



AIQRATE 2020



A Walk to
Remember

WHEN NOTHING IS NORMAL...

THRIVING IN EXTREME UNCERTAINTY



A pullback of our first year journey at AIQRATE, retrospectively, it's been an exhilarating ride of conceptualizing a global advisory & consulting firm in the AI Strategy & Transformation space, A first in the genre of consulting firm. Under the aegis of transformation, innovation & disruption, we continue to help our clients on unravelling the art of possible with AI to unlock value, unleash competitive differentiation and drive scale, growth & profitability vectors. In the process, we have broken few cliched barriers and created new niche and differentiated positioning in the advisory & consulting space, here are salient highlights of our year one performance:

- Consulted with Boards, CXO's & Business leaders on crafting & executing bespoke AI strategy for their enterprises, business functions & GCCs with customized AI masterclasses, roundtables, 1:1 engagement sessions & resident advisory services
- Enabled GCCs on curating bespoke AI Centre of Excellence (CoE) construct & AI roadmap journey for incremental evolution as well as the demonstratable value creation for the business
- Galvanized Indian & global enterprises with consultation on state of the art frameworks on AI @ scale, AI powered enterprises & building blocks of AI strategy
- Partnered with Cloud players, Technology behemoths, IT services firms; consulting them on creating differentiated AI capabilities, novel GTM approaches and market development scenarios
- Entrenchment with PE/VC firms on embedding AI strategy in their startup portfolios for accelerated scale & hyper growth momentum

- Deployed tailor-made AI strategy primers, toolkits, playbooks & frameworks for accentuating business impact and value throughout for the clients
- Tie-ups with EdTech and academic institutions as trusted AI partner & consultant
- Curated India's sought after thought leadership series grossing 4 Mn+ views: AIQRATE CXO Specials covering 50 exclusive sessions with marquee leaders
- Extensive participation with industry consortia – NASSCOM, CII for positioning India as a premier destination for AI

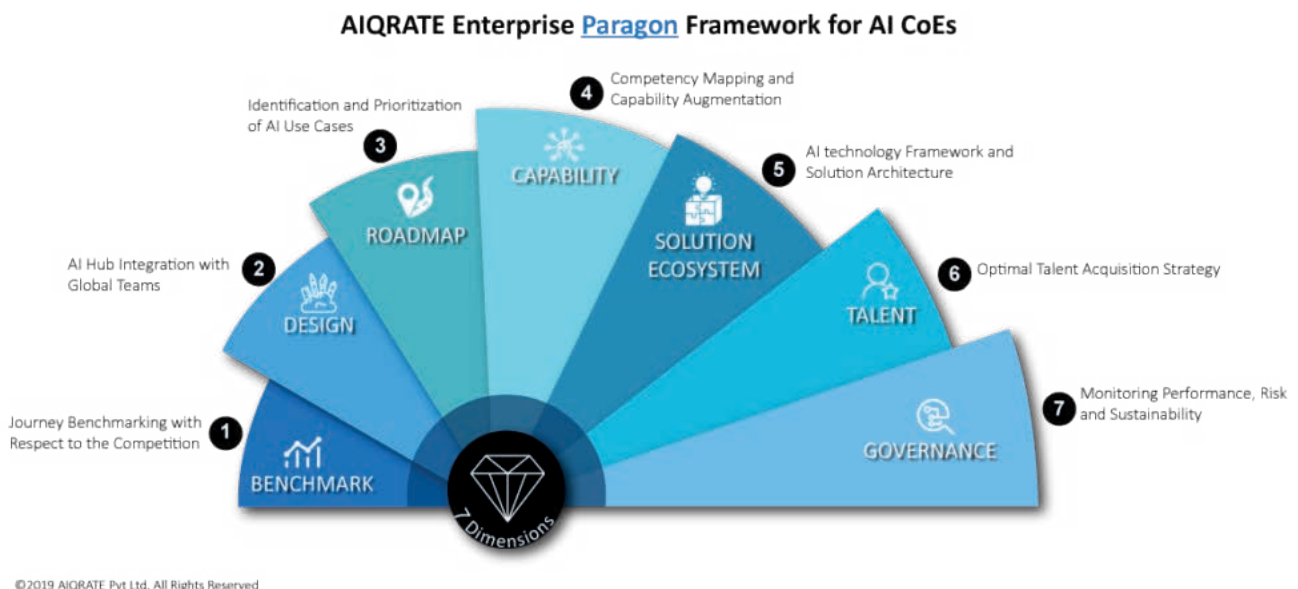
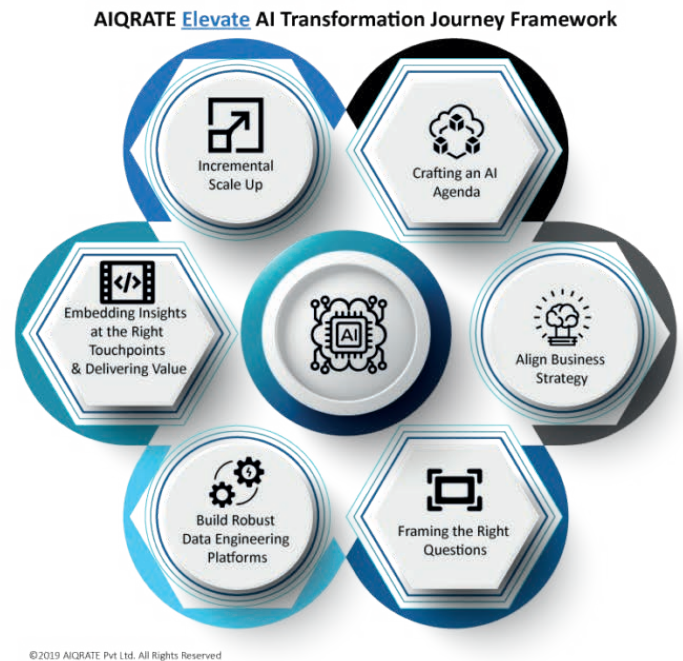
So, Do you have an AI Strategy? At AIQRATE, we can guide you on your journey of understanding what AI can do for you, embedding it within your business strategy, functional areas and augmenting the decision-making process. Businesses are at an inflection point and being AI-ready will become a true differentiator. AIQRATE can be your strategic partner to help you prepare for what's next in order to stay relevant...Im-mense Thanks to all our clients, stakeholders, consultants and ecosystem players for sustained support in turning AIQRATE, a next-in class AI strategy & consulting firm. The Play's just begun...

Sameer Dhanrajani
CEO & Co-founder
AIQRATE Advisory & Consulting

BESPOKE AI PLAYBOOKS, FRAMEWORKS & TOOLKITS

AIQRATE curated and deployed bespoke frameworks to enable enterprises, GCC's plan AI strategy journey mapping as building blocks, dovetail AI strategy with internal business strategy and embed AI strategy in innovation/transformation charters and proactively plan AI led interventions for robust ROI/value creation.

Our proprietary AI toolkits, primers, frameworks & playbooks on AI transformation journey, AI CoE, building blocks of AI strategy, Talent mapping were pathbreaking and were instrumental in curating robust AI strategy for enterprises & GCCs and enabled accelerated value and impact creation for our global clients.

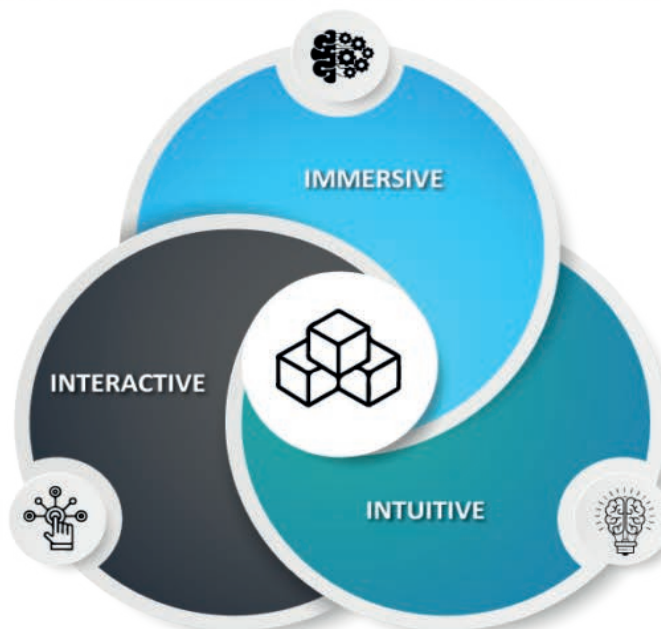


AIQRATE Enterprise T-Rex Framework for AI Talent Mapping



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AIQRATE Enterprise i-Cube Framework for AI Experience Centres



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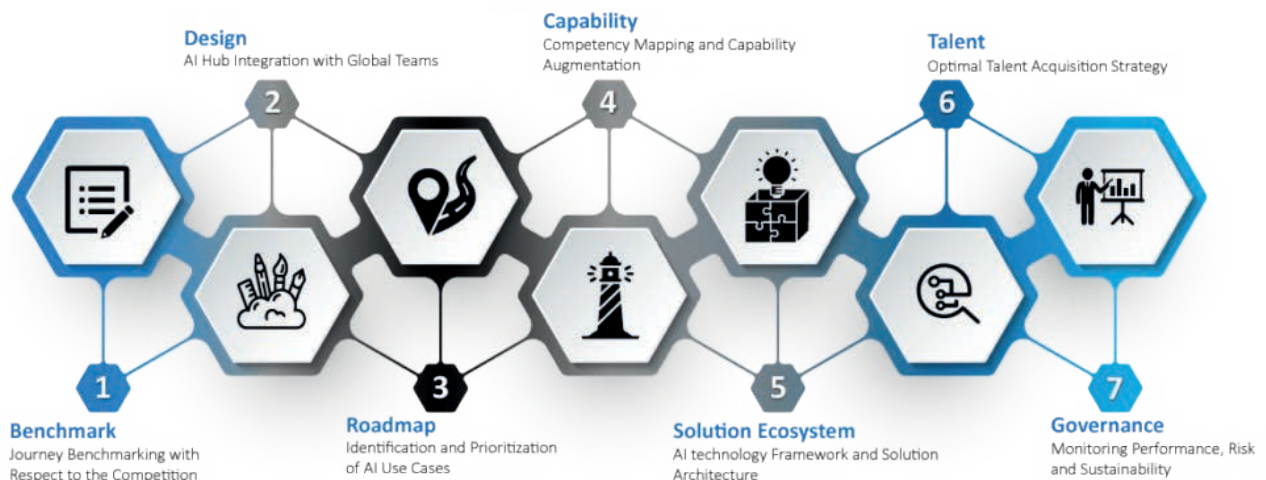
AIQRATE FOR GCCS

As multinational corporations continue to move to an AI & Analytics-first paradigm, they are looking at their GCCs to provide AI & Analytics prowess to drive this transformation. AI has taken a robust foothold in the GCCs, with their talent powering evidence-backed, data-driven decisions for their parent organizations. The next generation of the GCCs will be expected to provide autonomous decision making capabilities and an AI-augmented intelligent products, solutions and prototypes.

GCCs predominately are consuming AI/Analytics for driving innovation & transformation, capability expansion, cost arbitrage.

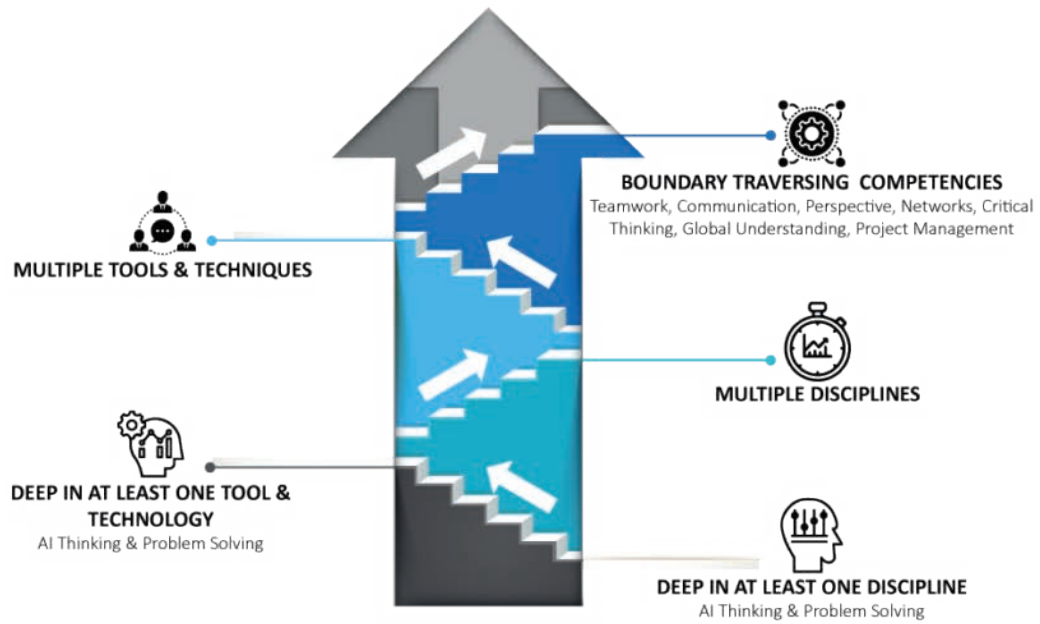
AIQRATE executed consulting engagements for GCCs to evolve their AI-Analytics CoE/CoC to be strategic and transformative to parent organization on the ensuing parameters of effectiveness, business continuum, rapid experimentation & prototype, cost of talent, insights & decision making.

AIQRATE GCC Beacon Framework for AI COEs



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AIQRATE GCC Pinnacle Framework for AI Talent Mapping



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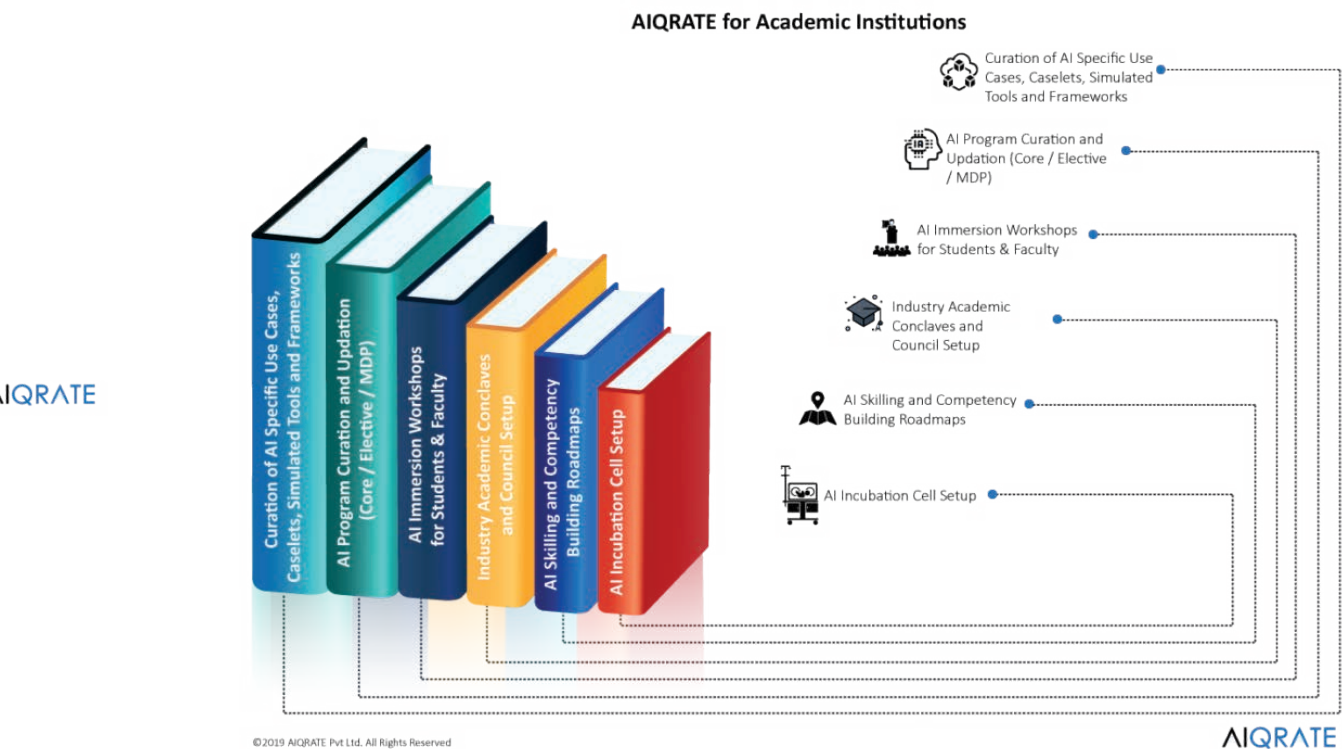
AIQRATE GCC Ballance Framework for AI Governance



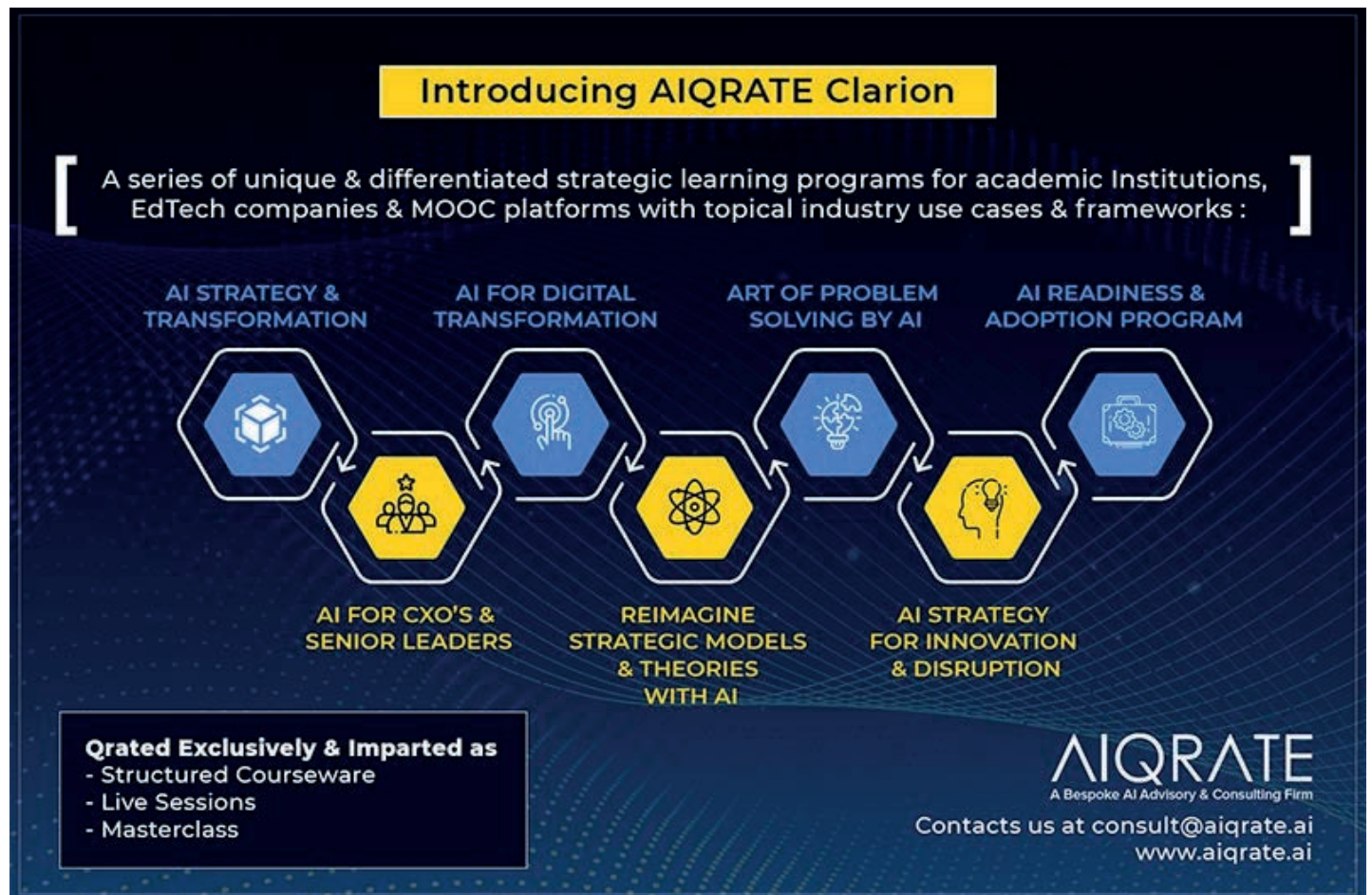
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AIQRATE FOR ACADEMIC INSTITUTIONS

AIQRATE has been associated with several academic institutions EdTech firms as a strategic AI partner and consultant in introducing AI as a pivotal part of the education program they impart with inclusion of curating topical curriculums, AI CoE construct, master-class sessions, augmenting industry connect and re-skilling academia.



AIQRATE introduced Clarion, a series of unique & differentiated strategic learning programs exclusively curated for Academic Institutions, EdTech companies & MOOC platforms with topical industry use cases & frameworks covering critical facets of AI led learning interventions for mainstream and executive education programs. AIQRATE worked closely with academic institutions, EdTech players as a strategic learning partner in building discerning AI programs and worked with them in building an ecosystem with custom-made AI awareness sessions & masterclasses, augmenting industry connect, re-skilling academia, infusing industry use cases and job ready learning frameworks.

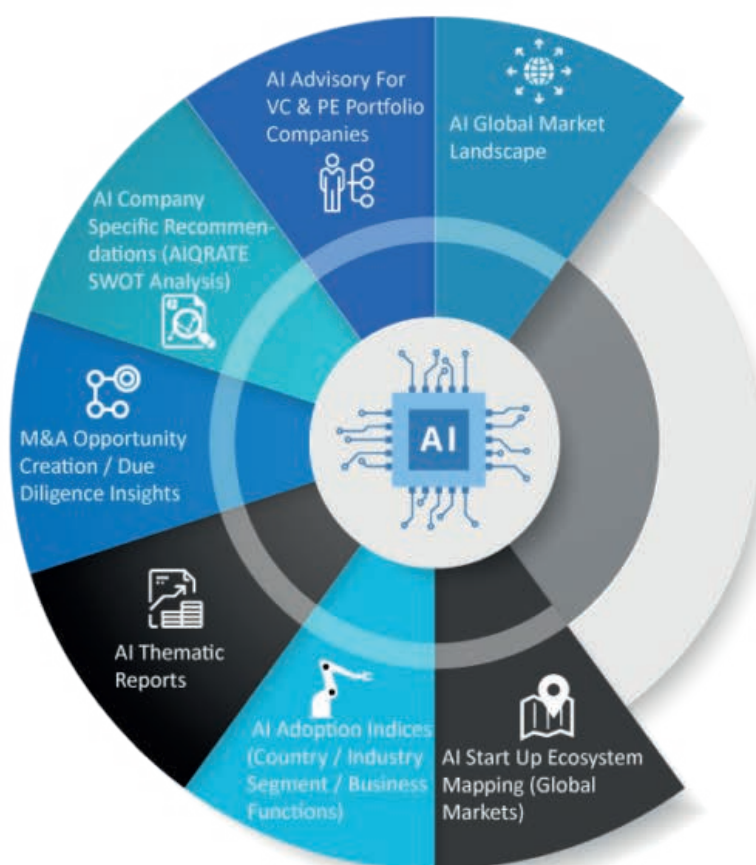


AIQRATE FOR VC / PE FIRMS

Venture Capital and Private Equity firms are feverishly focusing on making strategic investments in AI startups, niche and boutique firms. However, the AI startup ecosystem space is deficient in syndicated insights, topical AI trends and differentiated metrics based on which VC & PE firms can make informed investment decisions.

AIQRATE through an extensive M&A, fund raising, due diligence experience in the AI arena, engaged with VC/PE firms on embedding AI strategy in their startup portfolios for accelerated scale & hyper growth momentum.

AIQRATE for Venture Capital and Private Equity Firms



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CXO SERIES: WEBINAR SPECIALS

AIQRATE CXO series became a sought after thought leadership accentuation platform with emphasis on strategic and elevated conversations with top notch leaders, AIQRATE CXO Series had participation from 4500+ global senior leaders from 50+ geographies with an aggregated 4.4Mn views across social channels.

Thru the discussions with the invited leaders, the global participants were showcased with topical scenarios, best practices and trends. The webinar speaker conversed over pre-defined themes and questions on strategic viewpoints and the narrative that were supplemented with anecdotes and use scenarios.

Here are excerpts from the series. Visit <https://www.aiqrate.ai/about-us/aiqrate-webinar-specials-cxo-series/> for the complete set of playback videos of all webinars.



AIQRATE : AI MASTERCLASSES AND ROUNDTABLES SERIES

5

Curated
Sessions

50+

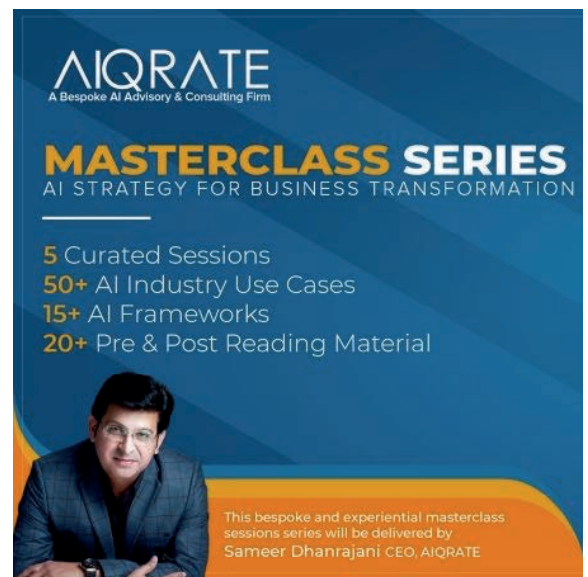
AI Industry
use cases

15+

AI
Frameworks

The masterclass series stretched the thinking and broaden the perspectives of participants with a practical, behind-the-scenes look at how Indian, global enterprises, Platform & Cloud providers, GCCs, startups are crafting AI strategy across the enterprise value chain to work to create value and differentiation. Through bespoke yet exhaustive program content, AIQRATE's frameworks, and hands-on exercises, they gained actionable insights on how they can implement an AI strategy that creates value for the company, GCC, Startups and positions them for advancement in learning & career. This masterclass series helped leaders and senior executives who are evaluating the feasibility of introducing AI in their organizations, GCCs and businesses, planning to work on AI driven business models.

Multiple CXO roundtables were held wherein they discussed the state of AI and its impact on innovation in the businesses and on how to embed AI in terms of creating customer support without talking to customers, or how to give the client or the customer what they need without having them articulate it. Stressed on algorithm being the phenomena of reimagining the decision making in enterprises. When an algorithm works for you – embedded in the value chain of the business....it is on top of the mindshare for boardrooms, senior leaders, CXOs. Collective belief and agreement is to look forward for AI to revolutionise or reimagine our decision making!



AIQRATIONS

AIQRATE team brought together an extensive line up of knowledge content, insights & opinions, reports and analysis.

Undertook extensive research & analysis with global CXOs/GCC leaders/Indian business leaders across a spectrum of global knowledge areas and parameters to curate first ever report on Global AI Adoption 2020 across five industry segments: Banking & Financial Services, Insurance, Retail & CPG, Life Sciences & Healthcare and Manufacturing.

initiated a strategic ready reckoner series: AI STRATEGY SERIES focusing on the significance of curating an AI strategy in these disruptive times, building blocks of putting together an AI strategy, building AI powered enterprises and instituting AI @ scale to augment business metrics within the enterprises. The ensuing perspectives are prescriptive approaches with laid out details on execution roadmap and accentuated with industry relevance.....The Need to have an AI Strategy in Crisis: Reset & Revive.

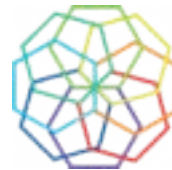
We are industry builders as well as key opinion leaders in AI and have been associated with several Enterprises, GCCs, SMBs, Startups, VC/PE firms, Academic Institutes and Business Associations advising and consulting with them on their AI strategies, interventions, programs and engagements. Our opinions and insights are widely published and broadcasted across global media publications and in several industry forums.



AIQRATE ALLIANCE FORUM

AIQRATE established partnerships with leading, niche, boutique, emerging AI companies and startups from around the globe to better serve our clients' needs.

The AIQRATE Alliance Forum enhances AI capabilities in five primary areas: data partnerships, tools partnerships, deep technology solutions & products, client access and thought leadership. With our extensive network and connects, AIQRATE invests deeply in cultivating these partnerships, to better serve our clients with the capabilities they need to address their most critical business challenges and opportunities.



INDUSTRY RECOGNITION IN 2020...



Sameer Dhanrajani

In top 10 of 100
Digital
Influencers of
2020

&

In top 50 Global
Thought Leaders
and Influencers on
Business Strategy



YourStory's 100 Digital Influencers of 2020 features thought leaders, who, through their writings, inspired hope and strength in a pandemic-hit year, and who, we believe, will influence and inspire the next generation of changemakers in 2021 and beyond.

<https://yourstory.com/awards/yourstory-100-digital-influencers-of-2020>



In top 50 Global Thought Leaders and Influencers on Business Strategy

Based on holistic measure of thought leadership and authentic influence looking far beyond social media alone.

<https://www.thinkers360.com/top-50-global-thought-leaders-and-influencers-on-business-strategy-december-2020/>



A Bespoke AI Advisory & Consulting Firm

AIQRATE Advisory & Consulting



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Bangalore | Delhi | Hyderabad

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.

Visit www.aiqrate.ai to experience our AI advisory services & consulting offerings.

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