

Is Your Enterprise Data Ready to Scale Analytics and AI?

Building the foundation before building the intelligence

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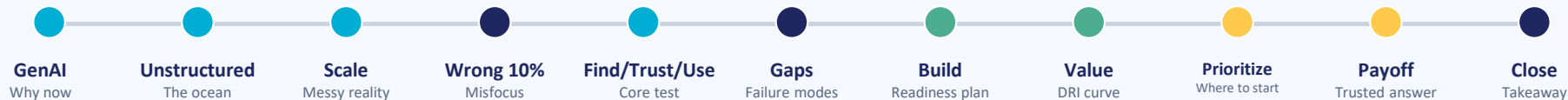
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The Journey: From GenAI to Trusted AI Scale

Why data readiness matters, what breaks, what to build, and how to prioritize.



AI Readiness = Data Readiness: Find It + Trust It + Use It → Transform Business

THE GENAI MOMENT

GenAI has energized organizations to rethink business itself.

- New business models
 - Intelligent agents
 - Worker productivity
 - Intelligent process automation
 - Personalized experiences
-

But the center of gravity has shifted back to one thing.

THE GENAI MOMENT

DATA

STRUCTURED - decades of enterprise focus

Claims · Policies · Transactions · Customers · Financials



UNSTRUCTURED - the world GenAI opened

Emails · PDFs · Contracts · Chats · Notes · Images · Presentations

The opportunity is enormous. The complexity is bigger.

**“Most companies built pipelines for drinking water.
Now they are being asked to manage an ocean.”**

AI transformation starts when the enterprise begins to think and act data-and-AI first.

SETTING THE STAGE

Are You Scaling AI, or Just Deploying It?

Analytics AI Assistant — ABC Client Query

You

How many claims did ABC Client have in 2025?

AI

I found 10 ABC Client folders. Which one should I use?

You

The most recent one.

AI

The most recent file was copied yesterday - but its contents are from 2021. Four folders are empty. Two contain emails asking carriers for loss runs. One contains:

FINAL_FINAL_v7_USE_THIS_ONE.xlsx

Scaling AI is NOT

- ❌ Collecting more redundant data
- ❌ Building more apps & dashboards
- ❌ Deploying bigger, newer models
- ❌ Buying more GPUs, burning more tokens

Scaling AI IS

- ✅ Reliable answers to business questions
- ✅ Volume scale - 10× data, no rebuild
- ✅ Org scale - 500 users, zero bottleneck
- ✅ Use-case scale - replicate in weeks

THE ROOT PROBLEM

Most Organizations Are Investing in the Wrong 10%

95%

saw zero return from GenAI

MIT Project NADA, 2025

7%

say their data is fully AI-ready

Cloudera / HBR, 2026

37%

confident in their data practices

Gartner D&A Summit, 2026

WHY IS THAT HAPPENING?

10-20-70 Rule: value lives in the 90% most teams skip — not in the model.

10%

Algorithms

Where ~90% of attention goes — model selection, fine-tuning. The least impactful.

20%

Data & Technology

Pipelines and platforms. Necessary, but insufficient on its own.

70%

People, Process & Operating Model

Ownership, literacy, change management. The real driver of AI value.

AI maturity follows data maturity.

DATA

Can AI Find It?

*If people cannot find the
right data,
AI cannot scale the
answer.*

Can AI Trust It?

*Ungoverned data scales
distrust faster than insight.
One bad answer poisons
the well.*

Can AI Use It?

*If data is trapped in PDFs,
folders, and silos,
AI cannot turn it into
action.*

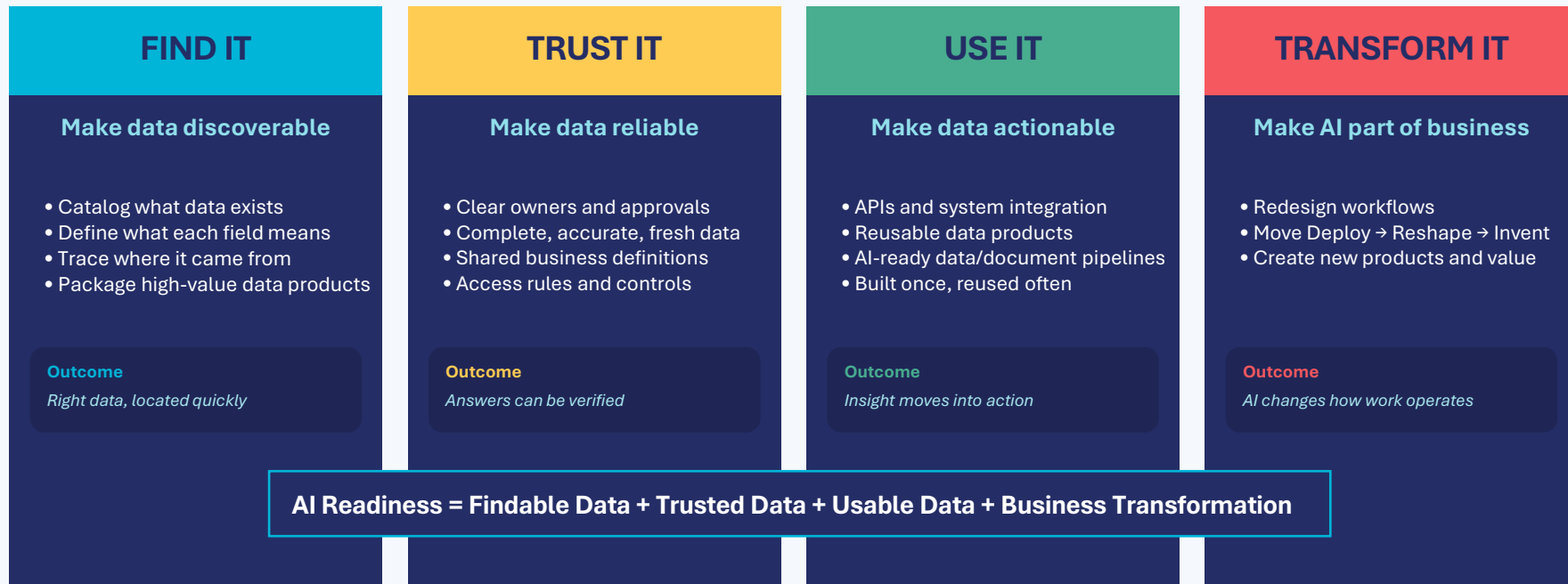
These are not model questions.
They are data foundation questions.

Gaps Behind Most Analytics and AI Failures

Data Locked in Systems That Won't Talk	<i>AI cannot connect what the business has split apart.</i>	FRAGMENTATION
AI Doesn't Know What Anything Means	<i>No definitions, no labels, no context.</i>	AMBIGUITY
Every Team Has Its Own Truth	<i>Same question, different answers.</i>	DISTRUST
Compliance Becomes the Bottleneck	<i>If you cannot prove it, you cannot scale it.</i>	EXPOSURE
No One Knows When It Breaks	<i>Bad data and bad answers travel silently.</i>	BLINDNESS

Make Data Findable, Trusted, and Usable

The build plan answers the same three questions: can AI find it, trust it, and use it?



How AI value evolves as data+ AI maturity increases

From Productivity to Transformation to New Business Models

DEPLOY

How do we help people work faster?

Value: Efficiency

- Copilot & Search
- Document Summarization
- Policy & Claims Extraction

RESHAPE

How should the process work if AI exists?

Value: Transformation

- AI-First Underwriting
- Automated FNOL Triage
- AI-Driven Sales Ops

INVENT

What becomes possible because AI exists?

Value: New Business Models

- AI-Native Products
- Autonomous Risk Advisors
- Client-Facing AI Services

As AI moves from answering to acting, governance requirements emerge across every stage.
Ownership · Access Controls · Audit Trails · Explainability · Accountability

Most organizations focus on Deploy.

The greatest value emerges in Reshape and Invent.

Prioritize Based on Where You Are in the Journey

Deploy for adoption and efficiency. Reshape for workflow change. Invent for differentiation.

OUTCOME	DEPLOY Create adoption + productivity	RESHAPE Redesign how work gets done	INVENT Create new value + differentiation
GOAL	Build comfort, usage, and safe experimentation	Change the workflow	Differentiate the business
START WITH	• Secure copilots/chatbots • Data & AI literacy • Prompt libraries + dictionaries • Low-risk workflows • Feedback loops	• Repeated tasks, similar files • Similar decisions + handoffs • Reusable data products • APIs + system integration • Human review points	• Proprietary data advantage • Client-facing AI capabilities • New products + services • AI operating model
BUILD WITH	Integration in mind	Workflow change in mind	Business model change in mind
MEASURE	Usage · time saved satisfaction · weekly active users	Cycle time · quality rework reduced · work automated	Revenue · retention margin · differentiation

BEFORE

“Which
folder?”

FINAL_FINAL_v7_USE_THIS_ONE.xlsx

AFTER

137

CLAIMS

Confidence 98.2% · Source: ORG Claims System
Verified · Refreshed today, 8:15 AM

This is not a better model. This is a better foundation.

IN CLOSING

AI Readiness = Data Readiness

Organizations don't scale AI because they deploy better models.
They scale AI because they build data architectures that
produce trusted answers.

Deploy and build with integration in mind.

Thank you.

Sources & Reference Material

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Thank you for attending.