] 451 Research. Voice of the Enterprise (VotE): AI/ML. 2019.

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Hierarchy of needs

IT environment

Software ecosystem

Models

Data

Use case

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Hierarchy of needs

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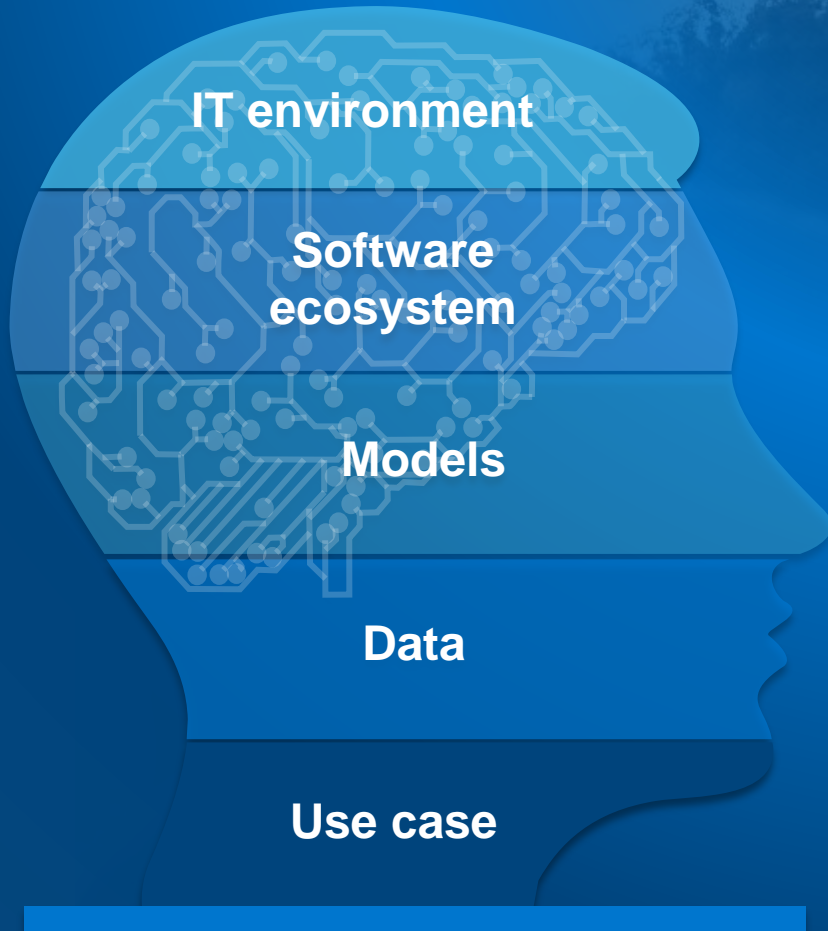
IT environment
Private, public or edge cloud? What are the latency and throughput requirements?

Software ecosystem
How do I get the trained model into production? What development process—cloud native or monolithic?

Models
Which model approaches work best? Which tools will the data scientist use to build, train and prove this model?
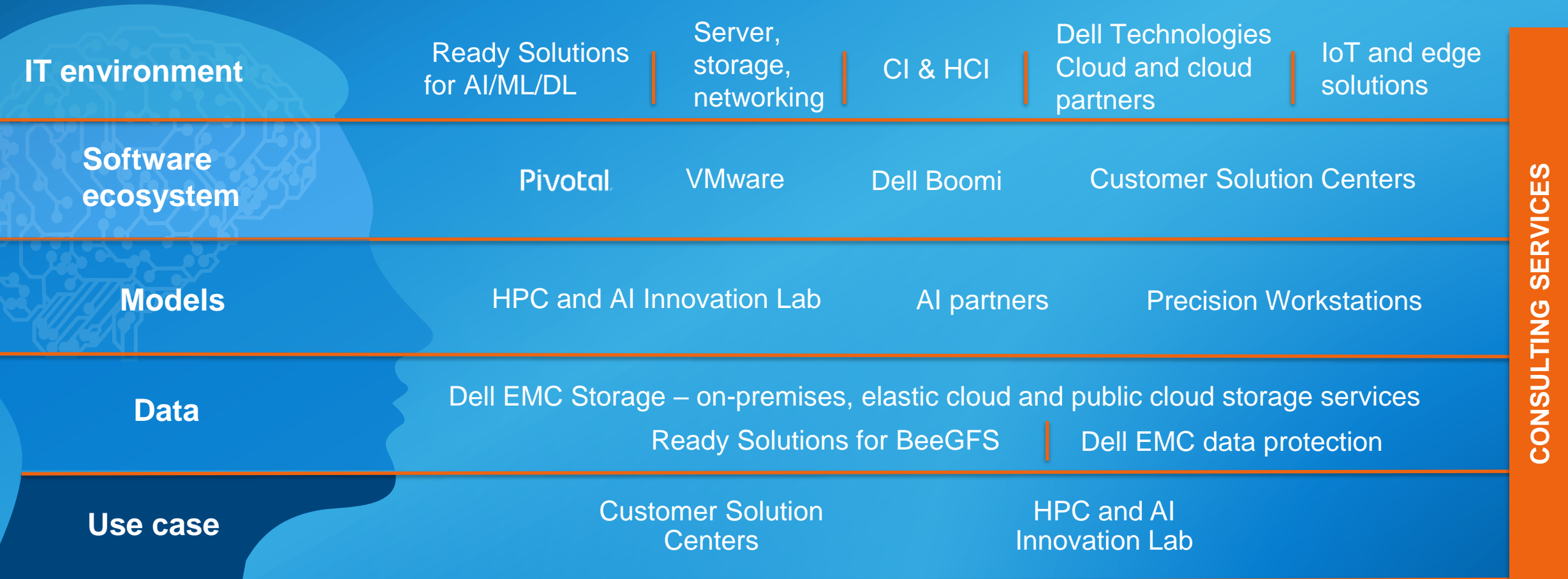
Data
What data is available? Where is the data stored? What needs to be done to prepare it?

Use case
What's the strategic impact? Is it feasible? How will success be measured?

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A smarter portfolio for AI

IT environment	Ready Solutions for AI/ML/DL	Server, storage, networking	CI & HCI	Dell Technologies Cloud and cloud partners	IoT and edge solutions
Software ecosystem	Pivotal	VMware	Dell Boomi	Customer Solution Centers	
Models	HPC and AI Innovation Lab		AI partners	Precision Workstations	
Data	Dell EMC Storage – on-premises, elastic cloud and public cloud storage services				
	Ready Solutions for BeeGFS		Dell EMC data protection		
Use case	Customer Solution Centers		HPC and AI Innovation Lab		

CONSULTING SERVICES

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Apps and data are everywhere

HYBRID CLOUD

Public cloud

Private cloud

Edge cloud

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Customer successes

Sensory overload. Maximum overdrive.

900 thrilling horsepower and almost that many data collection points. See how all of it's a part of McLaren's winning strategy.

McLaren

A Harvest Full of Insights

24-7, AeroFarms collects millions of data points from farms stacked vertically. Using modern imaging, big data and machine learning, they're turning everything about a plant into data.

AeroFarms

PARTNERS HEALTHCARE

GoalControl

American Red Cross

GE

OTTO MOTORS

tgen

Chitale DAIRY

Columbia

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Accelerate intelligent outcomes everywhere

Align business and IT to a data-first culture

Put any data to work anywhere in any way

Achieve success at any scale as you grow

D❤LL Technologies

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