

Commercial Outcomes with AI

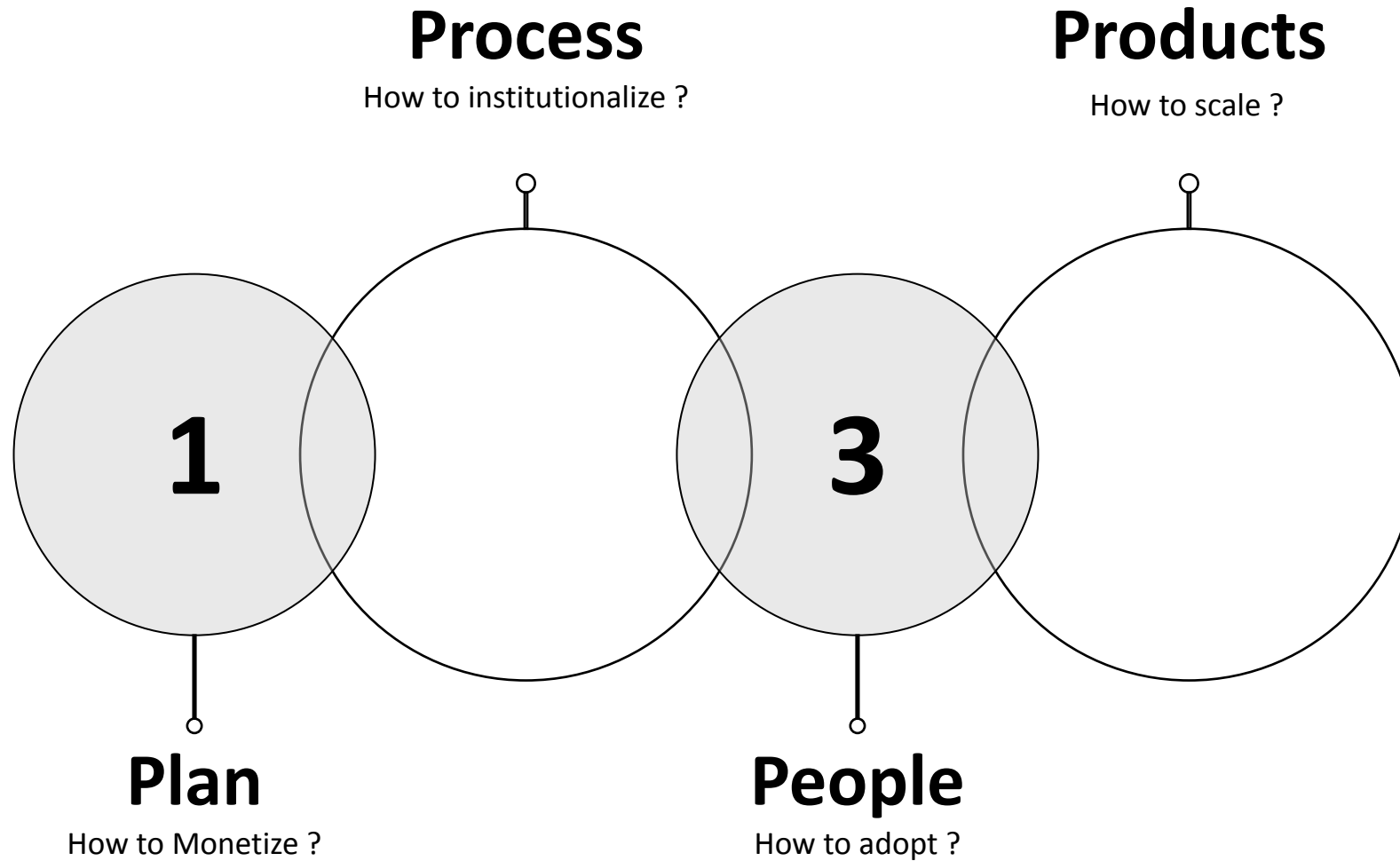
New Data/AI CXO

Use Cases
“Time to Value”



Capabilities
“Scaled Impact”

Four Key Ingredients of Success

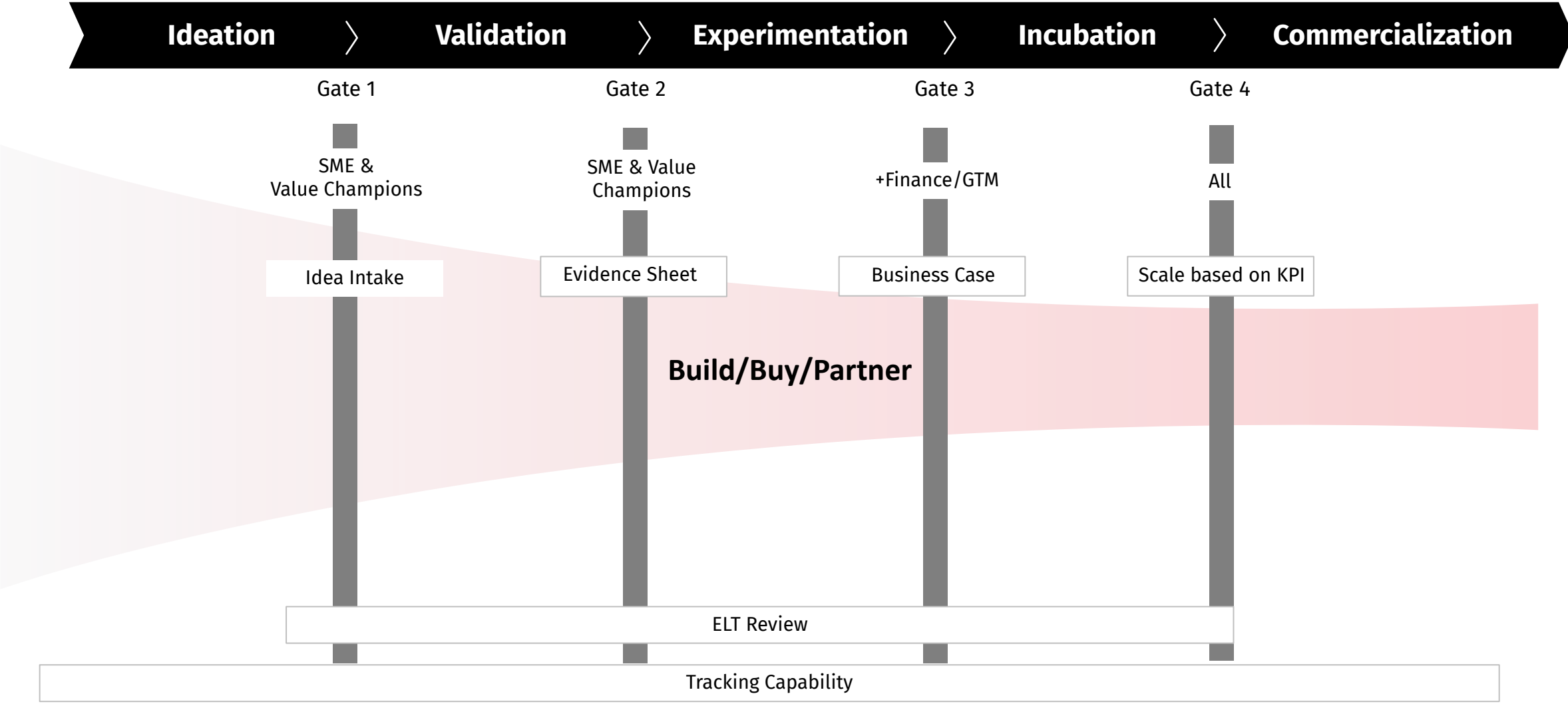


Plan

Key Observations	Monetization Approach		
• Eliminate Grunt Work • Data reconciliations for billing • ... • .. • Drive Scale in Operations • Capacity Planning • • • Be Future Ready • AI-enabled workforce mgmt. • •	Key Focus Areas		KPI's
	Improve “Core Ops”	• Training •	• Time to Hire, Train & Deploy •
	Wrap “with Value”	• Delivery Insights • •	• Improve retention & win rate •
	Create “New Solutions”	• Outcome Based Work • Co-create with Customers • New Data Products	• Revenue type change • •

Process

Transparency & embedded in organization



People

Organize for Scaling with Adoption & Augment for Speed

COE1: Data & Analytics

- *Data Assets*
- *Insights @ Point of Use*

COE2: Operational Excellence

- *Process Improvement*
- *Onboarding Governance*

COE3: Digital Engineering

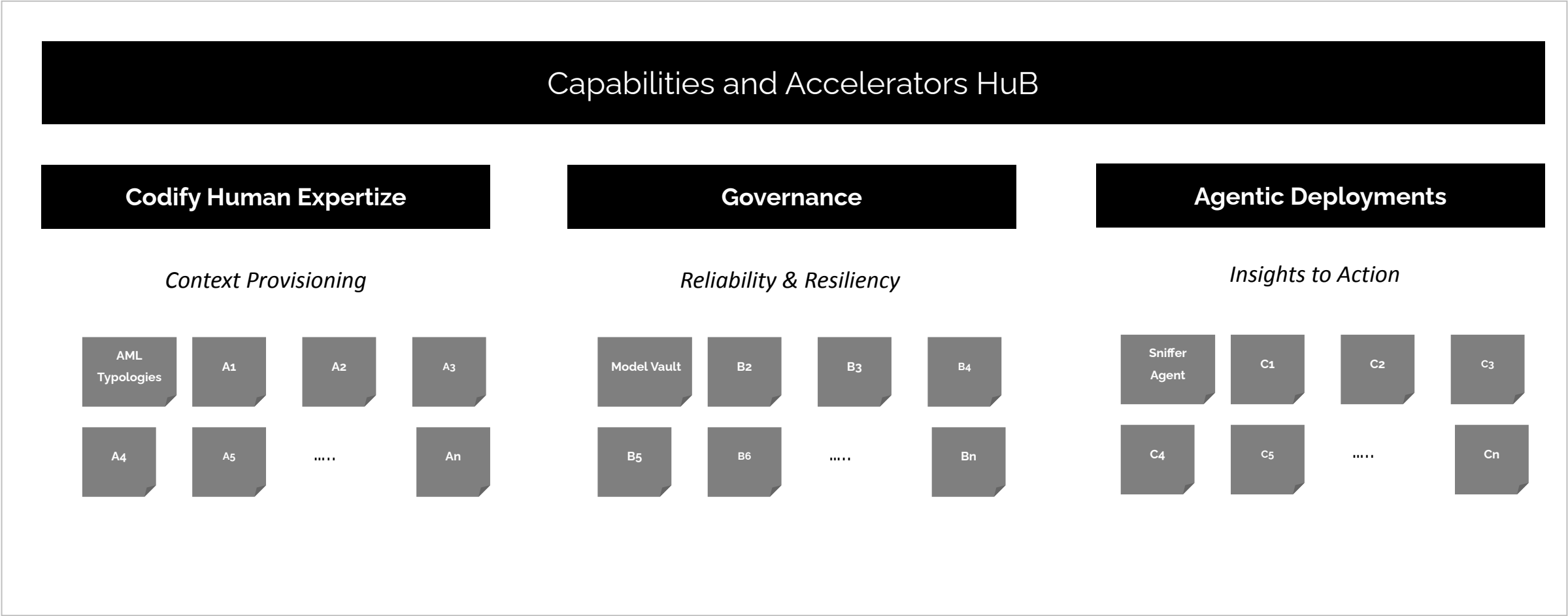
- *Stitching of components*
- *Embedding of accelerators*

Shared COE (Partners)

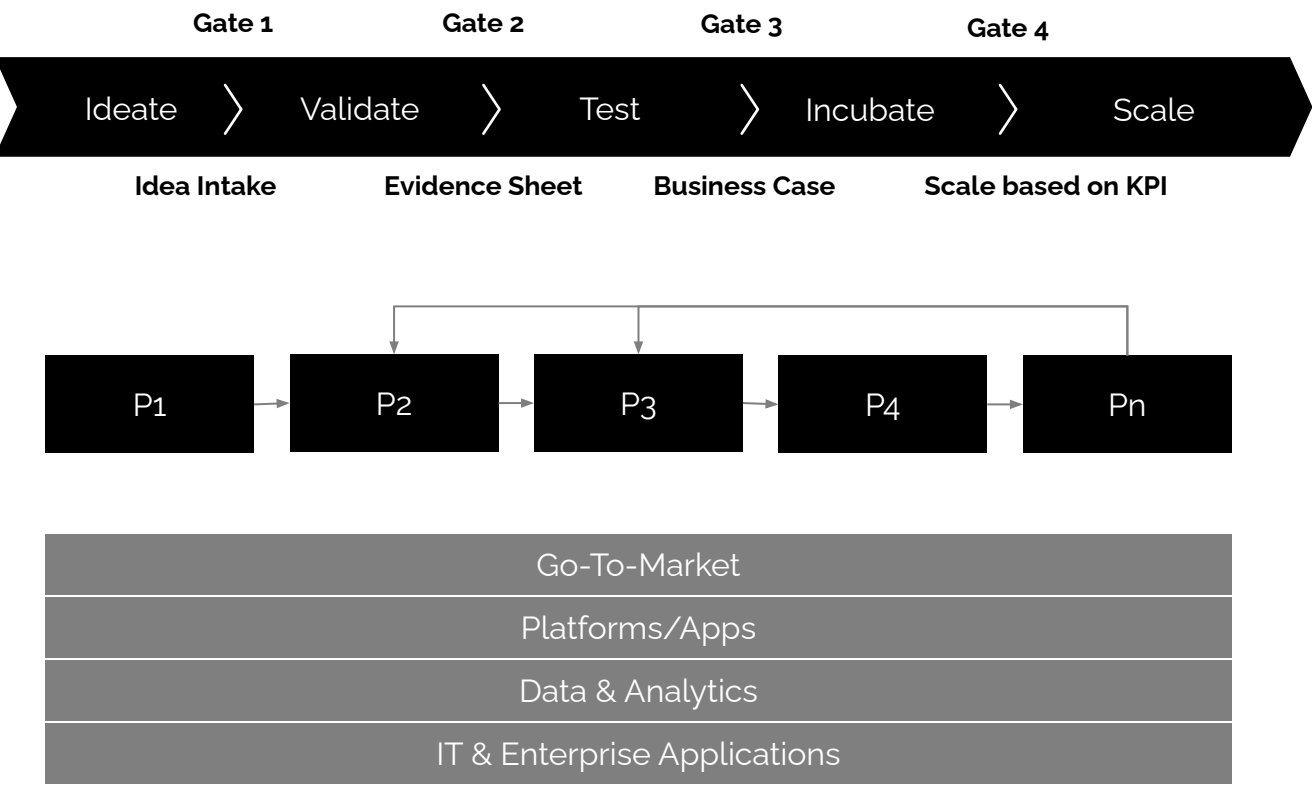
P&L Owners (2 in a box)

Products

Asset creation & reusable capabilities



AI-Instrumentation of business to drive commercial impact



	T1	T2	T3
EBITDA	5-10%	10-20%	30-50%
New Revenue	1-5%	5-10%	10-20%
EV	2x	3-5x	6=10x

Successful CXO

