Unlock your potential with expert AI advisory services

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A COMPUTER

CAN NEVER BE HELD ACCOUNTABLE

THEREFORE A COMPUTER MUST NEVER

MAKE A MANAGEMENT DECISION

Who has an active Board Level Strategy/Directive to adopt AI?

Who has identified all possible use cases and moved them into PoV/MVP?

Who has AI Projects in production and are seeing measurable ROI?

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Driving Business Value with AI

AI READY

Unlocking potential with Cisco Secure AI Factory

NOT AI READY
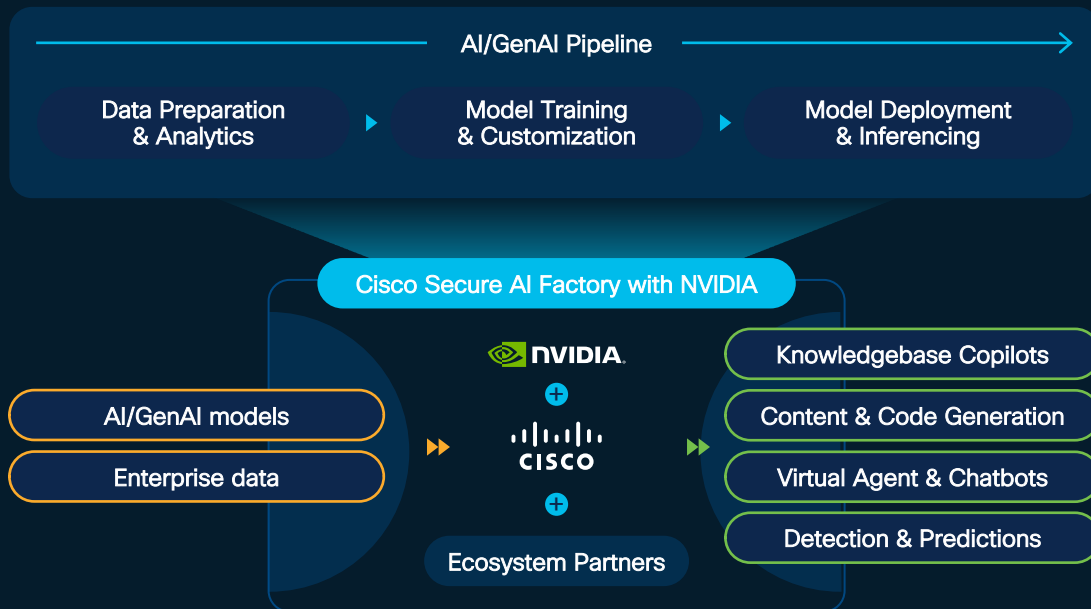
A Services Engagement Journey

AI Ready: Cisco Secure AI Factory with NVIDIA

Accelerate the AI adoption for enterprises with an integrated AI infrastructure and software solution from Cisco, NVIDIA, and our strategic partners

Security-first architecture

High-performance, enterprise-proven networking, compute, storage, and AI software

Pre-validated, with flexible deployment options: Vertically integrated or modular system

AI/GenAI Pipeline

Data Preparation & Analytics ▶ Model Training & Customization ▶ Model Deployment & Inferencing

Cisco Secure AI Factory with NVIDIA

NVIDIA
➕
CISCO
➕
Ecosystem Partners

AI/GenAI models
Enterprise data

Knowledgebase Copilots
Content & Code Generation
Virtual Agent & Chatbots
Detection & Predictions

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AI Not Ready : Use Case Choices

OPTION 1

Off the Shelf' AI Use Cases

OPTION 2

Tailored AI' Use Cases specific to your organization

A Value-Led AI Services Engagement Approach

Lead with business outcomes, not technology

| Align LOBs to identify meaningful problems. | Define and prioritize AI use cases, TCO & ROI | Deliver secure, scalable on-prem AI solutions. |

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Common AI Pitfalls

Blind Investment in AI Technology
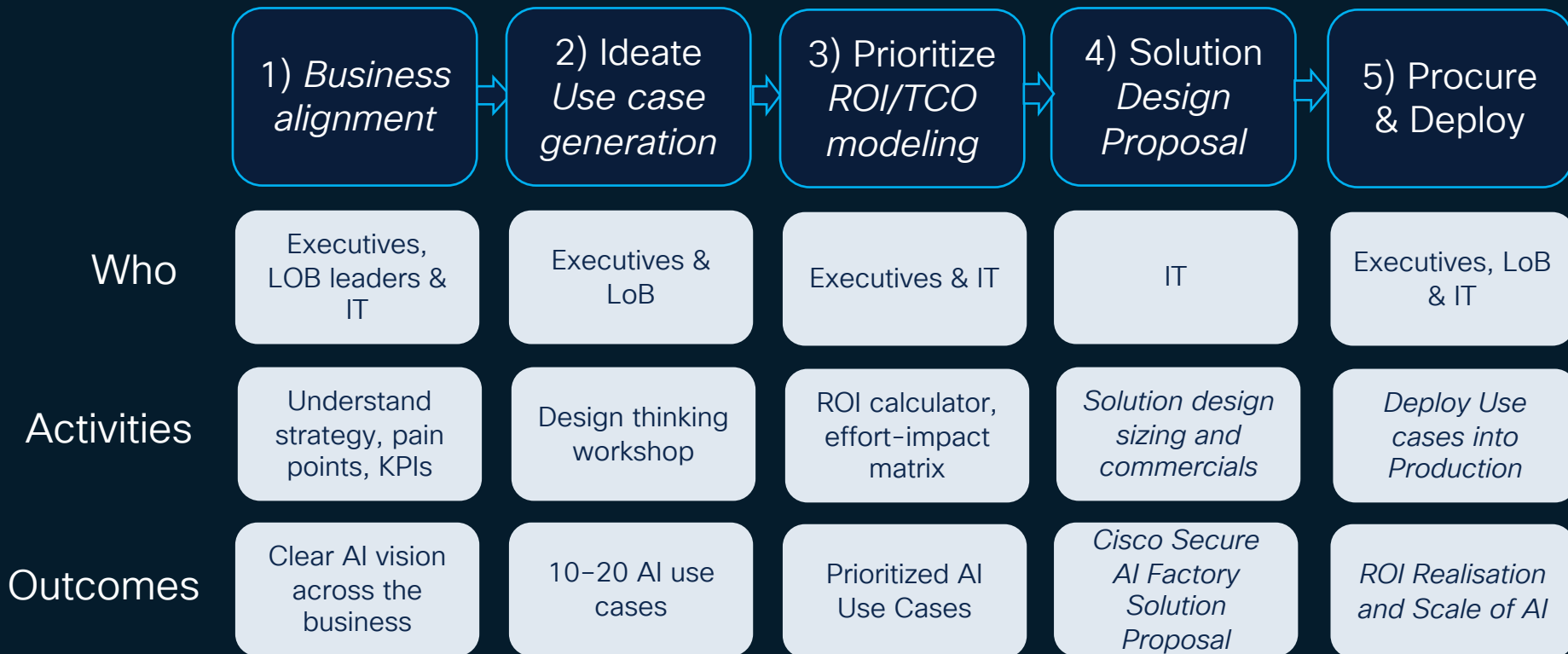
People & Process requirements

Infrastructure Planning Neglect for Scaling AI

Undefined Use Cases & Data Readiness

Public AI Tool Usage - Data Security & Governance Risks

Skills & Talent Gap

Engagement Journey Overview

	1) *Business alignment*	2) Ideate *Use case generation*	3) Prioritize *ROI/TCO modeling*	4) Solution *Design Proposal*	5) Procure & Deploy
Who	Executives, LOB leaders & IT	Executives & LoB	Executives & IT	IT	Executives, LoB & IT
Activities	Understand strategy, pain points, KPIs	Design thinking workshop	ROI calculator, effort–impact matrix	*Solution design sizing and commercials*	*Deploy Use cases into Production*
Outcomes	Clear AI vision across the business	10–20 AI use cases	Prioritized AI Use Cases	*Cisco Secure AI Factory Solution Proposal*	*ROI Realisation and Scale of AI*

All Use Cases Identified & Readiness Rating

#	Use Case Name	NPS (Net Prioritization Score) over 100
1.	AI-driven Drug Discovery	93.7
2.	Personalised Medicine Development	90.9
3.	Sales Lead Conversion	88.7
4.	Epidemiology Forecasting	84.6
5.	Smart Inventory Management	82.8
6.	Clinical Trials	82.1
7.	Fraud Detection	72.8
8.	Talent Acquisition	72.8
9.	Financial Forecasting	72.1
10.	Personalised Marketing	71
11.	Automated Patient Support	69.8
12.	Clinical Trial Recruitment	68.8
13.	Tax Compliance Automation	67.7
14.	Adverse Event Detection	66.8
15.	Employee onboarding revolution	66.3
16.	AI-enhanced Biomarker Discovery	61.6

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Top Use Case Reporting

Top Use Cases

The following summary highlights the top five use cases, ranked by our Net Prioritization Score. A full list of all use cases and their respective scores is available for download.

1. AI-driven Drug Discovery

The implementation of AI-driven drug discovery can significantly reduce the time and costs associated with discovering new drug candidates. By analyzing large datasets of molecular and clinical information, AI can predict efficacy and toxicity early in the process, leading to faster development timelines, reduced R&D costs, and higher probabilities of clinical trial success. This can result in cost savings of up to £30 million annually and revenue generation of £150 million over 5 years.

Financial impact:	> £25M
Total cost of ownership:	> £1M
ROI:	£28.75M
Data Readiness Index:	74.8%

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TCO Report

Cisco AI Pod Total Cost of Ownership

Summary TCO for implementing Cisco AI Pod and AI-driven drug discovery use case into production

Description	Year 1 £K	Year 2 £K	Year 3 £K
Cisco AI Pod – Medium RAG Inferencing	470	0	0
Data Centre costs	60	70	80
IT Operations costs	50	55	62
Use Case Implementation – Alpha	400	0	0
Use Case Implementation - Flint	180	0	0
Total	1,160	125	142

Cisco AI Pod Overview

The AI-driven drug discovery use case would require the above platform and services. The expected ROI from this use case is £28.75M and the Year 1 costs for deploying the Cisco AI Pod solution is £1.16M.

The AI Pod specified is the medium sized solution which is ideal for RAG inferencing. The price quoted is list price and the price includes delivery services and 24x365 support for 3 years.

The Cisco AI Pods benefit customers by delivering; pre-designed architecture bundles, a framework for rapid deployment, Intersight cloud management capabilities, validated use cases, adoption services and full stack support. This helps ensure faster time to value.

A detailed proposal will be provided separately.

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UK Government Department

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Build and secure, in-house AI capability and to provide secure and trusted AI-as-a-Service to other departments

Background

- Large and complex customer environment. Over 1000 IT Staff.

- Provide services that are critical to the country and need to protect their data and insights.

- Evaluating Cloud vs On-Prem AI.

- Decision made to go on-prem vs Cloud due to Data Security & Governance.

- They "Want to bring a new way of thinking into the organisation" and to "be bold and use AI across all departments"

- Cisco positioned AI strategy workshop to help them identify and rank use cases across the organisation.

Cisco CAI Workshop Engagement

- Cisco's Workshop helped identify the most critical business and operational challenges and how AI can help address these.

- Identified multiple use cases and ranked via Importance, Return on Investment, Total Cost of Ownership & Data Readiness.

- The first use case (AI Assistant for IT Operations – moving from reactive to proactive) turned into a full Statement of Works using Cisco Secure AI Factory and Services moving through MVP to production.

- On-going engagement to deploy and scale other identified use cases onto AI Factory. (Staff Training & Retention, Digital Twin, AI Assistant)

- Work underway with Cisco Professional Services, developing Data Readiness and planning for deployment of other use cases.

Key Takeaways

LEAD WITH BUSINESS VALUE

USE CASE PRIORITISATION WITH DATA, PEOPLE & INFRASTRUCTURE READINESS

AI READY DATA CENTRE INFRASTRUCTURE WITH SECURITY ACROSS THE STACK

CISCO'S EXPERTISE – AI WORKSHOP

CALL TO ACTION

Offer
& Stay Connected

5 x Fully Funded AI Strategy
Workshops for UK Customers
($50K value each)

Interested?

Email: *cthomas2@cisco.com*

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Thank you

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