Real AI: No Hype, No Magic

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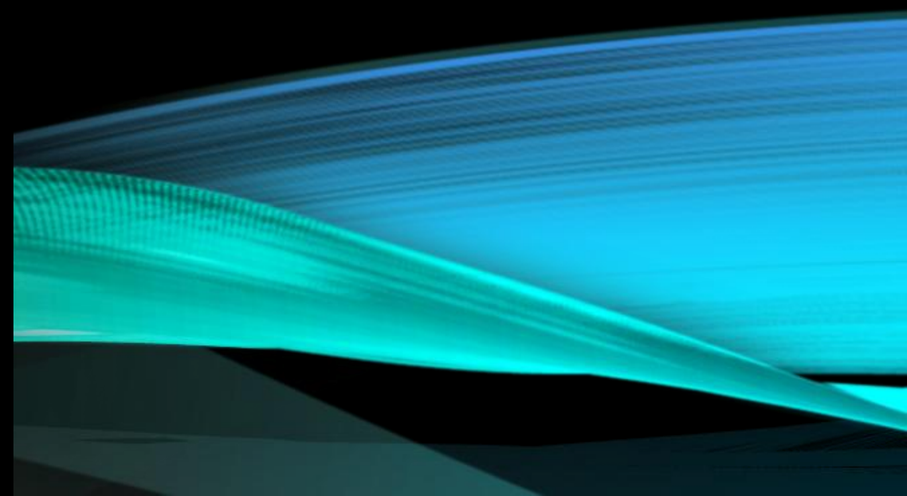
WELCOME



AGENDA

01 Introduction

02 The AI Check: Hype vs Reality

03 Why AI Fails – Common Pitfalls

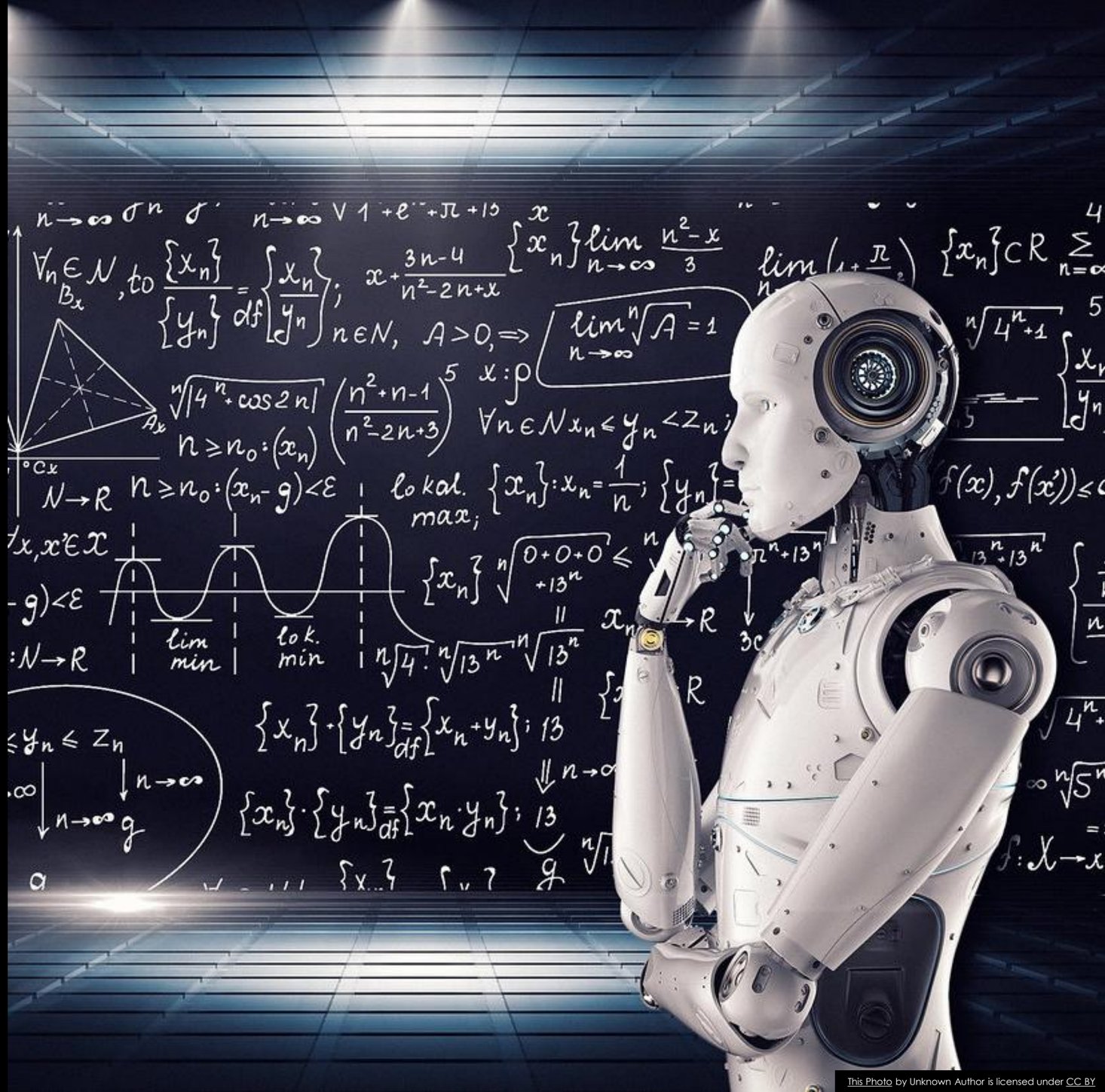
04 ROI Based Practical Use Cases

05 Key Takeaways

LET’S CHAT: ARTIFICIAL INTELLIGENCE & YOU

I. What excites you the most about AI?

II. What concerns you the most?



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ASHIMA SHARMA

- Technology and Data Leader for Banking and Healthcare
- 20 years of Technical Delivery, Data, App Dev experience
- VP and Senior Director Roles for Fortune 500 companies
- Artificial Intelligence and Data Readiness Consulting
- Automation And Agile Delivery Expert
- AI in Business Certified from Cornell University
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- Mom of Two; servant leader!
- Loves to travel and cook new cuisines!

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Introduction

Ayuka is a Data and AI Consulting Company with a focus on Tech Adoption. Ayuka's Vision is to Unite Technology with Humanity. We serve clients with Digital, AI, Data Management and Software Implementation needs. Our three pillars are AI Strategy and Implementation; Data Readiness and Program Delivery. Our underlying secret to successful implementation is our Change Management best practice and bringing people along!

At Ayuka we firmly believe when people succeed, organizations thrive. Ayuka's People First Strategy brings success to complex, multi-layered Change Initiatives.

www.ayukaconsulting.com

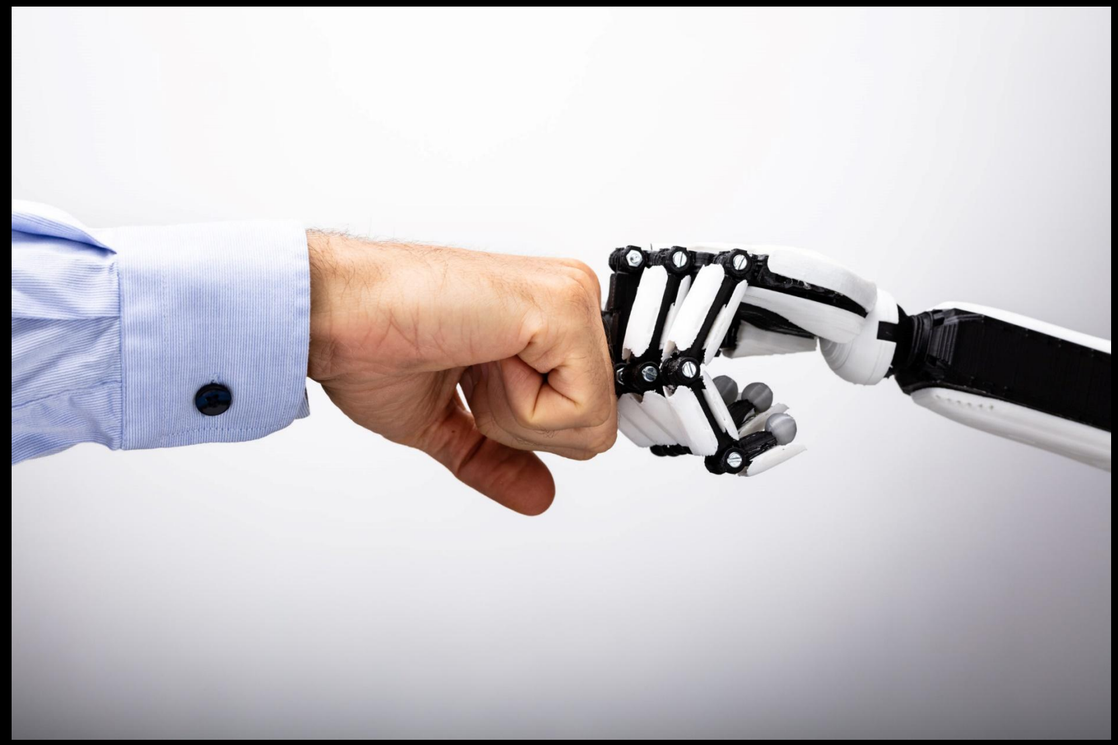
HYPE VS REALITY

HYPE	REALITY
AI writes your Business Strategy	AI organizes your documents faster
Full Automation	Targeted Augmentation
Overnight Results	Iterative Improvement
Ready to Start	Need to Assess Readiness

WHY AI FAILS – COMMON PITFALLS

STARTING WITHOUT STRATEGY

- Readiness Assessment
- Human Machine Interaction
- Ethical Discernment
- Data Constraints
- Scrutinize Outputs
- Actionable Business Challenge
- ROI and Value Creation



WHY IS CHANGE MANAGEMENT IMPORTANT?

Current State

Transition State

Future State

=

Success

Reference: Prosci Change Management Training

WHAT'S NEXT?

- **Advancements in Generative AI**
  Generative AI technologies, such as large language models (LLMs), are becoming more specialized and trustworthy. These models will increasingly be trained on curated, debiased datasets to improve their reliability and reduce misinformation.

- **Expansion Beyond IT Departments**
  AI is becoming integral across all business functions, not just IT. Generative AI is expected to be widely adopted for strategic problem-solving in marketing, operations, and HR. This democratization of AI ensures that more teams leverage its capabilities for tailored solutions

PRACTICAL AI USE CASES –

CREATING ACTIONABLE BUSINESS VALUE

BUSINESS VALUE CREATION

- ROI = Value Created – Cost of Implementation – Cost of Change Management

Healthcare Example
AI model predicts patient no-shows
Result: 15% better scheduling → $2M/year revenue recovered

HR Example
NLP on exit interviews → New insights into attrition
Result: 10% improvement in retention → cost savings

USE CASES SPANNING MULTIPLE INDUSTRIES

1. . Automation
AI-powered automation involves using algorithms to perform repetitive and rule-based tasks without human intervention. This includes robotic process automation (RPA) for administrative work, manufacturing automation for assembly lines, and chatbots for customer interactions. Automation improves efficiency, reduces errors, and lowers operational costs across industries.

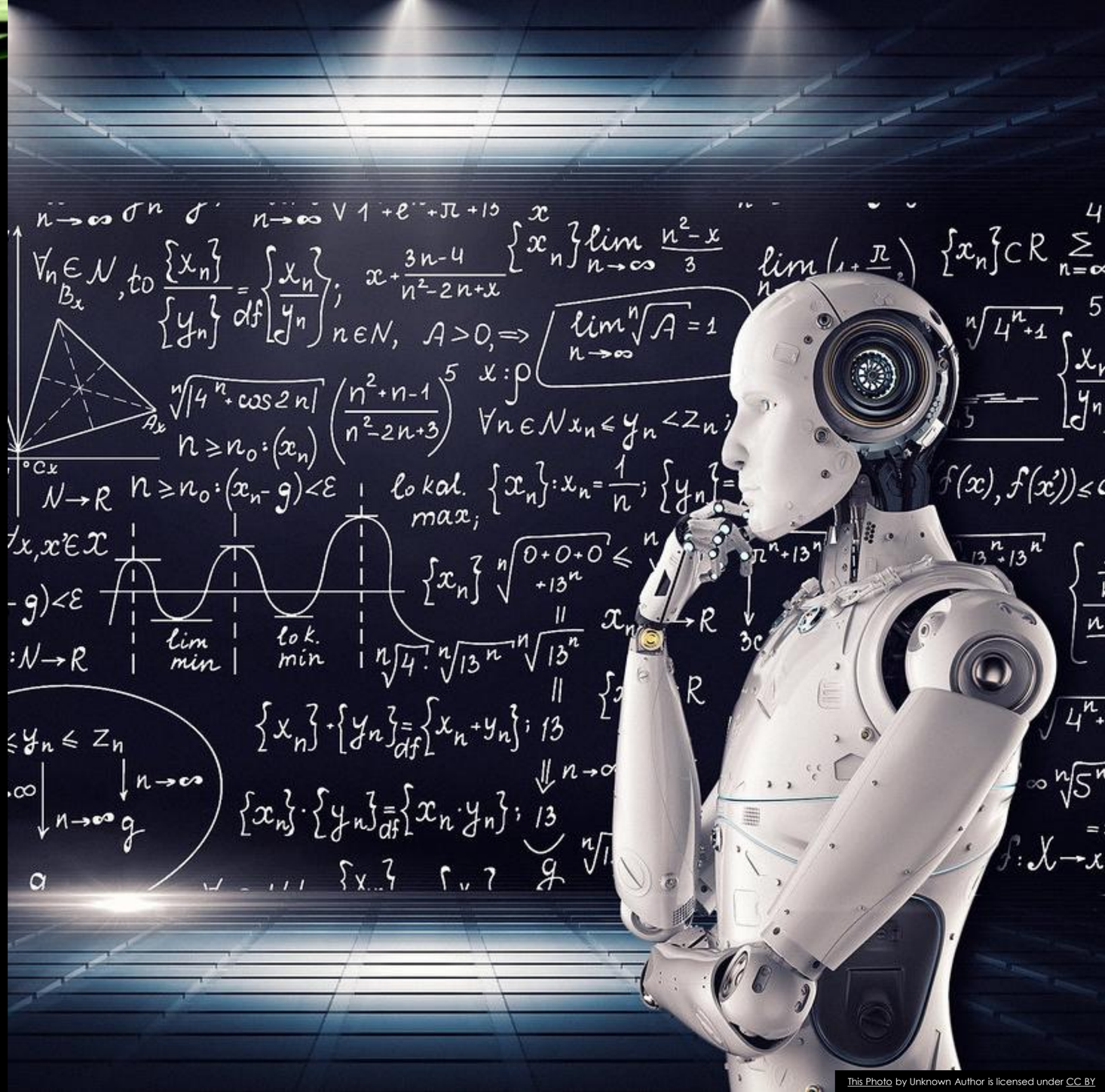
2. Data Analysis
AI excels in analyzing vast amounts of structured and unstructured data quickly and accurately. Techniques like Natural Language Processing (NLP) and computer vision enable AI to derive insights from text, images, and videos. Businesses use AI for customer sentiment analysis, supply chain optimization, and sales forecasting, leading to better-informed decisions and improved resource allocation.

3. Prediction
Prediction capabilities in AI leverage historical data to forecast future trends or behaviors. Machine learning models are particularly effective for predicting customer behavior, equipment failure, and market shifts. This capability empowers businesses to anticipate risks, optimize strategies, and seize opportunities, significantly enhancing agility and preparedness.

4. Decision Making
AI-driven decision-making uses real-time data and advanced algorithms to recommend or execute optimal actions. This includes dynamic pricing in e-commerce, treatment recommendations in healthcare, and fraud prevention in banking. AI reduces human bias, speeds up decision-making processes, and ensures better outcomes by analyzing all relevant variables comprehensively.

KEY TAKEAWAYS

- Find one pain point in your business
- Ask: Can data + prediction improve it?
- Run a 2-week pilot with measurable KPIs
- Partner with business + data + change leaders



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THANK YOU!

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CONSULT ON AI STRATEGY