

AI without a
strategy can be
disastrous.

Learn how to avoid it.



Businesses across all industries grapple with the complexities of AI adoption and implementation.

Artificial intelligence (AI) is no longer a futuristic vision; it's a transformative force shaping industries worldwide.

From optimising marketing campaigns to automating complex tasks, AI offers a competitive edge for businesses that embrace its potential. However, simply deploying AI isn't enough. To truly thrive in the age of intelligence, organisations need a well-defined AI strategy.

This white paper explores a long-term view to a successful AI strategy, with the right partner/s onboard.



Good and Bad News: The AI Imperative

As companies embark on their AI journeys, a crucial truth emerges - there are significant benefits to be reaped, yet potential roadblocks to consider.



Good news: There is a plethora of solutions appearing every week.



Bad news Choosing the wrong vendor or tools can lead to disastrous outcomes. Failed prototypes, low or non-existent ROI, missed deadlines, and frustrated customers, employees, and partners. Not to mention associated costs of choosing the wrong tools.

A decorative graphic in the top-left corner consisting of a green circle and a green line forming a partial square. Another green line forms a partial square in the bottom-left corner. In the bottom-center, there are several green curved lines and a blue semi-circle.

AI Adoption Challenges

AI adoption promises significant benefits, however, many organisations struggle to move beyond isolated implementations within a single department. This limited scope hinders the transformative potential of AI.

Specific Examples:

- **Lack of AI expertise:** Organisations often lack the in-house talent or resources to develop and manage complex AI projects.
- **Data quality issues:** Effective AI solutions rely on high-quality data, which can be scarce, siloed, or inconsistent across the organisation.
- **Alignment with business goals:** Misalignment between AI initiatives and core business objectives can lead to wasted resources and missed opportunities.
- **Regulatory considerations:** Evolving regulations around data privacy and bias can create uncertainty and roadblocks for AI implementation.

These challenges limit the ROI of AI investments, hindering innovation and competitive advantage. Organisations remain stuck in a cycle of experimentation without achieving the transformative potential of AI.

What Part of The “AI” Umbrella Is Best Suited To Your Needs?

AI isn't a one-size-fits-all solution. Exploring the different facets of AI can help you identify the ideal tools to address your specific business needs and propel your organisation forward.

Artificial intelligence offers a diverse set of tools and techniques that can transform various aspects of your organisation.

- **Unlocking Hidden Insights:** AI excels at analysing vast amounts of data, uncovering valuable patterns and trends that may be invisible to the human eye.
- **Data-Driven Decision Making:** AI empowers you to make informed decisions based on real-time insights, leading to increased efficiency and effectiveness.
- **Automating Repetitive Tasks:** Free up your human capital by leveraging AI to automate routine tasks, allowing them to focus on higher-value activities.

Across various industries, AI applications are driving innovation:



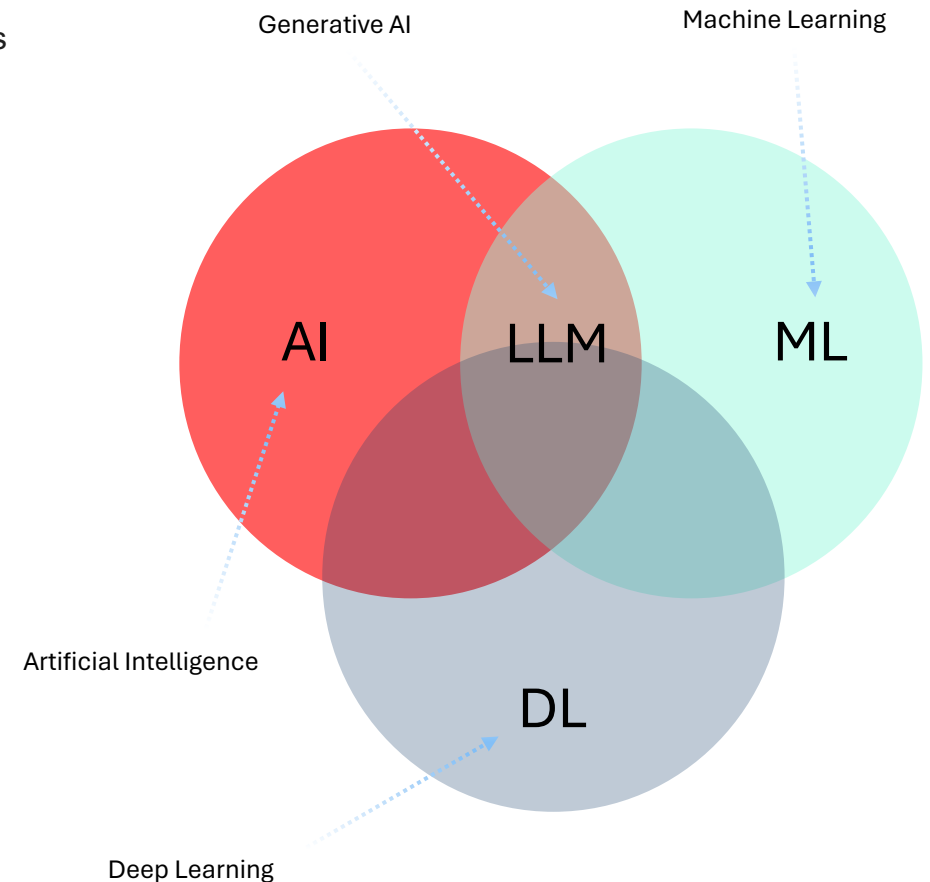
Marketing: Generate personalised content and target campaigns with laser focus.



Medicine: Support diagnoses, predict health risks, and personalise patient care.



Finance: Streamline risk assessments and identify profitable market opportunities.

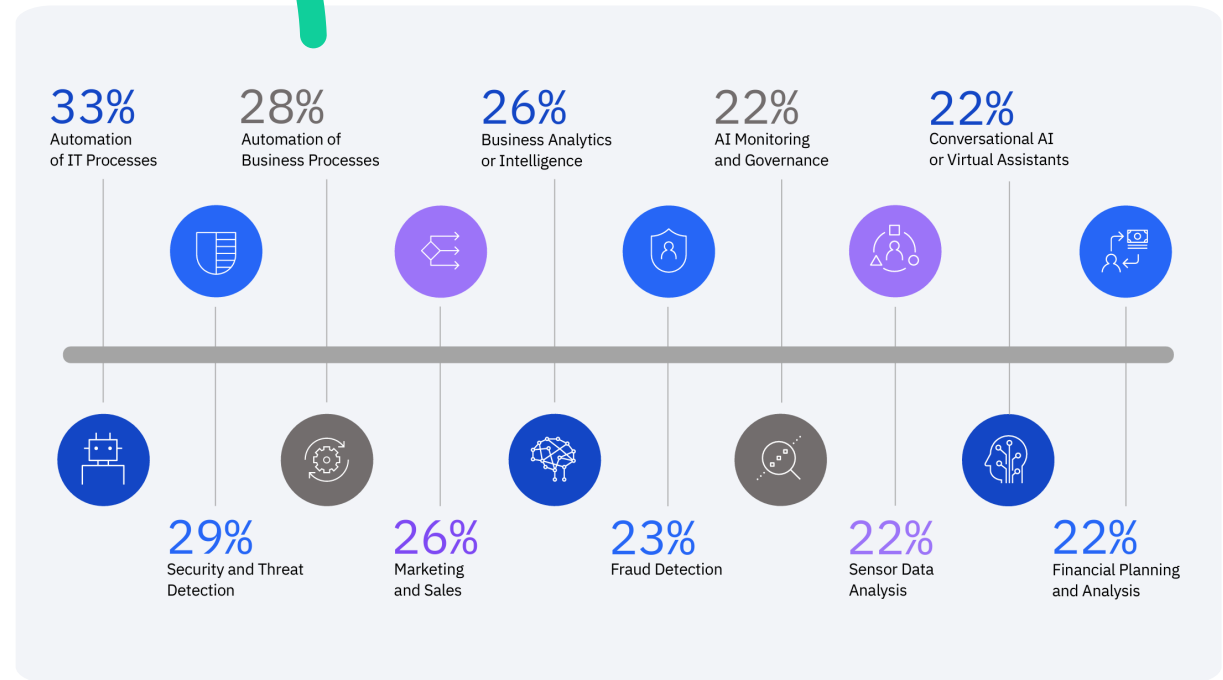


How Organisations are Bridging the Skills Gap with AI - [IBM Global AI Adoption Index 2022](#)

The talent shortage remains a hurdle for AI adoption, but AI itself is emerging as a powerful tool to bridge this gap. Here's a closer look:

- **Upskilling the Workforce:** Over a third (35%) of organisations are actively training and reskilling employees to use new AI and automation tools.
- **Leading the Charge:** Larger companies are spearheading this trend, recognising the time-saving benefits and employee enthusiasm associated with AI adoption.
- **Global Leaders in Training:** IT professionals in China, India, Singapore, and the UAE report a higher rate of employee training for AI collaboration.
- **Industries Embracing Automation:** Heavy industries like automotive, chemicals & energy, and aerospace & defense are at the forefront of AI-powered training, equipping their workforce for the future.

Departmental AI Usage Breakdown



Crafting Your Winning AI Strategy

A Roadmap for Success

While AI offers incredible transformations, careful planning is paramount. A well-defined AI strategy acts as your roadmap, ensuring initiatives:

- **Align with Business Goals:** Focus AI efforts on solving critical challenges and driving competitive advantages.
- **Deliver Measurable Results:** Outline how AI investments will yield tangible benefits and return on investment (ROI).
- **Optimise Resource Allocation:** Strategically allocate budget, technology, and personnel for effective execution and maintenance.

By crafting a clear and actionable AI strategy, you minimise risks associated with AI projects and significantly increase the likelihood of achieving success.



Choosing the right AI partner for your needs

It's crucial to remember the diverse offerings in the market. The ideal AI partner depends on the specific size and intricacy of your requirements.

By offering this objective perspective, TEDiX hopes to empower you to navigate the AI landscape and find the perfect fit for your organisation's goals.

At TEDiX, we understand the importance of choosing the right AI partner for your organisation. Our goal is to offer objective insights to help you make an informed decision.

The truth is, there isn't a single AI solution provider – including TEDiX – that's universally perfect for every project. While we excel in serving many companies, finding the best fit depends on your specific needs.

Transparency is key, and any vendor who claims otherwise might not be the most suitable choice.

Here's a breakdown of factors to consider:

- **Project Complexity:** Some AI projects are vast and intricate, requiring highly skilled developers. These projects, like automating claims processing for large insurance companies, typically have significant investment and longer timelines.
- **Mid-Range Complexity:** Many AI implementations fall under this category. They involve collaborative workflows with moderate complexity and sophistication. Here, TEDiX is able to leverage your existing technology and infrastructure with proven tools & frameworks.
- **Individual and Team Needs:** Some solutions cater to individuals or small teams seeking to automate basic, linear processes.

Finding an AI Partner: Key Questions

Past experiences offer valuable insights. Here are 3 crucial categories of questions to ask when selecting the ideal AI partner for your business needs.



Defining the Challenge – What business problem are we looking solve?

- Complexity Level
- Mission-Criticality & Time Sensitivity
- Workflow Focus Areas
- Process Understanding



Team Capabilities

- User Skillsets: Who will utilise the AI solution?
- Technical Proficiency
- Process Awareness



Future Adaptability

- Reimagine Your Processes – How can we leverage AI to adapt processes for evolving market needs?
- Breaking Legacy Silos
- Leveraging Automation Capabilities



Unlocking Digital Transformation: Overcoming Common Challenges

While many companies embark on digital transformation journeys, achieving success requires a nuanced understanding of potential roadblocks. This high-level overview explores key factors that can hinder digital transformation efforts and empowers businesses to navigate them effectively.

Why organisation struggle to digitally transform?

75%

Visibility Gap into core business processes

68%

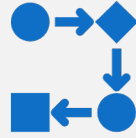
Resource Challenges to meet business demands

80%

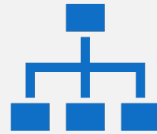
Limited Adaptability in current tools or systems

Valuable Lessons Learned: Keys To Successful AI Adoption

AI holds immense potential, but past experiences offer valuable insights to maximise success. Here are key takeaways to consider:



Visibility Gap: Often, employees lack a comprehensive understanding of existing business processes. Re-evaluating and documenting workflows is crucial before implementing automation.



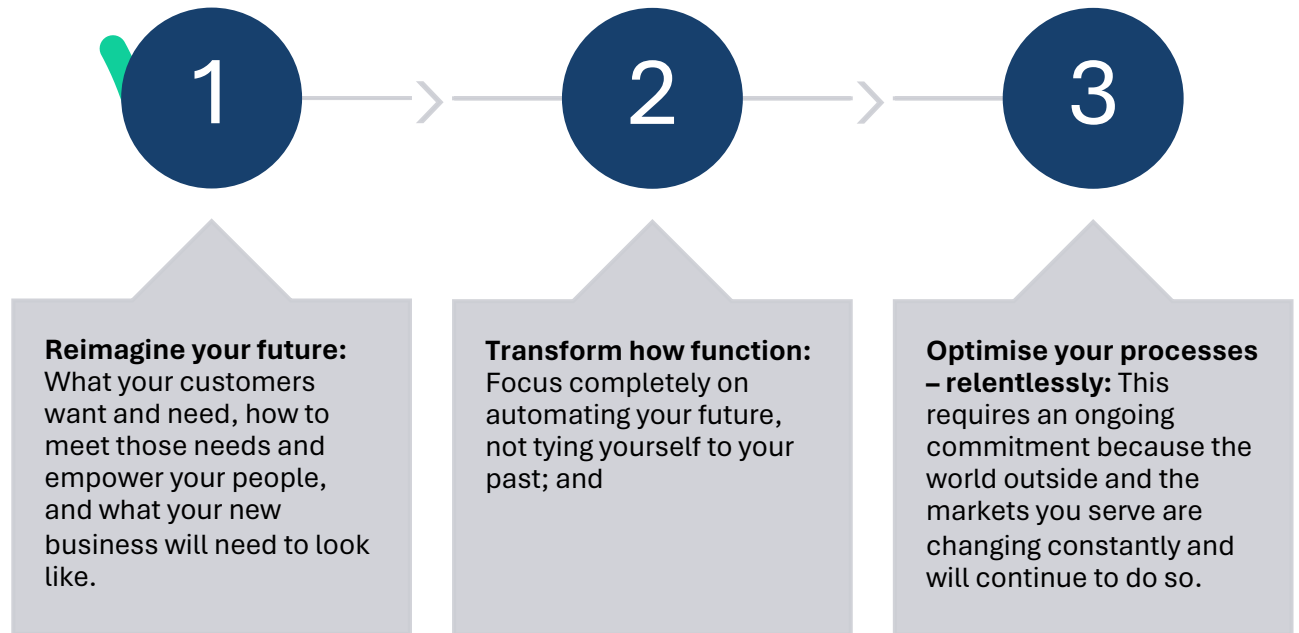
Resource Challenges: Disconnect between IT and other departments, limited budget allocation, or fragmented past attempts can hinder automation efforts. Collaborative planning and resource allocation are essential.



Limited Adaptability: Automation should be viewed as an ongoing process, continuously refined to meet evolving needs. A siloed approach hinders optimisation.

Reimagine, Transform, Optimise

Armed with a clear understanding of your answers to those questions, you'll be in an ideal position to take the next step toward becoming an end-to-end digital business. The next step involves adopting a mindset and then a culture built around the essential cycle of:

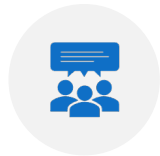


Key factors in making your final choice

With that big picture in mind, you're at the ideal point to narrow down your search for a process automation provider. Following are some suggestions to help you in the process.



Does this vendor share my commitment to an ongoing cycle of reimagine, transform, and optimise?



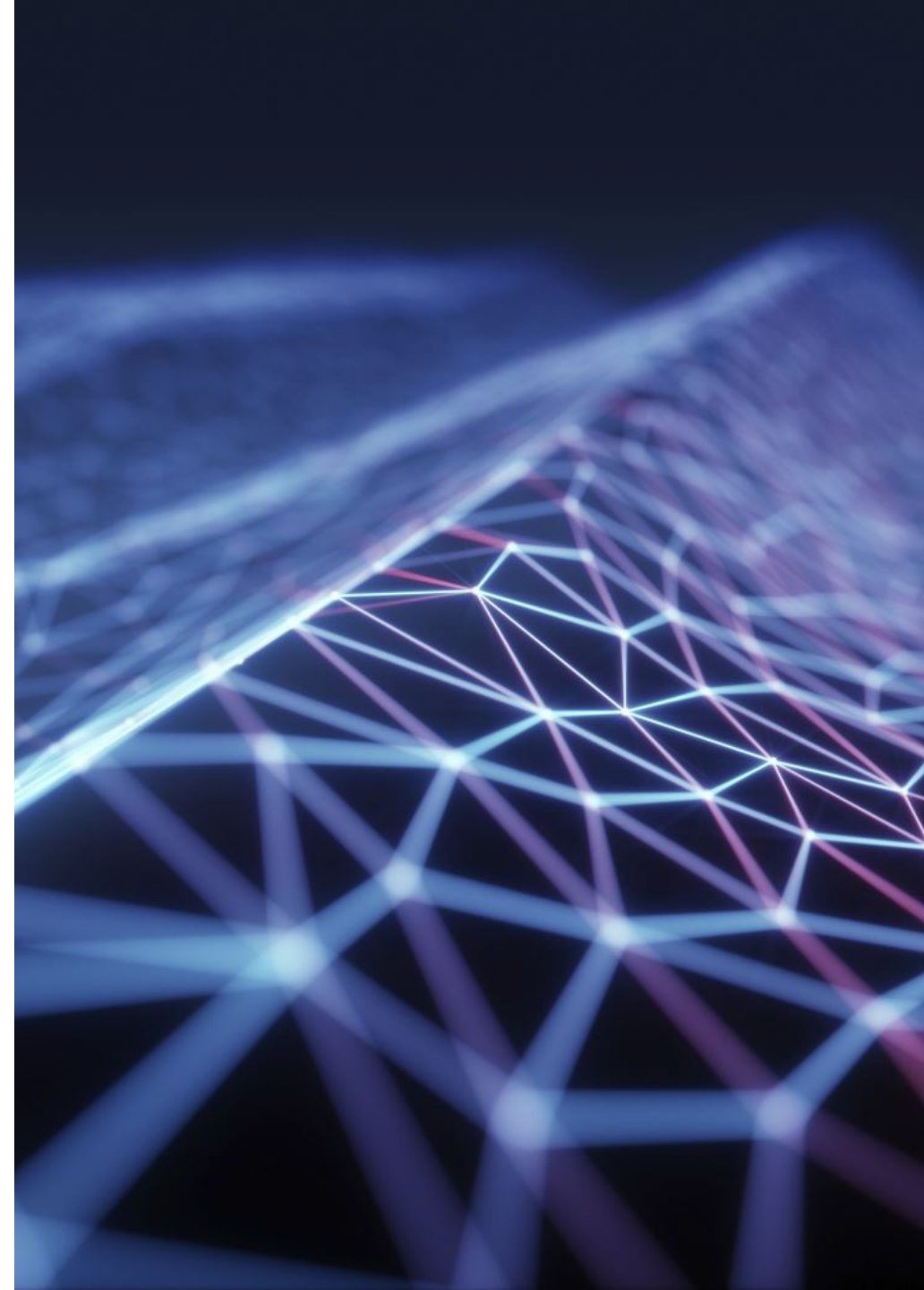
Does this vendor share my values and my culture?



Does this vendor understand AI tools & frameworks that will support long term growth and sustainability?



Does the vendor have development experience?



And Finally, the economics

Finding the perfect balance between cost, value, and technical expertise is crucial for successful AI implementation. Here are some key considerations:

- **Value-Driven Pricing:** Does the vendor's pricing structure reflect the specific value their solution delivers to your needs?
- **Transparency Matters:** Ensure clear and transparent pricing models with no hidden fees. This fosters trust and facilitates informed decision-making.
- **Confidence to Invest:** The pricing model should inspire confidence in the solution's potential to deliver results.
- **Scalability for Growth:** Look for a vendor who offers flexible options to start small, allowing you to prove value before scaling up for broader enterprise usage.
- **Success-Based Growth:** Is the vendor's financial success tied to yours? This incentivizes them to deliver solutions that drive positive outcomes for your business.

By prioritising these factors, you'll be well-positioned to secure an AI partner who aligns their technical expertise with your budgetary constraints, empowering you to confident technical decisions.



Conclusion

In today's dynamic business landscape, optimised processes are no longer a luxury, but a critical foundation for success. Here's where AI offers transformative potential.

To unlock this potential, a well-defined AI strategy is paramount. It ensures your AI initiatives are aligned with your business goals and deliver tangible results.

However, navigating the world of AI solutions requires a trusted partner. Choosing the right vendor empowers you to implement AI effectively, mitigating risks and maximising gains.

By prioritising a clear AI strategy and a strong partnership, you'll be well-positioned to unlock the transformative power of AI and propel your business towards a thriving digital future.

About TEDiX

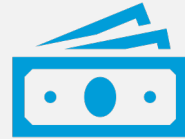
We bridge the gap between human-centered design and cutting-edge technology by empowering our clients to make confident technical decisions (1) understanding user needs through design thinking workshops and user research. (2) Co-creating digital experiences that seamlessly integrate with existing processes. (3) Building robust and scalable platforms using battle-tested solutions, ensuring long-term success.

Our approach is to partner with you as an integrated extension of your team. We bring valuable expertise, fresh perspectives, and essential design & development skills to augment your existing strengths. Whether on-site, remotely, or a hybrid approach, we work collaboratively, ensuring daily touchpoints for transparency, feedback, and alignment. This way, we co-create solutions that truly resonate with your team and your users.

If you'd like to find out more about choosing an AI solution that leverages your existing infrastructure and security with proven tools & frameworks, [please feel free to get in touch](#), we'd love to hear about your project and challenges.



Insights & Case Studies



Hubspots hypothesis pays
big dividends



Craft an AI strategy that
drives business growth