

# Beyond the AI Hype: The Rise of Agentic AI

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 **Dell** Technologies

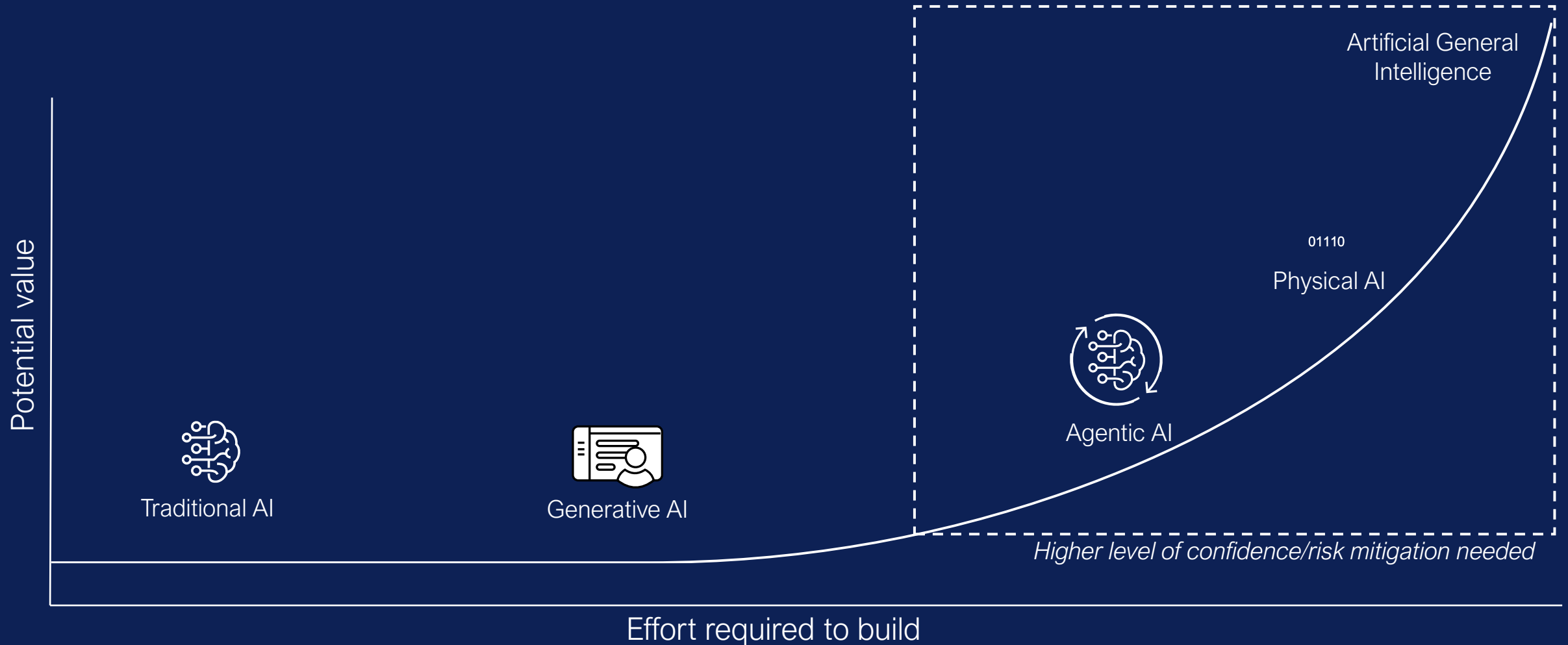
 **nVIDIA**

**netzmedien**  
netzwoche

# AI Adoption is Accelerating but Scaling Remains Hard

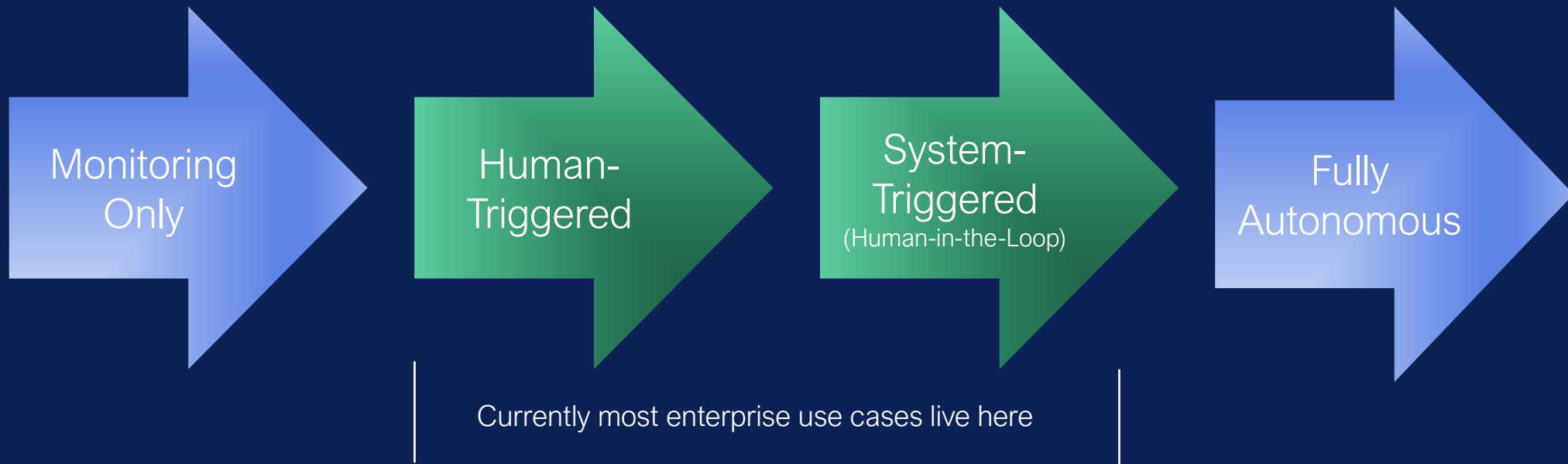
- 92%** of enterprises are investing in AI
- 87%** believe that AI significantly transforms their industry
- 39%** begun experimenting with AI agents
- 9%** have mature AI Deployments
- 33%** find complexity top barrier for adoption

# The Evolution of AI: From Traditional AI to Agentic Systems



Investments made in traditional and generative AI will pay off in agentic and beyond

# Enterprise AI: Mostly Human-in-the-Loop

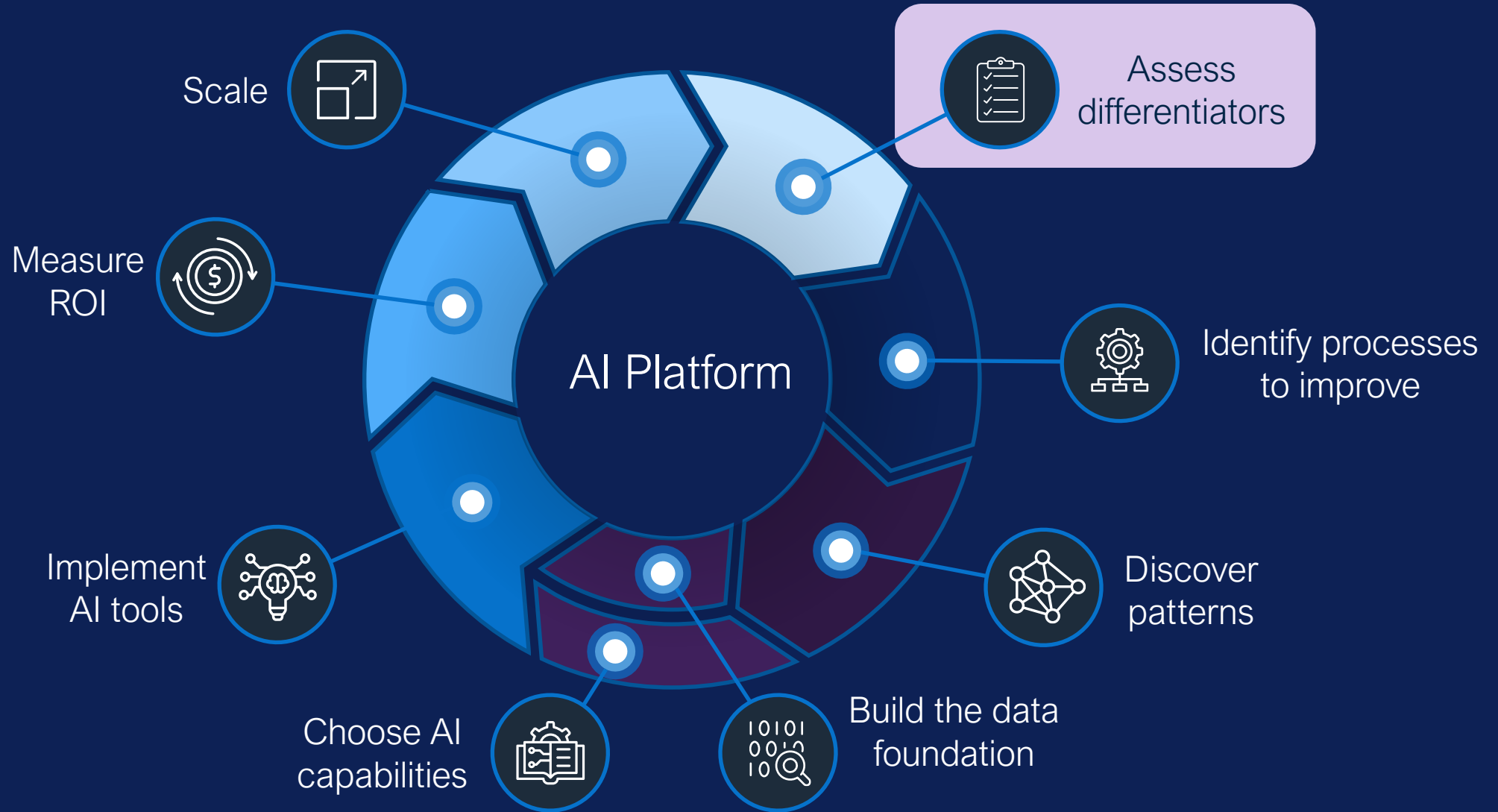




# What an Enterprise AI Strategy Requires

AMBITION	Future competitive advantage	Fields of action	Commitment			
AI USE CASES	Discovery & specification	Make or buy	Portfolio Management			
ENABLING FACTORS	Organization	Expertise	Culture	Data	Technology	Ecosystem
EXECUTION	Research & exploration	Development & validation	Operationalization & maintenance			

# Scaling AI: From Experiments to Enterprise Value



# AI in Wealth Management

## Augmenting Financial Advisors

**60-70% of advisor  
time is non-advisory**

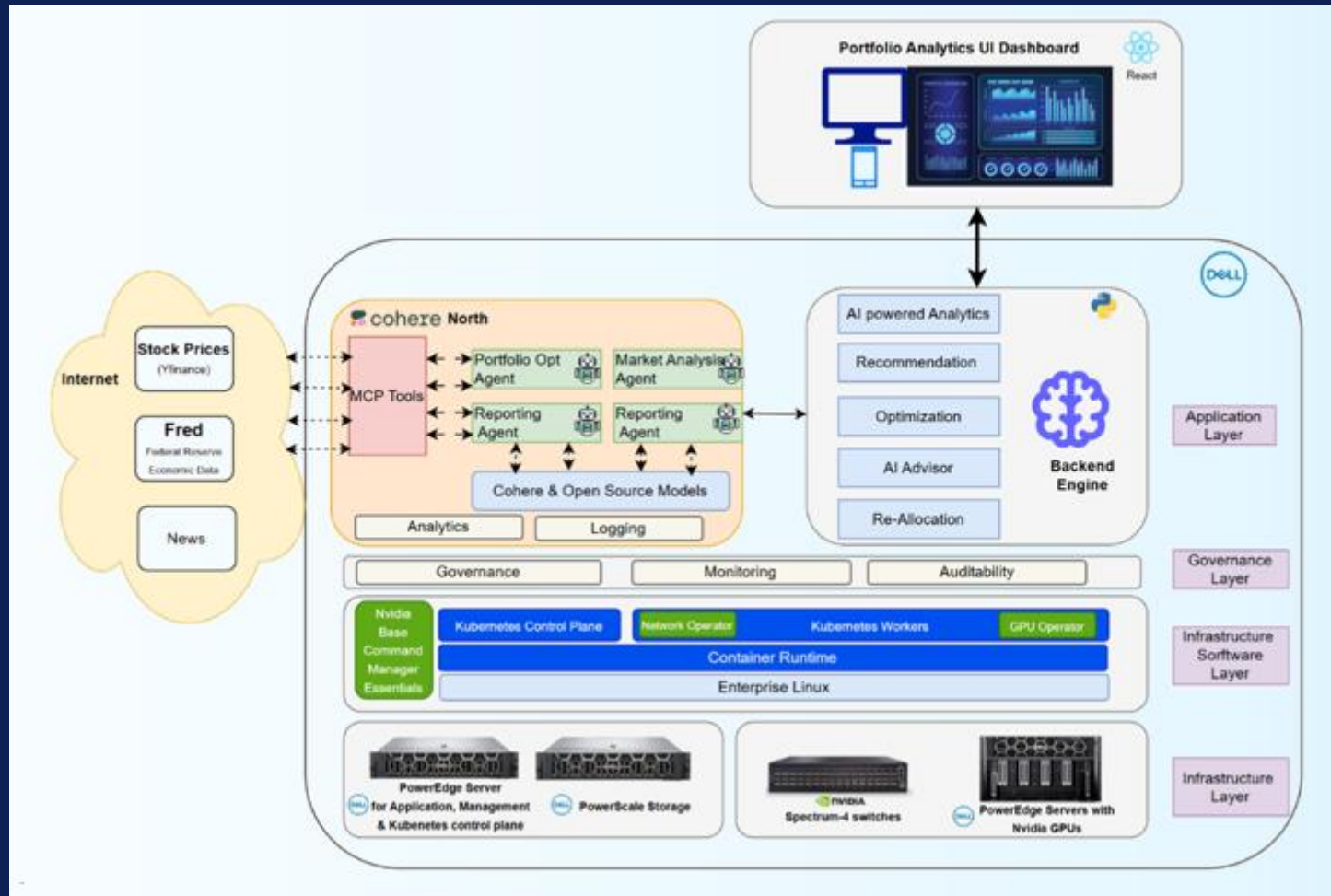
Data analysis, compliance, and  
administrative work

Source: McKinsey, Uneecops,

The real value lies in  
understanding a client's  
**financial context, risk  
appetite,**  
and the **macroeconomic  
environment.**

Wealth management isn't just  
about numbers – it's about  
**trust, empathy** and  
**human judgment.**

# Proof-of-concept “AI Augmented Advisor” for wealth management





# Wealth Management

AI-Powered Platform

Dashboard

Portfolio

AI Analysis

AI Advisor

Admin

Dashboard

Switch User

Sagar Kewalramani

3

SK

## Welcome back, Sagar Kewalramani

Here's your comprehensive AI-powered portfolio overview

Portfolio Value

**\$1,151,746.40**

↗ +\$407,246.40 (+54.70%)



Total Return

**\$407,246.40**

↗ +\$407,246.40 (+54.70%)



Positions

**6**



Cost Basis

**\$744,500.00**

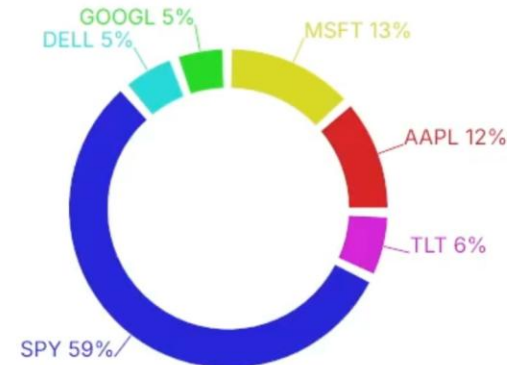


### Portfolio Performance vs Benchmark

1D 5D 1M 6M 1Y



### Asset Allocation



### AI Agents Status

Market Analysis

active

Risk Assessment

active

Portfolio Optimization

active

Advisory Engine

active

### Market Insights

SPY

\$674.57

↘ -1.54 (-0.23%)

AAPL

\$270.48

↗ 2.16 (0.80%)

MSFT

\$514.48

↗ 2.72 (0.53%)

Powered by





## AI Analysis Dashboard

Comprehensive AI-powered portfolio analysis using advanced machine learning models



AI analyzing your portfolio...

Powered by





# Wealth Management

AI-Powered Platform

Dashboard

Portfolio

AI Analysis

AI Advisor

Admin

## AI Advisor

Get personalized investment advice from our multi-agent AI system

Switch User

Sagar Kewalramani



### AI Advisory System

4 specialized agents ready to assist

Online



Hello! I'm your AI wealth management advisor. I can help you with portfolio analysis, market insights, risk assessment, and investment recommendations. What would you like to know about your portfolio today?

05:17 PM

via Advisory Agent

98% confidence

Should I rebalance my portfolio?

You

05:17 PM



AI is analyzing your query...

Ask about your portfolio, market conditions, or investment strategies...



### Quick Questions

Click any question to get started

How is my portfolio performing compared to the market?

What is my current risk exposure?

Should I rebalance my portfolio?

What are the top market trends affecting my investments?

What are the current macroeconomic factors?

How can I reduce my portfolio risk?

What sectors should I consider for growth?

### Agent Capabilities

Our AI system uses specialized agents for different tasks



Market Analysis Agent

92% confidence



Risk Assessment Agent

88% confidence



Portfolio Optimization Agent

95% confidence



Client Advisory Agent

90% confidence

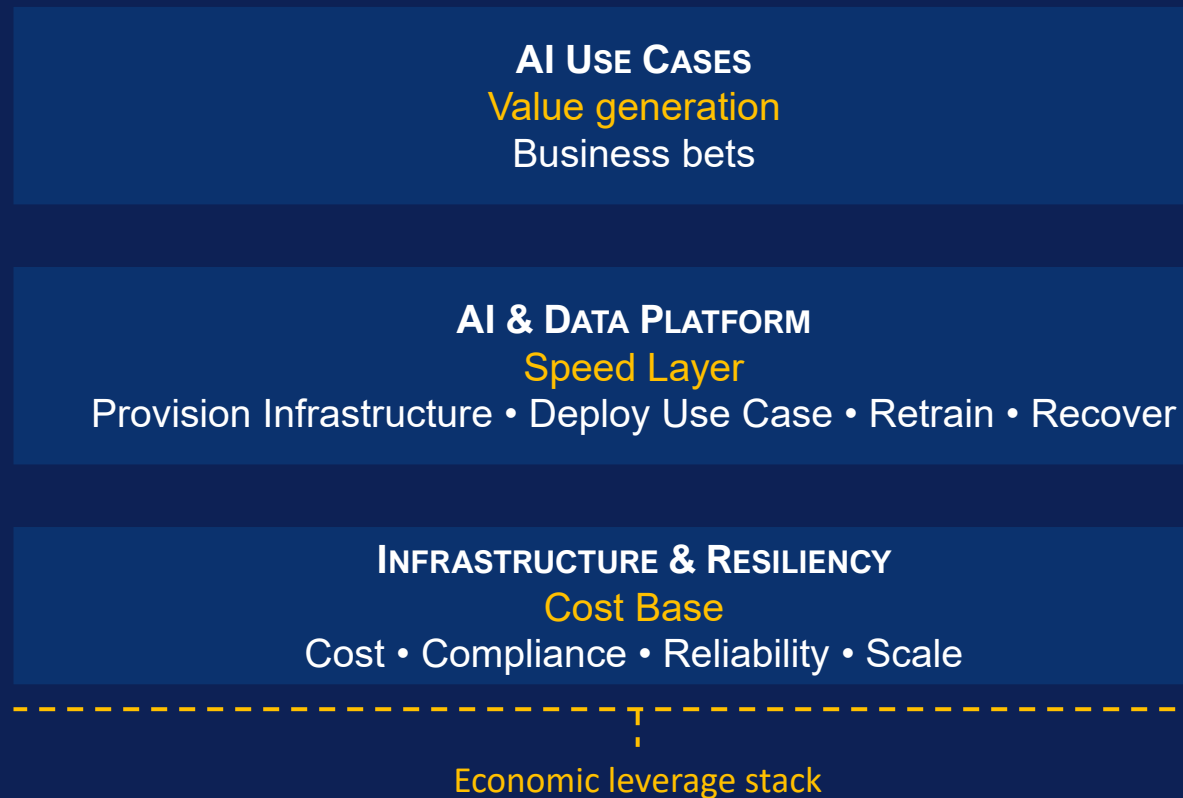


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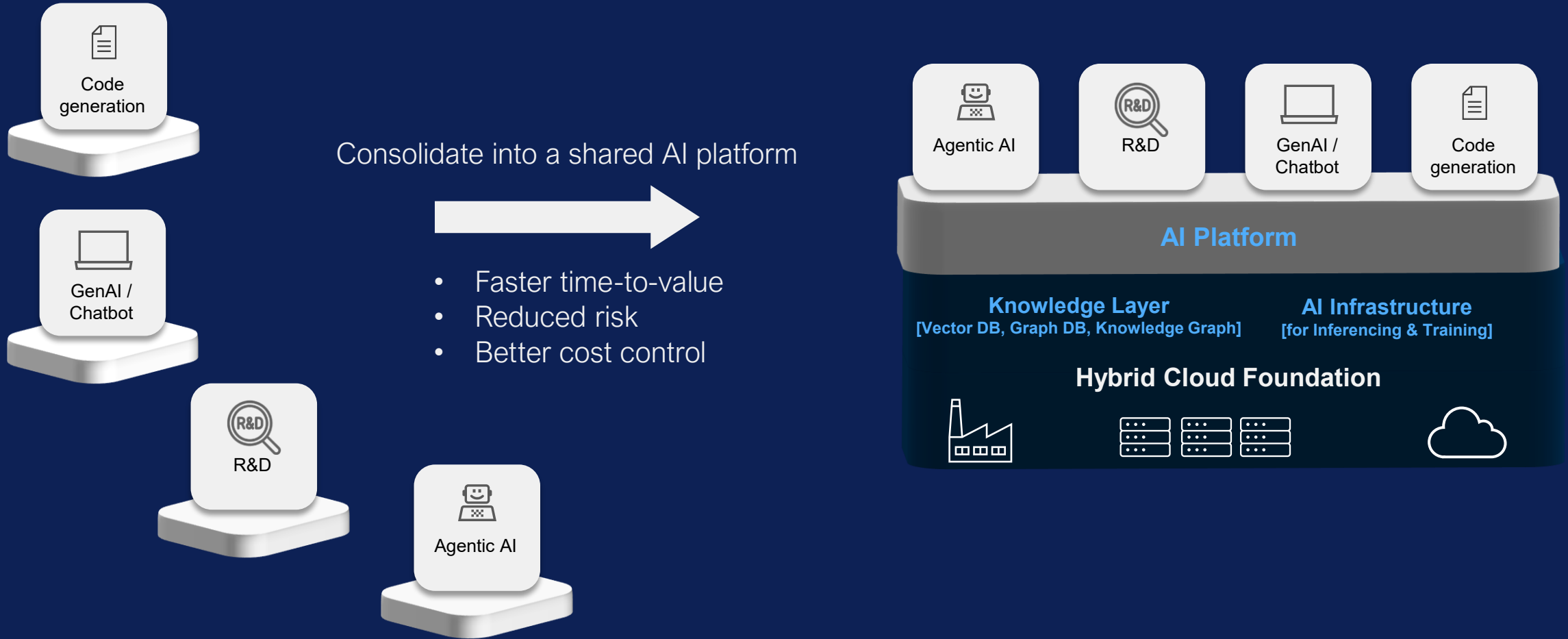


# AI Success Requires Three Layers

Use Cases · Platform · Infrastructure



# From Isolated AI Experiments to a Shared Enterprise AI Platform



# Why 4000+ Enterprise Customers Deploy AI Platforms On-Prem

## Governance

Data privacy and security, IP risks, models quality and consistency

## € Raising cloud costs

Up to **63%**

At scale, inference and model operations often become significantly more cost-effective on on-premises infrastructure compared to a cloud based service<sup>1</sup>

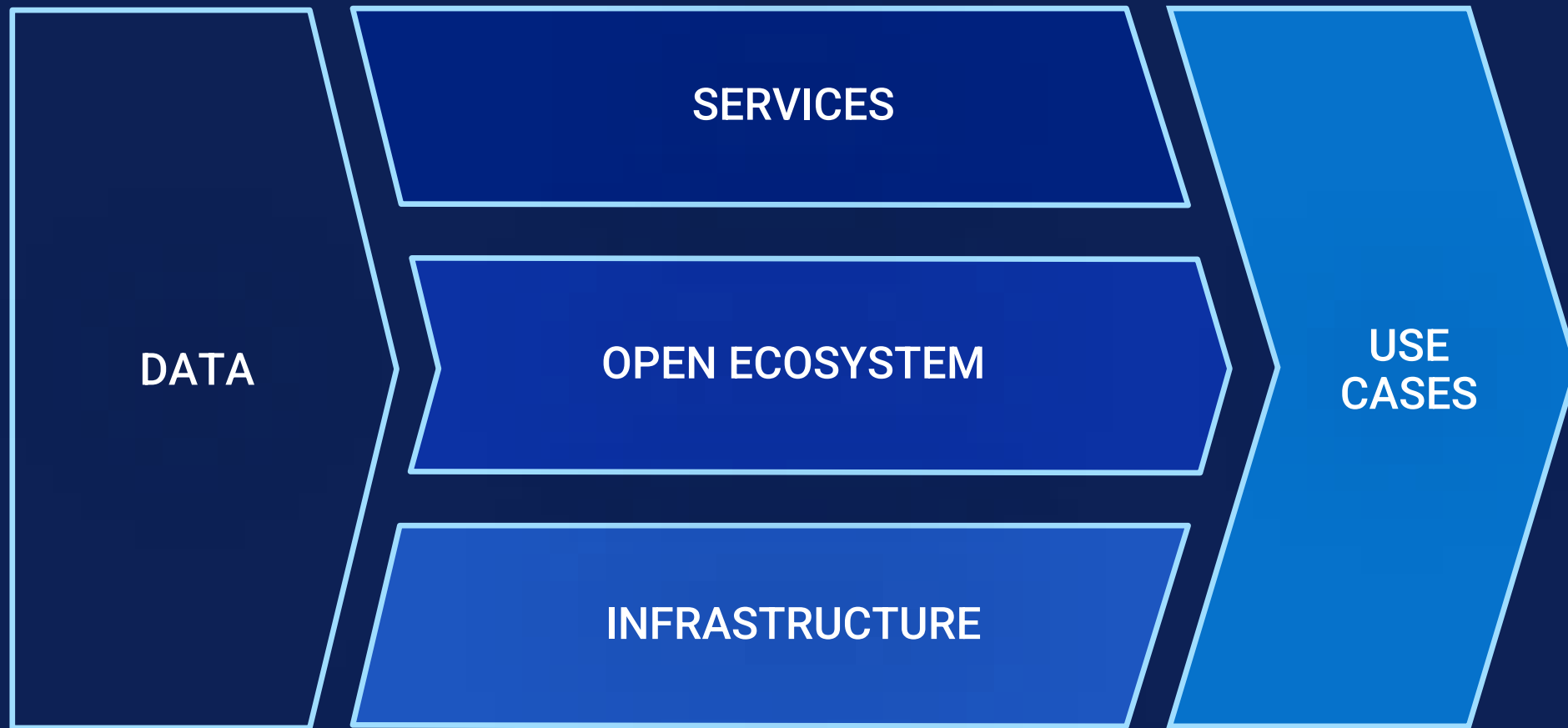
## Sovereign AI

Cross-border data transfer\* and compliance risks

(\*Cloud providers remain subject to extra-territorial access (e.g. CLOUD Act).



# The Dell AI Factory with NVIDIA



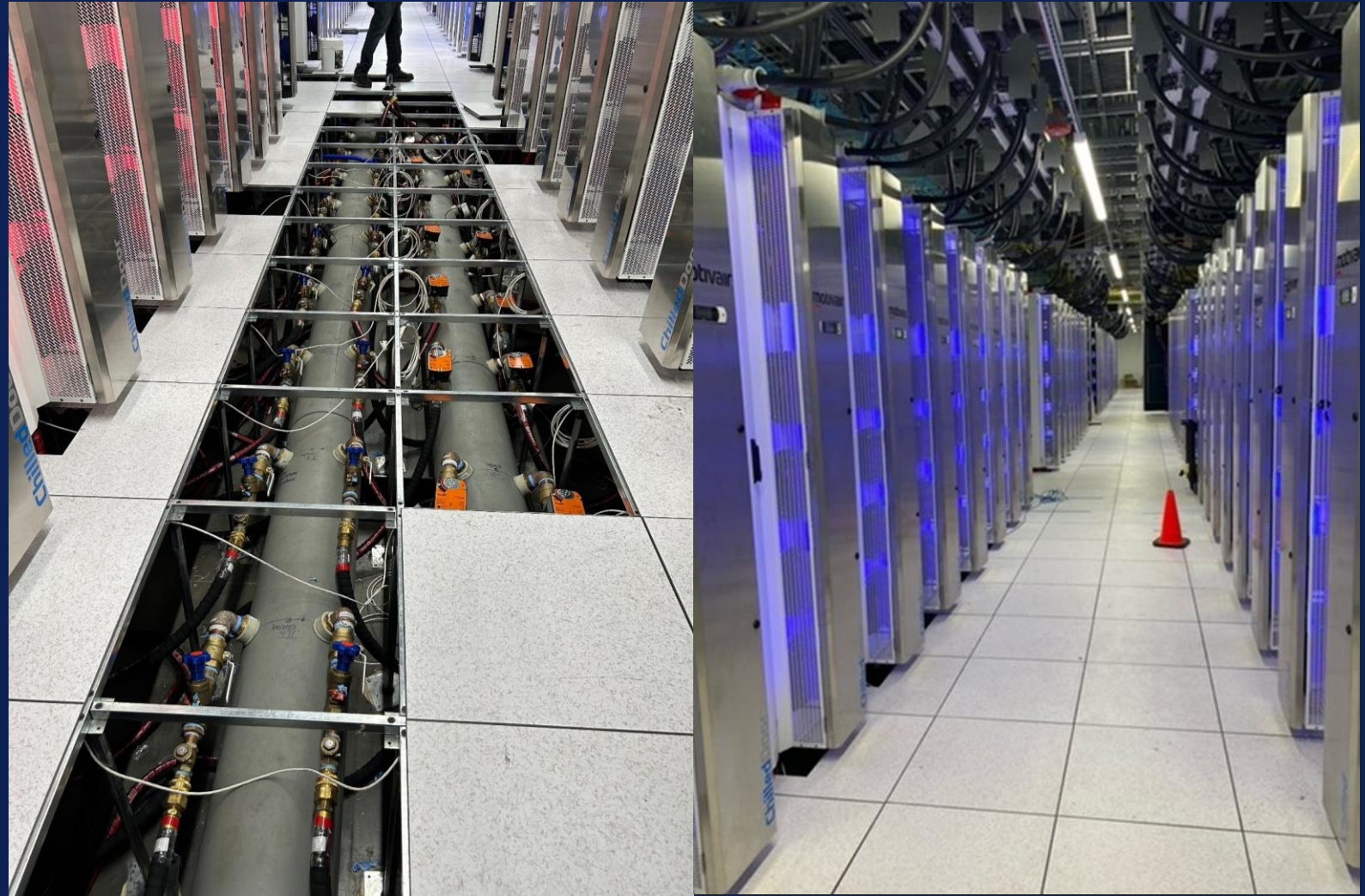
SUSTAINABILITY | SECURITY

# AI at Extreme Scale: Optimizing Infrastructure and Cost

Optimizing for GPU efficiency and costs at scale

## X.AI, CoreWeave, Nscale Algo Trading Companies

- GPU-dense rack design
- Network, & liquid cooling optimization
- High-throughput Storage
- Rack integration & validation
- Large scale phased capacity expansion
- Onsite Residency Engineers (Systems, Cooling)

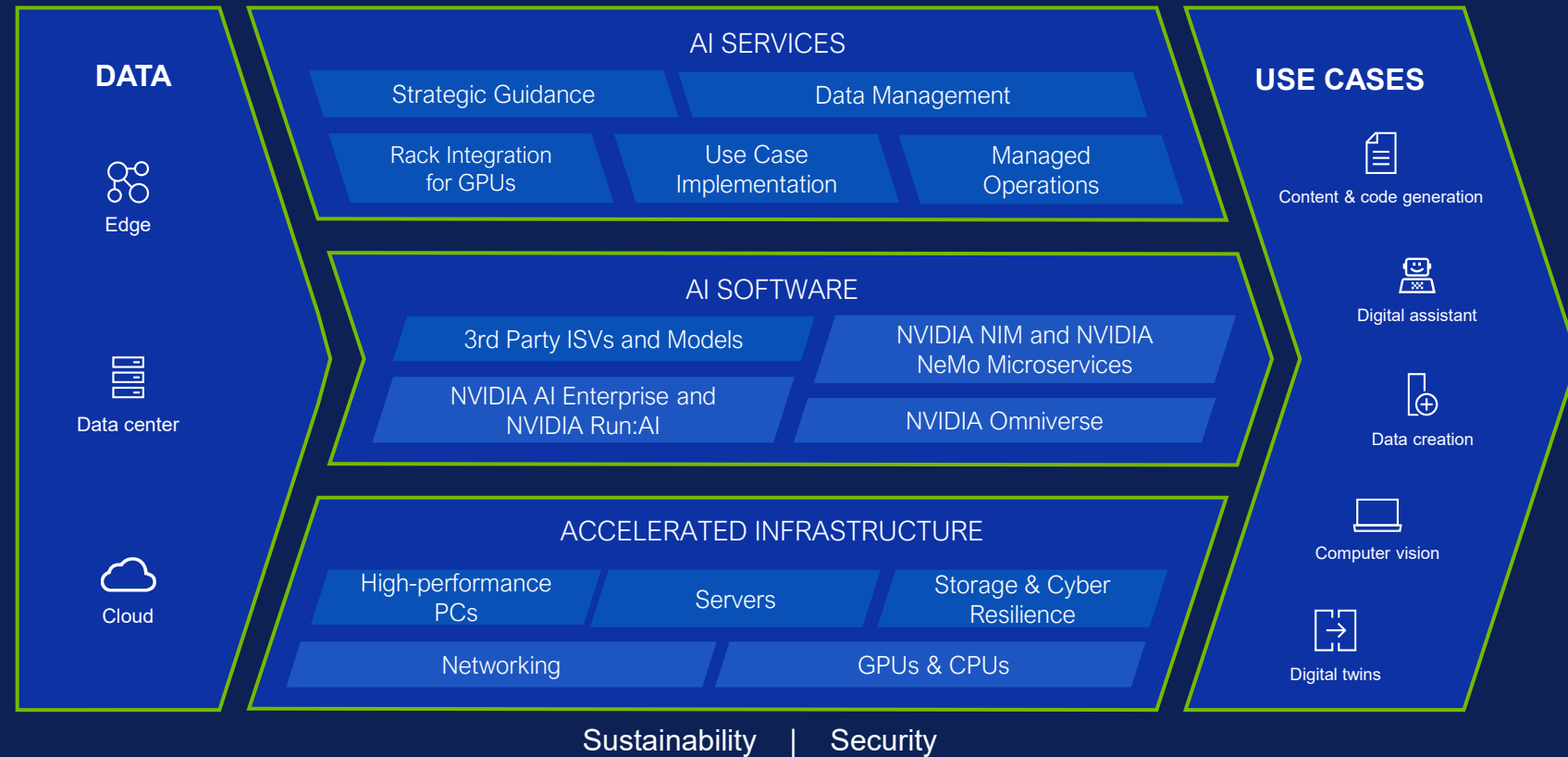


# How Enterprises Build and Operate AI Platforms

Defining and operating AI platforms across teams and use cases

## Instadeep, Universitäts-Medizin Essen

- Dell AI Data Platform / Data Product
- Enterprise AI Platform (from bare metal automation to MLOps)
- Optimized compute, network and storage

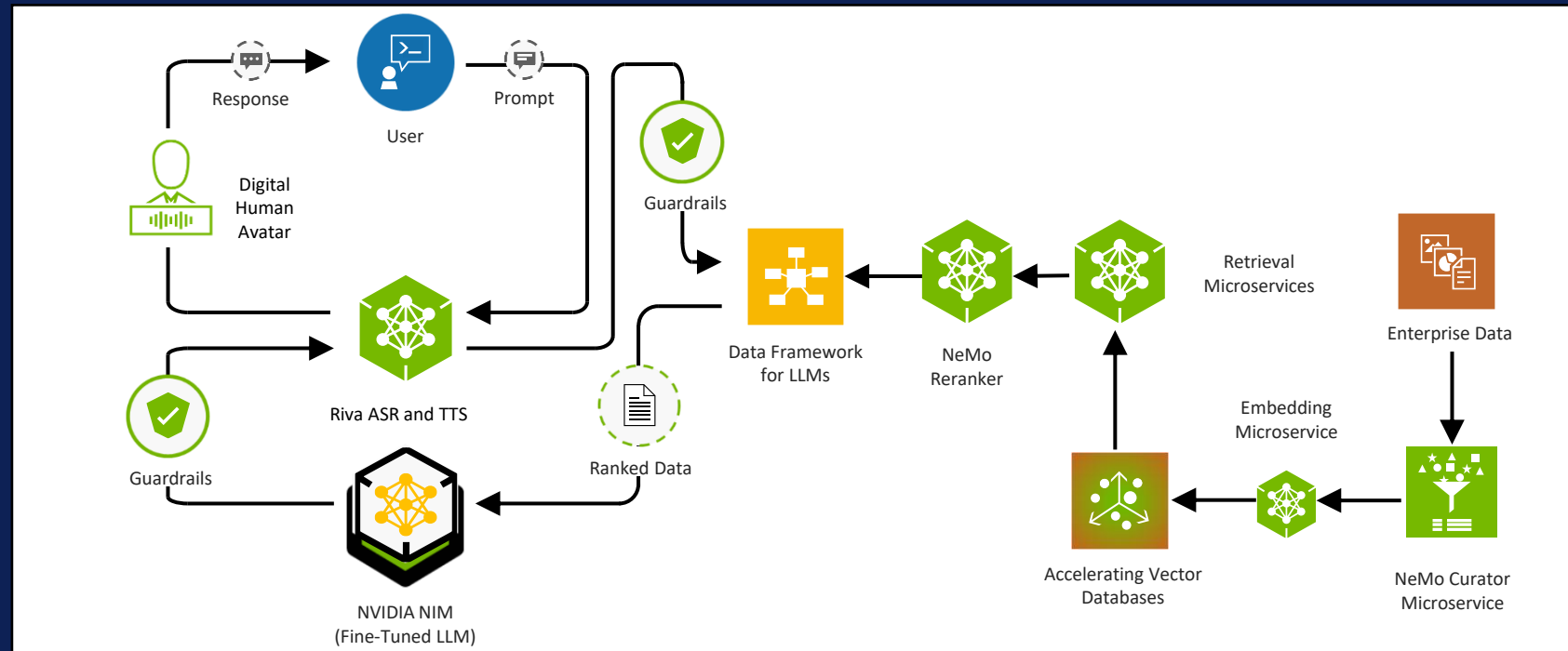


# How Enterprises Are Implementing AI Use Cases

Defining and implementing AI use cases

## City of Amarillo

- Strategize on right AI use case / ROI
- Build vs. Buy Application
- Implement AI Platform & Use Case
- Help to scale use cases



# Five Lessons from Real-World AI Projects

From strategic alignment to validated execution

## 1. Start in your differentiating domains

Focus AI on the few areas where you truly compete

## 2. Treat data as a reusable product

Build data and knowledge once, reuse across many use cases

## 3. Begin with assistants, evolve to agents

Move from copilots to orchestrated, governed multi-step workflows with humans in control

## 4. Design for real transformation, not just efficiency

Use AI to redesign how work is done, not just speed it up

## 5. Build on a specialist hybrid AI platform

Move from “bolted-on AI” to a platform built for AI at scale

# DELLTechnologies/Forum

- 600+ customers, partners & Dell experts
- A day of innovation, strategic insights & networking
- **Save-the-date:** October 6<sup>th</sup> at Halle 550 in Zurich





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