

# Pairing business strategy with AI readiness

## Transcript

SPEAKER:

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**SUMEET MAHAJAN:** One principle that I strongly believe in is that a company does not need an AI strategy. What a company needs is a business strategy. AI, data, cloud and everything else is just a means to deliver on the business strategy. So as long as that principle is stuck to, I think companies will figure out their way.

The other important thing is, AI is not just AI. AI is just one aspect of a comprehensive solution. You have to think about data readiness. You have to think about, am I building it for the processes I have today or for the business I will run tomorrow? You have to think about, are my people ready? You have to think about, how will we manage risk?

So the best way to think about AI in terms of generating value is in terms of a dual-velocity approach, where I pick one or two use cases that tie directly to my business strategy, but at the same time, while I'm activating those use cases, I'm also running water through the pipes to make sure I have the right risk harness, I have the right data readiness, I have the right talent readiness, and I kick the tires on the process as well.