

Connect AI to your business strategy

Transcript

SPEAKERS:

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VLAD ANICHKIN: It's important to tie your business initiatives and objectives to your AI objectives, and when you think about that, that AI is going to contribute toward that. It's not necessarily going to be the full picture or the full contribution toward the business objectives, but there needs to be a red string that gets pulled through from what the business is trying to achieve to how AI is going to help with that.

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 and data and 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.

SANJIV RAMAN: It's focusing on the use cases and business outcomes, identifying the specific AI use cases that will be applicable to driving the outcomes for the organization beyond productivity. This could be improving the top line, it could be improving profitability, as well as reducing SG&A costs overall. And it's really focusing on those use cases that will essentially drive these efficiencies versus just focusing on headcount reduction, as an example.