



An assimilation of AI strategy & transformation, trends and topical themes

Volume 1, Issue 7, July 2020

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- ➔ 100+ Videos, 200 + hours of Immersive and absorbing video collections
- ➔ **Playback sessions from AIQRATE CXO SERIES:** coveted thought leadership accentuation platform
- ➔ Strategic & topical perspectives from global & eclectic leaders
- ➔ Top of line novel insights on AI led Strategy, Transformation, Innovation & Disruption
- ➔ Marquee collections on Future of Work, Leadership, Talent, Learning & Education
- ➔ Succinct analysis, snackable information nuggets & engrossing narratives

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✉ consult@aiqratae.ai

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Launched on 1st July 2020

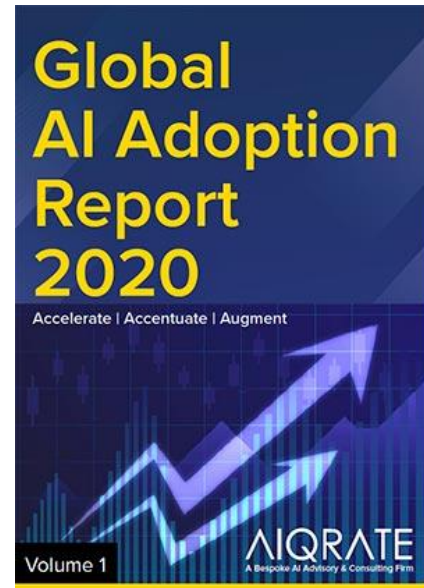
- 100+ Videos, 200+ hours of immersive and absorbing video collections
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AIQRATE PRIVE COLLECTION: brings together an ensemble line up of top of line video streaming collection with incisive strategic perspectives from global and eclectic leaders on several facets of curating AI strategy for transformation, innovation & disruption along with topical and thematic videos on future of work, leadership, talent, learning & Innovation. AIQRATE PRIVE COLLECTION is an assimilation of knowledge insights, analysis, information nuggets and narratives stitched together to provide an immersive experience to our discerning viewers.

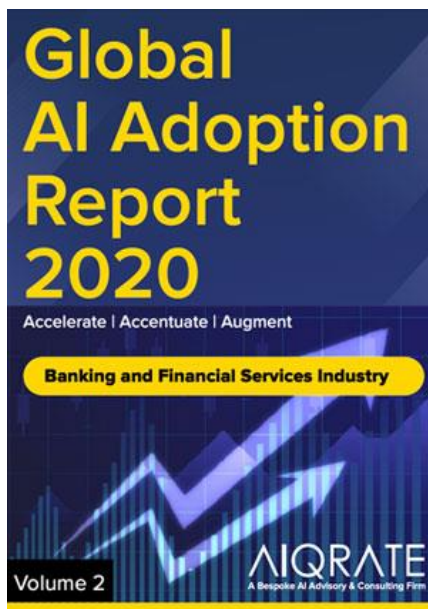
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AIQRATE Global AI Adoption Report 2020

Volume 1: Global AI adoption report 2020: AIQRATE has undertaken an extensive research & analysis with global CXOs/GCC leaders/ Indian business leaders across a spectrum of global knowledge areas and embedded ten parameters to curate first ever report on Global AI Adoption 2020 across five industry segments: BFS, Insurance, Retail & CPG, Healthcare & Lifesciences and Manufacturing. Through this report, we have attempted to stitch Global Industry wide AI Adoption scenarios and tried to unravel multiple insights and analysis. The first of the six volumes of AIQRATE GLOBAL AI ADOPTION REPORT 2020 covers topical trends, market scenarios and insights in global AI arena. Stay tuned for the next five volumes.



Volume 2: AI is rapidly transforming BFS; Banks that will move quickly to embed AI throughout their value chain will be positioned to prosper in the new world that is disruptive. AI will become the sole determinant of the competitive position of banks and a key element enhancing their competitive advantage.



Salient highlights of the Report (BFS Industry):

- AI in fintech market is expected to reach USD 35.40 billion by 2025. The market is expected to witness a CAGR of 31.5% from 2020-25
- AI in B&FS Ecosystem is expected to grow at a CAGR of 23.5% by 2027. The Integration of AI in Banking & Financial Services is providing an edge to the early adopters
- The aggregate potential cost savings for banks from AI applications is estimated at \$447 billion by 2023, with the front & middle office accounting for \$416 billion of that total
- 75% of banks with over \$100 billion in assets are currently implementing AI strategies, compared with 46% banks with less than \$100 billion in assets.

[Read & Download Volume 1 & 2 of Global AI Adoption Reports](#)

AIQRATE CXO's Offerings:

AI led CXO Transformation Capabilities for CHRO/COO/CFO

AIQRATE introduces AI led CXO transformation capabilities influencing new strategic business value chain for CHRO/COO/CFO; with our seasoned & proven experience of consulting with several CXOs from multiple global & Indian enterprises and GCCs, we have curated strategic approach to evangelize and internalize AI led capabilities for HR, Talent, L&D, Operations, Procurement Supply Chain, Finance & Accounting business function heads and have also provided advisory support to external IT & BPM organizations, consulting firms, pure play AI providers to create bespoke yet revenue generating AI led capabilities for CXO transformation. [Here's the sneak peek of AIQRATE's CXO transformation capabilities for CHRO/COO/CFO.](#)



**AI led CXO
Transformation
Capabilities for
CHRO/COO/CFO:**

**Strategic Approaches
from AIQRATE**

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AIQRATE Webinar Specials: CXO Series

AIQRATE WEBINAR SPECIALS: CXO SERIES

Leadership in Disruptive Times: What really matters

Thursday, June 18th 2020
6:30 – 7:30 p.m. IST
9:00 – 10:00 a.m.ET

Speaker: **Dr. AKHIL PRASAD**
Director & Country Counsel India
BOEING INDIA

Moderator: **SAMEER DHANRAJANI**
CEO & Co-founder
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AIQRATE WEBINAR SPECIALS: CXO SERIES

Reimagine Industry 4.0 with AI: The Factory of the Future

Friday, June 19th 2020
6:30 – 7:30 p.m. IST
9:00 – 10:00 a.m.ET

Speaker: **Dr. AMBICA RAJAGOPAL**
Chief Analytics Officer
STL Sterlite Technologies

Moderator: **SAMEER DHANRAJANI**
CEO & Co-founder
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AIQRATE WEBINAR SPECIALS: CXO SERIES

Reimagine AI with New Lens: Possibilities in Media & Entertainment

Thursday, June 25th 2020
6:30 – 7:30 p.m. IST
9:00 – 10:00 a.m.ET

Speaker: **Rohit Gandhi**
Editor in Chief
Democracy News Live

Moderator: **Sameer Dhanrajani**
CEO & Co-founder
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AIQRATE WEBINAR SPECIALS: CXO SERIES

Reimagine Healthcare with AI: Possibilities & Beyond

Friday, June 26th 2020
6:30 – 7:30 p.m. IST
9:00 – 10:00 a.m.ET

Speaker: **Divesh Singla**
VP, Regulatory & Access
PAREXEL

Moderator: **Sameer Dhanrajani**
CEO & Co-founder
AIQRATE Advisory & Consulting

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AIQRATE WEBINAR SPECIALS: CXO SERIES

Navigating the future of IT industry in disruptive times: Strategic Perspectives

Thursday, July 2nd 2020
6:30 – 7:30 p.m. IST
9:00 – 10:00 a.m.ET

Speakers: **Bharani Kumar Aroll** (President, HYSEA) and **Kiran Cherukuri** (Vice President, HYSEA)

Moderator: **Sameer Dhanrajani**
CEO & Co-founder
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AIQRATE WEBINAR SPECIALS: CXO SERIES

Reset Growth & Scale Models for Startups: Strategic Perspectives

Friday, July 3rd 2020
6:30 – 7:30 p.m. IST
9:00 – 10:00 a.m.ET

Speaker: **Bala Girisaballa**
Entrepreneur & Author

Moderator: **Sameer Dhanrajani**
CEO & Co-founder
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AIQRATE WEBINAR SPECIALS: CXO SERIES

Reset Digital Transformation Strategy: The New Playbook

Thursday, July 9th 2020
6:30 – 7:30 p.m. IST
9:00 – 10:00 a.m.ET

Speaker: **LUX RAO**
Senior Director & Head – Digital Transformation
NTT India

Moderator: **SAMEER DHANRAJANI**
CEO & Co-founder
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AIQRATE WEBINAR SPECIALS: CXO SERIES

Emergence of The Resilient Enterprise: The New Next

Friday, July 10th 2020
6:30 – 7:30 p.m. IST
9:00 – 10:00 a.m.ET

Speaker: **A N RAO**
Ex-Chief Learning Officer
Cognizant Technology Solutions

Moderator: **SAMEER DHANRAJANI**
CEO & Co-founder
AIQRATE Advisory & Consulting

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AIQRATE Webinar Specials: CXO Series is exclusively curated for CXOs, senior leaders, business heads, entrepreneurs, academic heads and decision makers to showcase them themes around strategic interventions on reimagining the future enterprises in the “New Next” accentuated by exponential technologies and navigating the change thru transformation, innovation & disruption. The participants are also showcased with topical scenarios, best practices and trends in global arena. The sessions speakers are marquee leaders, strategists and visionaries from a spectrum of professional and academic spheres. AIQRATE CXO Series is considered as the sought after thought leadership accentuation platform with combined sessions participation from 3500+ global CXO’s, business leaders across 50+ geographies. [Watch our webinar playback sessions here.](#)

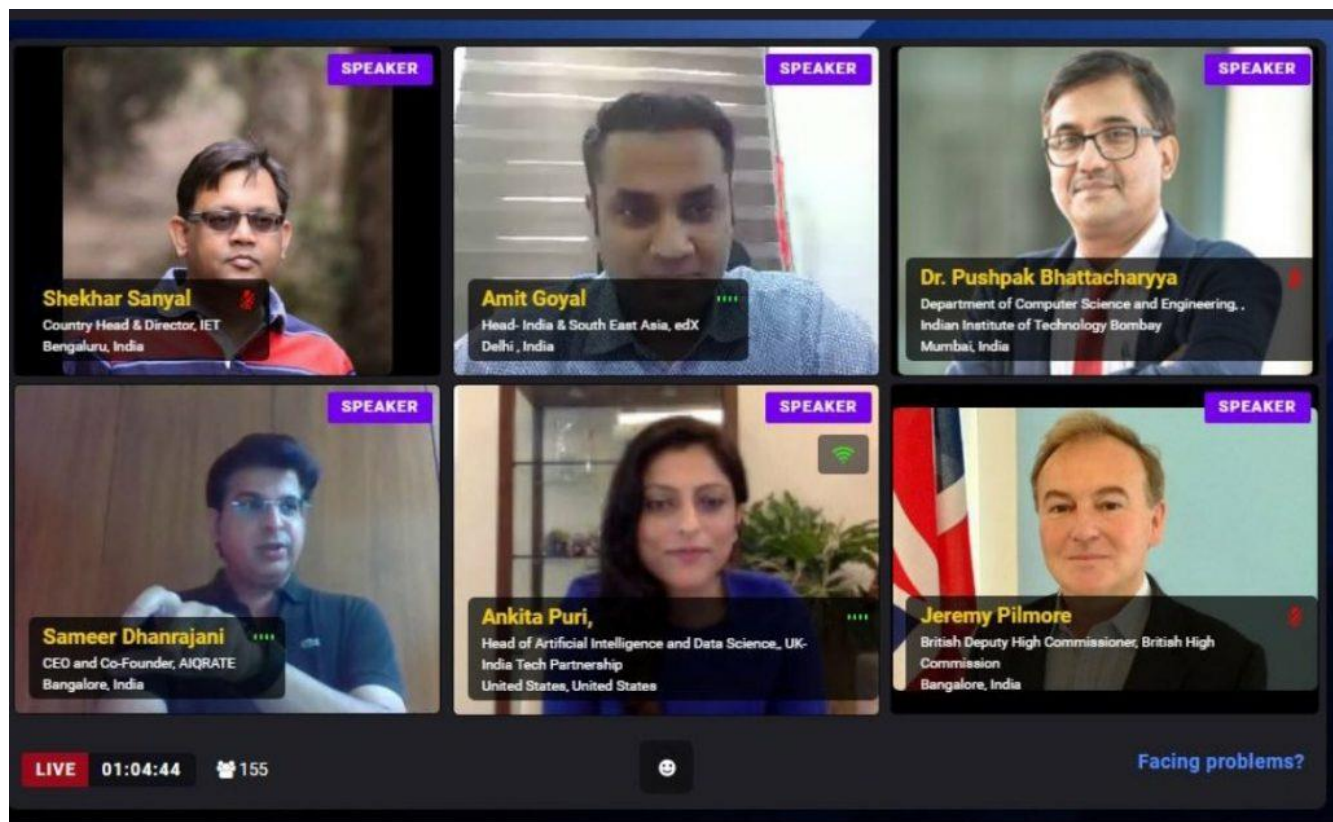
Recent CXO Series sessions:

- Dr. Akhil Prasad, Director & Country Counsel India, Boeing India
- Dr. Ambica Rajagopal, Chief Analytics Officer, Sterlite Technologies
- Rohit Gandhi, Editor in Chief, Democracy News Live
- Divesh Singla, VP-Regulatory & Access, Parexel
- Bharani Kumar Aroll, President, HYSEA & Kiran Cherukuri, VP, HYSEA
- Bala Girisaballa, Entrepreneur & Author
- Lux Rao, Head-Digital Transformation, NTT India
- A N Rao, Ex-Chief Learning Officer, Cognizant

AIQRATE in External Forums

1. Virtual Round-table by IET in partnership with British High Commission

Institute of Engineers & Technology (IET) India with the British High Commission's UK India Tech Partnership to led a joint study on AI skilling landscape in India. The study uncovered key pressing challenges around AI skilling including curriculum, content, access, availability as well as perceived end results of gaining AI skills.



To understand the entire gamut of AI skilling space further, IET brought together global experts for a virtual round table on Friday, July 3rd 2020 to dive into the depths of 'AI Skilling in India: Opportunities, challenges and road ahead'. The session was inaugurated by Jeremy Pilmore, British Deputy High Commissioner, British High Commission, Bangalore, India. Sameer Dhanrajani, CEO & Co-founder, AIQRATE was part of the virtual round table which discussed about bridging AI skills gap in India.

2. NASSCOM GCC e-Confluence

NASSCOM in association with AIQRATE. The evolution of GCCs is at a critical junction and some key questions need to be pondered upon as we move forward – What does the future hold for GCCs? – Will they be relevant? What are the key risks that threaten GCCs existence and form and key strengths that may ensure they thrive? The session aims to explore these questions and many more and provide us with a starting point to design our own blueprint to succeed in the future that lay ahead.



3. AIQRATE in SOGAL Webinar

Webinar Topic: AI: The X Factor in Growth & Stability
Saturday, June 20th 2020 at 10am IST

AI has proven to be a Trojan horse and competitive differentiator in accelerating problem solving@scale by being embedded in the platforms, products and solutions to derive impact.

SoGal Foundation is the largest global nonprofit platform for diverse entrepreneurs and investors. Our mission is to close the diversity gap in entrepreneurship by providing educational resources & community to our global network of 100K+ diverse professionals. We host a ton of events in our 40+ global chapters across 5 continents.



4. Webinar on AI Strategies for Augmenting Innovation at MIT Institute of Design



Industry Interactions webinar hosted by MIT ID Innovation Programme on June 22nd 2020 on topic “AI Strategies for augmenting innovation”

Keynote session by Sameer Dhanrajani, CEO & Co-founder, AIQRATE Advisory & Consulting

5. Panel discussion on Future of Learning hosted by Talgro

Live Webinar

The Future of Learning

Panelists



Pranjal Kumar
Principal, CFO
Bertelsmann India



Dr. Bigyan Verma
Director
SIES College of Mgmt. Studies, Mumbai



Sameer Dhanrajani
CEO & Cofounder
Aiqrate advisory & consulting



Jagmohan Bhanver | Moderator

Bhanver is a Master Coach and has worked with Industry leaders across three continents. He is the best-selling author of six books translated into six languages. He has worked in pivotal roles with three Banks. Bhanver has been felicitated with several awards in the domain of Education, Public Service and Business Achievement.

Discussion Points:

- Shift in learning preferences
- Sustainability of the Virtual classroom
- Need for innovation in the learning domain
- Personalized & Adaptive learning
- Technology powered blended learning
- Democratisation of knowledge and skills
- Social and collaborative learning
- Reskilling

25th June

11:00 am to 12:30 pm IST

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CXO Insights: Building an AI powered Enterprise for revival, resurrection & relevance



The buoyancy around artificial intelligence adoption is palpable. It seems that not a day goes by without one of the giants in the industry coming out with a breakthrough application of AI, or a new nuance is added to the overall body of knowledge. Horizontal and industry-specific use cases of AI abound and there is always something exciting around the corner every single day.

However, with the keen interest from global leaders of multinational corporations, the conversation is shifting towards having a strategic agenda for AI in the enterprise. Business heads are less interested in topical experiments and minuscule productivity gains made in the short term. They are more keen to understand the impact of AI in their areas of work from a long-term standpoint. Perhaps the most important question that they want to see answered is – what will my new AI-enabled enterprise look like?

The question is as strategic as it is pertinent. For business leaders, the most important issues are – improving shareholder returns and ensuring a productive workforce – as part of running a sustainable, future-ready business. Artificial intelligence may be the breakout enabler of our time, but business leaders are more occupied with trying to understand just how AI can usher in a new era of their business, how it is expected to upend existing business value chains, unlock new revenue streams, and deliver improved efficiencies in cost outlays. Let us try to answer these questions.

AI is Disrupting Existing Value Chains

Ever since Michael Porter first expounded on the concept in his best-selling book, *Competitive Advantage: Creating and Sustaining Superior Performance*, the concept of the value chain has gained great currency in the minds of business leaders globally. The idea behind the value chain was to map out the interlinkages between the primary activities that work together to conceptualize and bring a product / service to market (R&D, manufacturing, supply chain, marketing, etc.), as well as the role played by support activities performed by other internal functions (finance, HR, IT etc.). Strategy leaders globally leverage the concept of value chains to improve business planning, identify new possibilities for improving business efficiency and exploit potential areas for new growth.

Now with AI entering the fray, we might see new vistas in the existing value chains of multinational corporations. For instance:

Manufacturing is becoming heavily augmented by artificial intelligence and robotics. We are seeing these technologies getting a stronger foothold across processes requiring increasing sophistication. Business leaders need to now seriously consider workforce planning for a labor force that consists both human and artificial workers at their manufacturing units. Due attention should also be paid in ensuring that both coexist in a symbiotic and complementary manner. Logistics and Delivery are two other areas where we are seeing a steady growth in the use of artificial intelligence. Demand planning and fulfilment through AI has already reached a high level of sophistication at most retailers. Now Amazon – which handles some of the largest and most complex logistics networks in the world – is in advanced stages of bringing in unmanned aerial vehicles (drones) for deliveries through their Amazon Prime Air program. Business leaders expect outcomes to range from increased customer satisfaction (through faster deliveries) and reduction in costs for the delivery process.

Marketing and Sales are constantly on the forefront for some of the most exciting inventions in AI. One of the most recent and evolved applications of AI is Reactful. A tool developed for eCommerce properties, Reactful helps drive better customer conversions by analyzing the clickstream and digital footprints of people who are on web properties and persuades them into making a purchase. Business leaders need to explore new ideas such as this that can help drive meaningful engagement and top line growth through these new AI-powered tools.

AI is Enabling New Revenue Streams

The second way business leaders are thinking strategically around AI is for its potential to unlock new sources of revenue. Earlier, functions such as internal IT were seen as a cost center. In today's world, due to the cost and competitive pressure, areas of the business which were traditionally considered to be cost centers are required to reinvent themselves into revenue and profit centers. The expectation from AI is no different. There is a need to justify the investments made in this technology – and find a way for it to unlock new streams of revenue in traditional organizations. Here are two key ways in which business leaders can monetize AI:

Indirect Monetization is one of the forms of leveraging AI to unlock new revenue streams. It involves embedding AI into traditional business processes with a focus on driving increased revenue. We hear of multiple companies from Amazon to Google that use AI-powered recommendation engines to drive incremental revenue through intelligent recommendations and smarter bundling. The action item for business leaders is to engage stakeholders across the enterprise to identify areas where AI can be deeply ingrained within tech properties to drive incremental revenue.

Direct Monetization involves directly adding AI as a feature to existing offerings. Examples abound in this area – from Salesforce bringing in Einstein into their platform as an AI-centric service to cloud infrastructure providers such as Amazon and Microsoft adding AI capabilities into their cloud offerings. Business leaders should brainstorm about how AI augments their core value proposition and how it can be added into their existing product stack.

AI is Bringing Improved Efficiencies

The third critical intervention for a new AI-enabled enterprise is bringing to the fore a more cost-effective business. Numerous topical and early-stage experiments with AI have brought interesting success for reducing the total cost of doing business. Now is the time to create a strategic roadmap for these efficiency-led interventions and quantitatively measure their impact to business. Some food for thought for business leaders include:

Supply Chain Optimization is an area that is ripe for AI-led disruption. With increasing varieties of products and categories and new virtual retailers arriving on the scene, there is a need for companies to reduce their outlay on the network that procures and delivers goods to consumers. One example of AI augmenting the supply chain function comes from Evertracker – a Hamburg-based startup. By leveraging IOT sensors and AI, they help their customers identify weaknesses such as delays and possible shortages early, basing their analysis on internal and external data. Business leaders should scout for solutions such as these that rely on data to identify possible tweaks in the supply chain network that can unlock savings for their enterprises.

Human Resources is another area where AI-centric solutions can be extremely valuable to drive down the turnaround time for talent acquisition. One such solution is developed by Recualizer – which reduces the need for HR staff to scan through each job application individually. With this tool, talent acquisition teams need to first determine the framework conditions for a job on offer, while leaving the creation of assessment tasks to the artificial intelligence system. The system then communicates the evaluation results and recommends the most suitable candidates for further interview rounds. Business leaders should identify such game-changing solutions that can make their recruitment much more streamlined – especially if they receive a high number of applications.

The Customer Experience arena also throws up very exciting AI use cases. We have now gone well beyond just bots answering frequently asked questions. Today, AI-enabled systems can also provide personalized guidance to customers that can help organizations level-up on their customer experience, while maintaining a lower cost of delivering that experience. Booking.com is a case in point. Their chatbot helps customers identify interesting activities and events that they can avail of at their travel destinations. Business leaders should explore such applications that provide the double advantage of improving customer experience, while maintaining strong bottom-line performance.

The possibilities for the new AI-enabled enterprises are as exciting as they are varied. The strategic areas shared herein are by no means exhaustive, but hopefully seed in interesting ideas for powering improved business performance. Strategy leaders and business heads need to consider how their AI-led businesses can help disrupt their existing value chains for the better and unlock new ideas for improving bottom-line and top-line performance. This will usher in a new era of the enterprise, enabled by AI.

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AIQRATE, A bespoke global AI advisory and consulting firm. A first in its genre, AIQRATE provides strategic AI advisory services and consulting offerings across multiple business segments to enable clients navigate their AI powered transformation, innovation & revival journey and accentuate their decision making and business performance.

AIQRATE works closely with Boards, CXOs and Senior leaders advising them on their Analytics to AI journey construct with the art of possible AI roadmap blended with a jumpstart approach to AI driven transformation with AI@scale centric strategy; AIQRATE also consults on embedding AI as core to business strategy within business processes & functions and augmenting the overall decision-making capabilities. Our bespoke AI advisory services focus on curating & designing building blocks of AI strategy, embed AI@scale interventions and create AI powered organizations.

AIQRATE's path breaking 50+ AI consulting frameworks, methodologies, primers, toolkits and playbooks crafted by seasoned and proven AI strategy advisors enable Indian & global enterprises, GCCs, Startups, SMBs, VC/PE firms, and Academic Institutions enhance business performance & ROI and accelerate decision making capability. AIQRATE also provide advisory support to Technology companies, business consulting firms, GCCs, AI pure play outfits on curating discerning AI capabilities, solutions along with differentiated GTM and market development strategies.

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