



BEYOND THE PROTOTYPE

Scaling Data and AI from PoC to Production

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5%

**OF INTEGRATED AI PILOTS DELIVER
MEASURABLE P&L IMPACT**

MIT NANDA - The GenAI Divide. State of AI in Business 2025 (July 2025)

THE 5% THAT SUCCEEDED TURN AI INTO BUSINESS OUTCOMES



Problem framing

Tight scope, clear business outcome



PoC design

Integrated with real systems and workflows



Iteration & feedback

Continuous loops with users and data



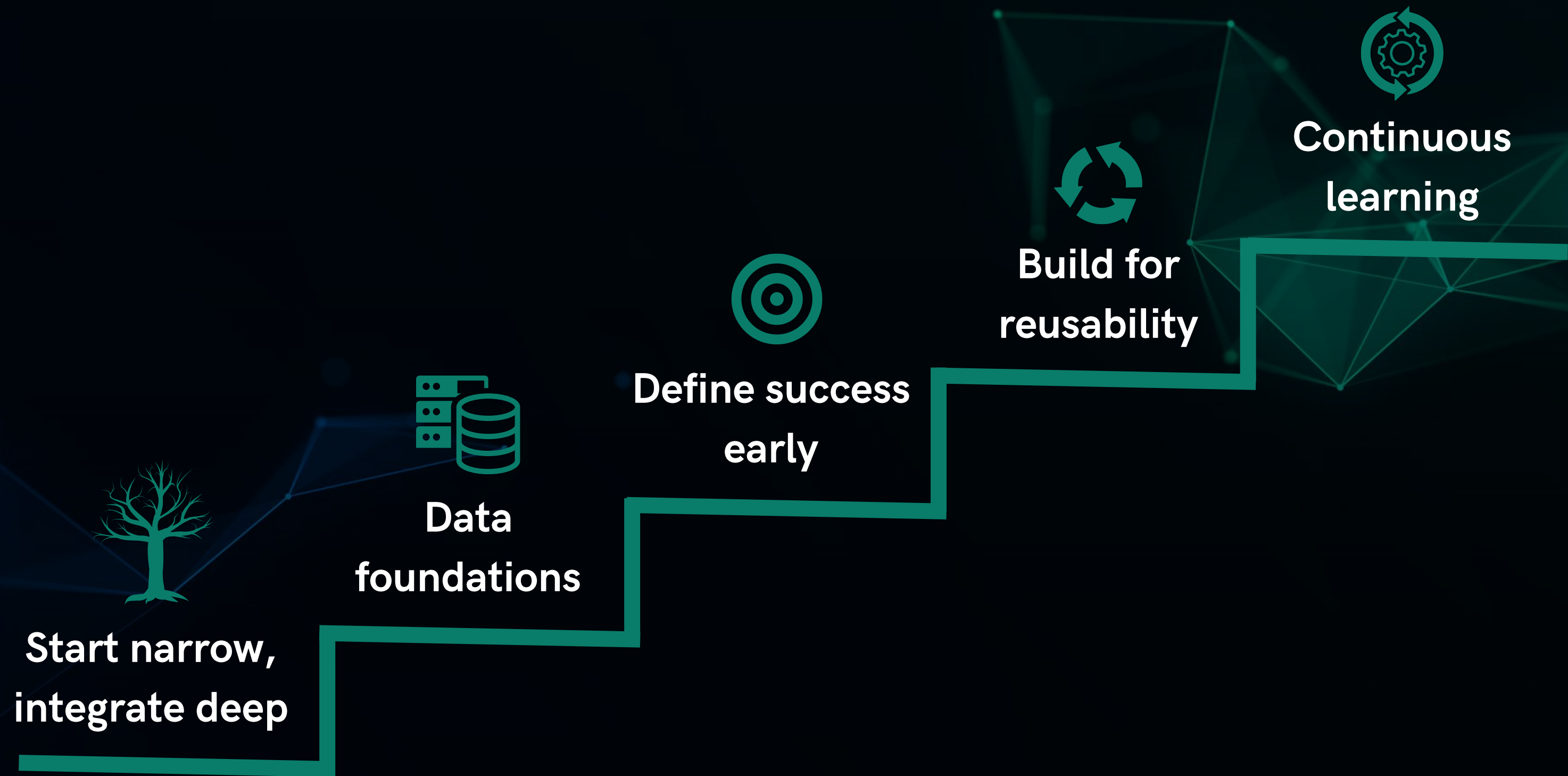
Scale & value realisation

Linked directly to P&L impact

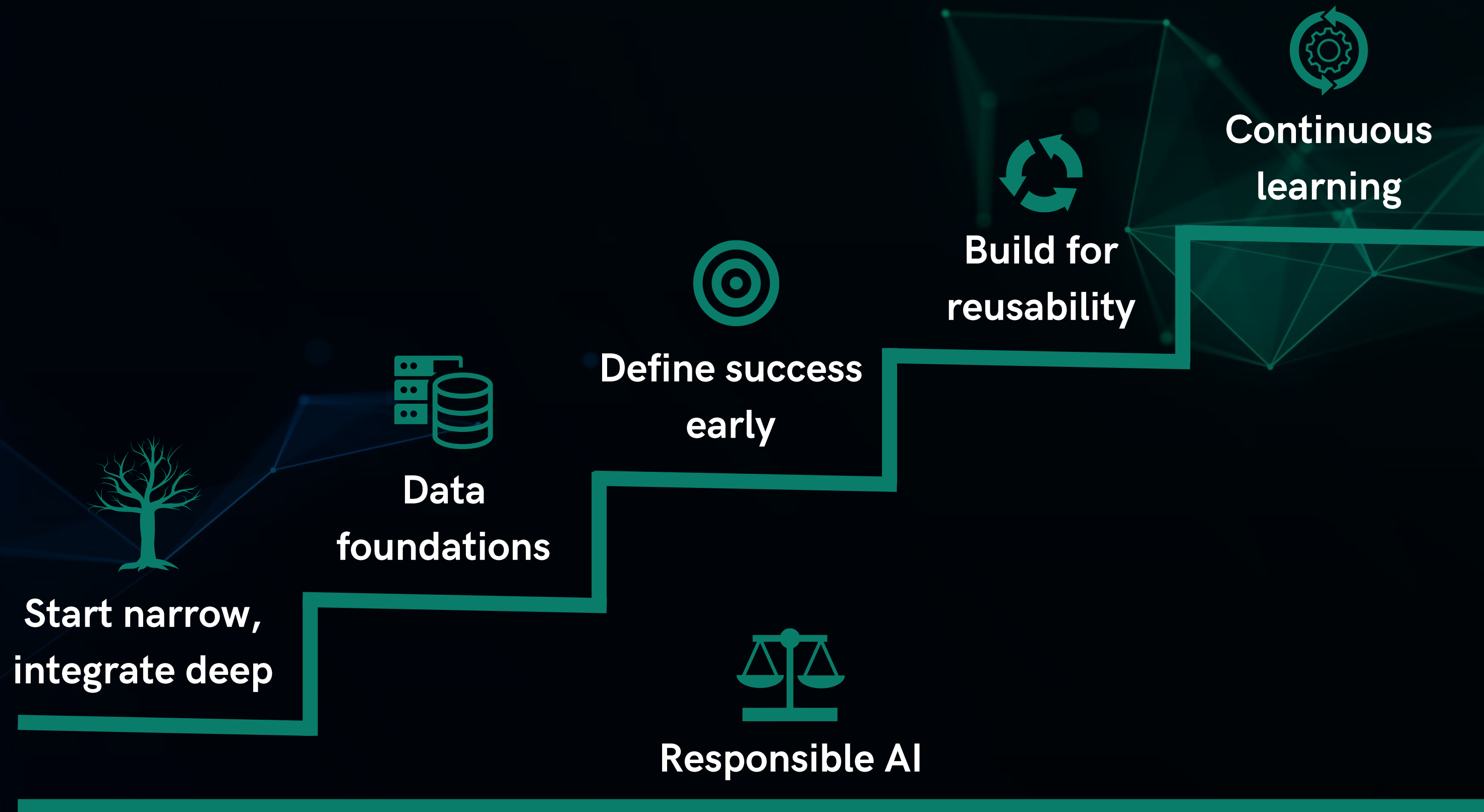
POC TO PRODUCT



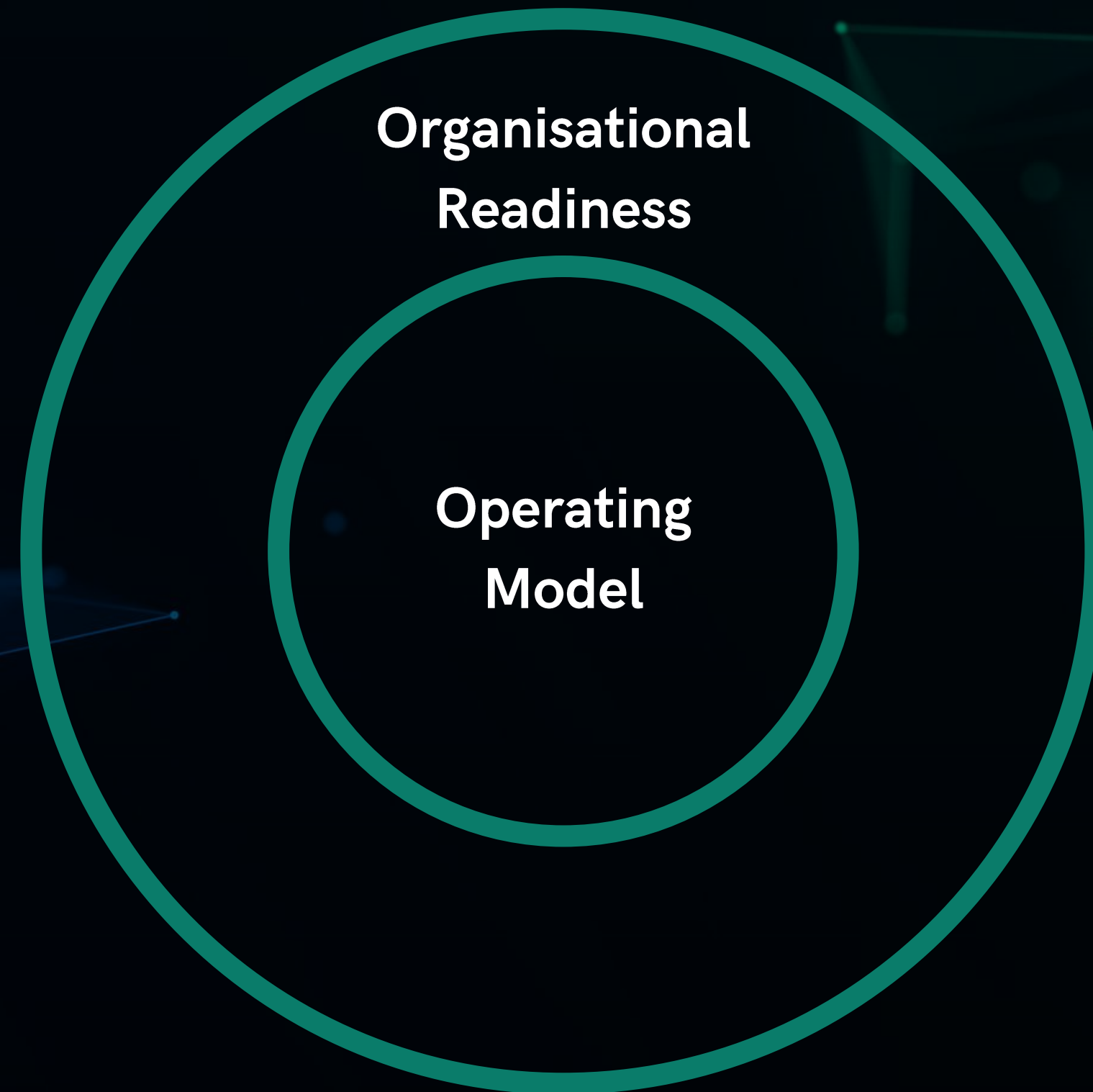
6 ENABLERS FOR SCALING AI



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OPERATING MODEL & CULTURE



ACCURACY VS IMPACT



Great accuracy,
no adoption



Embedded in decision workflow →
adoption → measurable impact

PLAYBOOK

- ✓ Define outcomes early
- ✓ Build once, scale many
- ✓ Cross-functional squads
- ✓ Govern for trust
- ✓ Communicate value

THE PROTOTYPE PROVES FEASIBILITY SCALING PROVES VALUE





QUESTIONS

The background features a dark blue gradient with abstract, glowing wireframe structures. On the left, a blue wireframe structure resembling a series of connected triangles or a low-poly mesh extends from the bottom left towards the center. On the right, a teal wireframe structure, also composed of interconnected triangles, extends from the top right towards the center. These structures create a sense of depth and modern, technological aesthetics.

THANK YOU!