

# AI Done Right

## *Simplifying AI Solutions for Your Organization*

**Veebs Devendran**

Sales Specialist

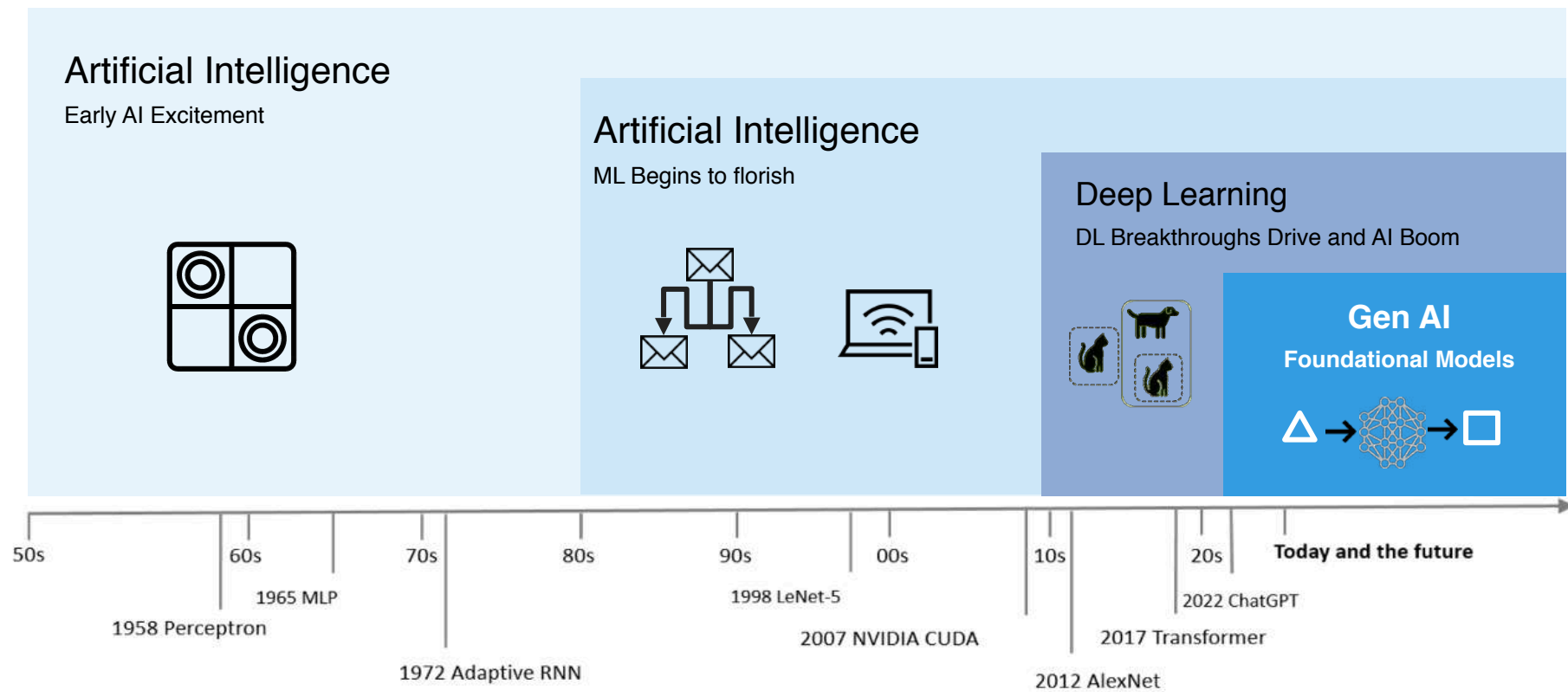
AI & High-Performance Data Platforms



# Types of AI

1. **Narrow AI:** AI designed to complete very specific actions; unable to independently learn.
2. **Artificial General Intelligence:** AI designed to learn, think and perform at similar levels to humans.
3. **Artificial Superintelligence:** AI able to surpass the knowledge and capabilities of humans.
4. **Reactive Machine AI:** AI capable of responding to external stimuli in real time; unable to build memory or store information for future.
5. **Limited Memory AI:** AI that can store knowledge and use it to learn and train for future tasks.
6. **Theory of Mind AI:** AI that can sense and respond to human emotions, plus perform the tasks of limited memory machines.
7. **Self-Aware AI:** AI that can recognize others' emotions, plus has sense of self and human-level intelligence; the final stage of AI.

# The Evolution of AI



# Current Market

→ *A New Wave of Innovation*

→ *Democratization of AI*

→ *Unlimited Potential*



**ChatGPT**



**Copilot**

**Gemini**

**groq™**



**deepseek**

# Expectation Meets Reality

## *AI Expectations*

- Innovation and Improved Revenue Streams
- Unlock Potential of Employees and Organization
- Reduce Cost of Business and Improve Efficiency

## *AI Reality*

- No Clear Starting Point
- Lack of Expertise
- Misunderstood Cost

**Hitachi can assist  
to help bridge the  
gap to expectation**

# Hitachi Global Business

(Revenue ~ \$85B USD FY2021)

20%

Digital Systems & Services

Including:

Hitachi Vantara  
GlobalLogic

Hitachi Systems  
Hitachi Solutions

18%

Green Energy & Mobility

Including:

Hitachi Energy  
Hitachi Rail

15%

Automotive Systems

Hitachi Astemo

25%

Connective Industries

Including:

Hitachi High-Tech  
Hitachi Global Life Solutions  
JR Automation

9%

Hitachi Construction Machinery

9%

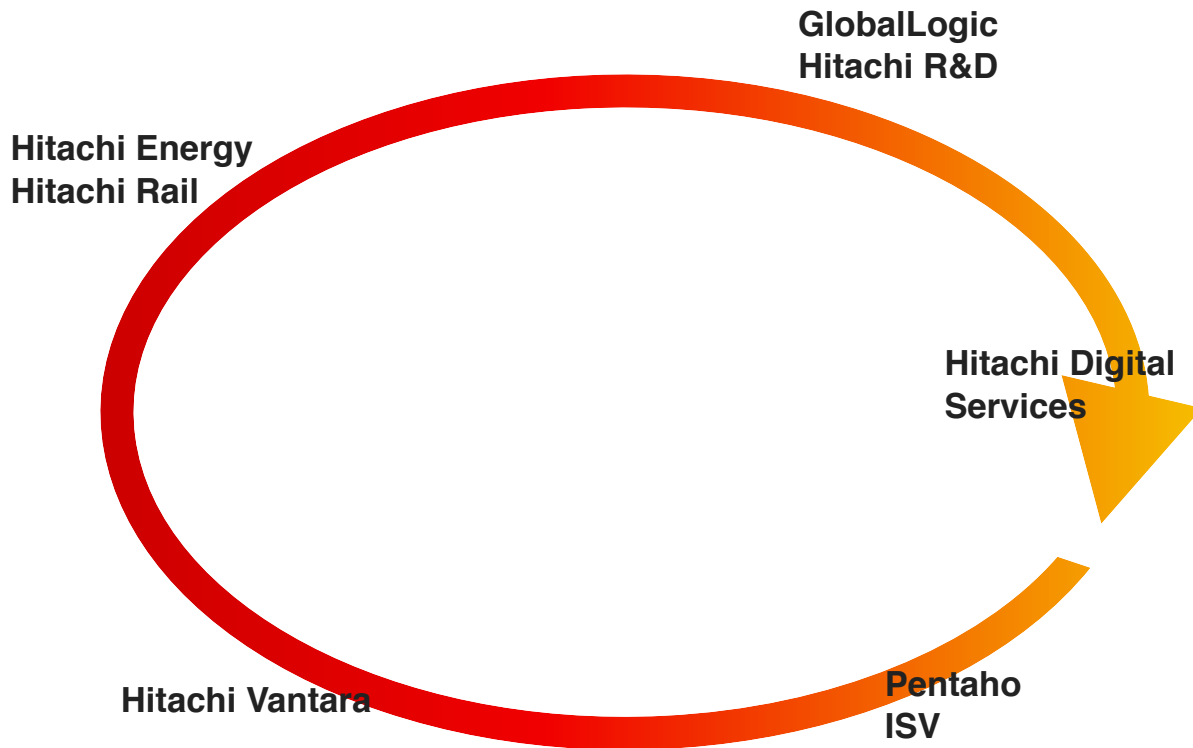
Hitachi Metals

4%

Others

# The Sum Of All Parts

*Hitachi's End-to-End capabilities enabling our clients AI journey*



# We have a Profound impact on everyday life



7:00 AM  
Check email



8:20 AM  
Navigate the  
best route to  
the office

Apple Maps VOLVO



8:45 AM  
Grab coffee



9:00 AM  
Join a call



verizon



10:00 AM  
Pay bills

synchrony



11:00 AM  
Check on  
home package  
delivery

amazon



1:00 PM  
Book a  
vacation

Expedia



2:00 PM  
Find recipe  
inspiration for  
dinner

Google



3:30 PM  
Schedule  
prescription  
for pick up

Walgreens



5:20 PM  
Pick up pet  
from the vet

covetrus



7:20 PM  
Check glucose  
levels

Medtronic



8:00 AM  
Stream  
favorite show

Roku WARNER BROS. DISCOVERY



10:15 PM  
Put on CPAP

ResMed



10:30 PM  
Sleep tight

sleep number



# Hitachi Vantara & Nvidia

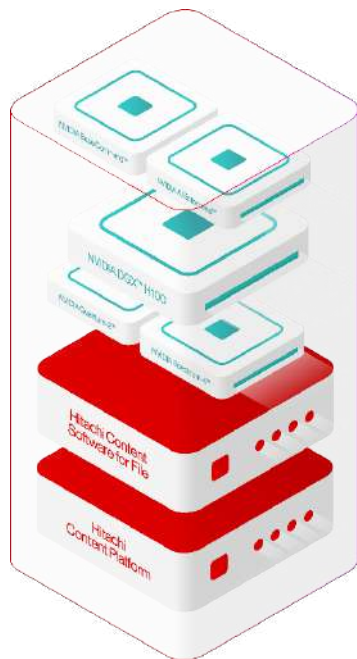
Collaboration with NVIDIA to Create New Portfolio of Industrial AI Solutions

- Announced in March 2024, at GTC with a clear vision!
  - Next-generation industrial simulation and optimization
  - Hitachi industrial AI solutions on NVIDIA AI Enterprise
  - Development of a new portfolio of AI solutions “Hitachi iQ”



***“Hitachi is unique in the marketplace with their industry knowledge. From bullet trains to storage arrays and everything in-between!” Jensen***

## AI-Ready Infrastructure

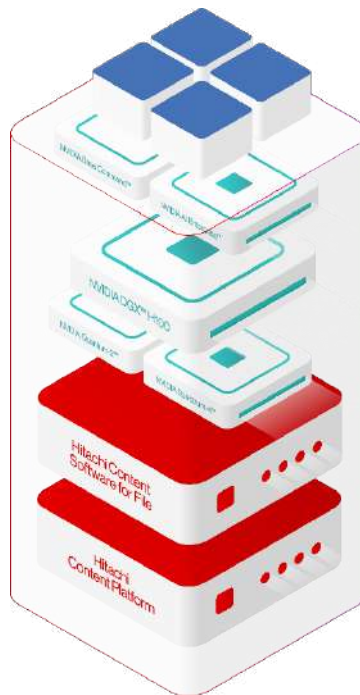


### Benefits

Meet performance, scale, efficiency, integration, and reliability demands.

- Single vendor approach
  - Reliable infrastructure
  - Reference architectures
- NVIDIA DGX BasePOD™ certified solution meets the criteria of the "Best" category.
- Scale compute and storage independently
- Improve economics and sustainability

## AI-Ready Solutions



### Benefits

- Realize faster outcomes with Hitachi led solutions across multiple BU's (Hitachi Digital & Hitachi Ltd.)
- Outcome-led design
- Engineered with Hitachi & NVIDIA Solutions
  - Long history of domain expertise in industries such as rail, energy, manufacturing
- Accelerated integration based on a pre-built foundation
- Bespoke customization & delivery

# Accelerating Transformation Across Industrials

*Leveraging Hitachi's 110+ years of domain expertise*



## Finance

- Credit Card Fraud Detection
- Customer 360
- Algorithmic Trading
- Credit Risk Analysis



## Energy

- Predictive Maintenance for Solar Energy
- CO<sub>2</sub> Emissions Forecasting
- Asset Tracking & Monitoring for Solar



## Transportation

- Demand Forecasting
- Vehicle Risk Management & Security
- Repair Intelligence
- Real-Time Asset Tracking & Visibility
- Predictive

## KNOWLEDGE MANAGEMENT

## PREDICTIVE MAINTENANCE

## FAULT DETECTION



## Media & Entertainment

- Streaming Platforms
- Render Farms
- Multiverse



## Manufacturing

- Asset Predictive Maintenance
- Demand Forecasting
- Supply Chain Risk Management
- Asset Performance Optimization



## Healthcare

- Gene Research
- Genome Mapping
- Precision, Remote Medicine

# How can Hitachi **assist**

What makes us different!

- AI Discovery Services from Hitachi

- 3 solution offerings that assist organizations to look at use cases, value, data, road-map all the way through to a POC! 3-to-12-week engagement, this can be white labelled

- Access to over 50,000 developers world-wide with vertical knowledge

- GlobalLogic and Method are the world leaders for AI and compliment one and other

- 300M USD Corporate venture fund for digital and AI

- That was the starting figure for 2024!

- Sustainable approach, from liquid cooling deployments to energy efficient storage

- Liquid cooled HGXs can reduce TCO by 40% and smaller footprint 5U vs 8U!

- EverFlex Options to provide commercial options

- Cloud like feel!!! Monthly billing!



# Getting Started with AI

## AI DISCOVERY SERVICE FOR HITACHI IQ

### Discovery Sprint ~3 Weeks

Value	✓
Use Case	✓
Data Assess	✓
Roadmap	✓

*Week 1*

## Opportunity Analysis

Immersion in company priorities, inventory of internal data sources, risk identification, and opportunity prioritization.

*Week 2*

## Use Case Selection

Identify priority use cases to optimize the business and identify a candidate for initial pilot based on value creation opportunity, risk, and data availability.

*Week 3*

## Planning

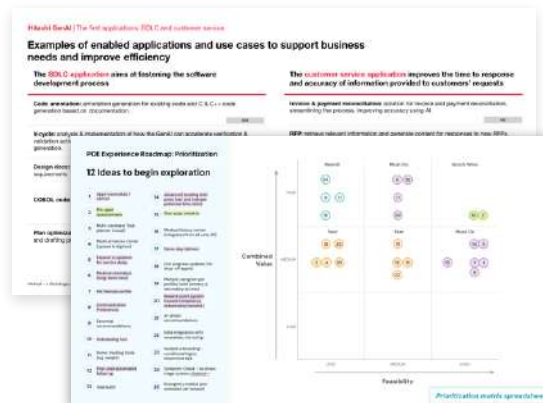
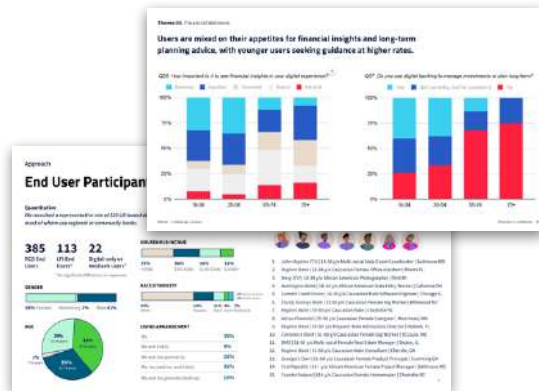
Plan a proof-of-concept vision, approach, and timeline, aligned to value creation goals, hypotheses to validate, and success criteria. Recommend high-level roadmap for next actions.

*Results*

## Deliverables

Research report on user insights, prioritized AI use cases roadmap, and AI concept documentation and recommendations for roadmap and proof-of-concept

# AI Discovery Outcomes



## Research Report

We create a research report summarizing all user learnings captured during interviews and workshops with the intent of capturing the main pain points and areas of opportunity.

## Use Cases Definition & Roadmap

List of identified use cases relevant to the customer. Prioritization of the use cases organized as a now, near and next vision roadmap.

## Concept Documentation & POC Plan

Create a summary of the top AI business concepts along with a proof-of-concept for an AI enabled solution.

# Our Customers *Trusted by industry leaders worldwide*

 Rabobank	9/10 Top Banks			Vontobel			8/10 Top Health Providers		
 TEL AVIV STOCK EXCHANGE	 BANCO DE BRASÍLIA			76% of Fortune Global 100					
								10/10 Top Telcos	
		9/10 Top Manufacturers							
						10/10 Top Insurers			



# Data Anywhere, AI Everywhere

*Architecting Performance & Resiliency at Scale*



Financial  
Services



Healthcare  
Providers



Tech, Media  
& Telecom



Public Sector &  
Safety



Industrial &  
Manufacturing



Energy



Mobility &  
Transportation



Automotive

## OUTCOMES

Customer Service Voice Assistant

Coding & Development Copilot

Edge Inference

LLM Recommender System

Financial Reporting & Accounting

Document Processing & Analysis

## DATA TYPES

Knowledge Graph



Relational Data



Unstructured Data



Embeddings



## ECOSYSTEM



## INFRASTRUCTURE



VSP One



Content Software  
for File



Content  
Platform



Hitachi iQ



Edge  
Compute



Data Center  
Modular



NVIDIA DGX®  
Hitachi HGX

**Unified Data Access for AI applications  
customizable for industry specific  
outcomes**

**Incorporate disparate data sources and  
other data types**

**Extreme Performance and Resiliency at  
scale, engineered with Hitachi Vantara  
and NVIDIA®**





***PENSKE***



sphere



**RAINFOREST  
CONNECTION**

# Thank You

# Follow us



@HitachiVantara



Hitachi Vantara



@HitachiVantara



@HitachiVantara



Hitachi Vantara

*Follow us*