



27TH TCI GLOBAL CONFERENCE
THE COLLABORATIVE FUTURE
AI & HUMAN PROGRESS THROUGH CLUSTERS
OCTOBER 8 -10 CHIHUAHUA MEXICO

INSPIRING VIEWS.
HOW AI WILL IMPACT ON THE SOCIETY
AND ON THE FUTURE OF JOBS

Why AI is Critical for Companies and Clusters:
The Path to Competitive Edge

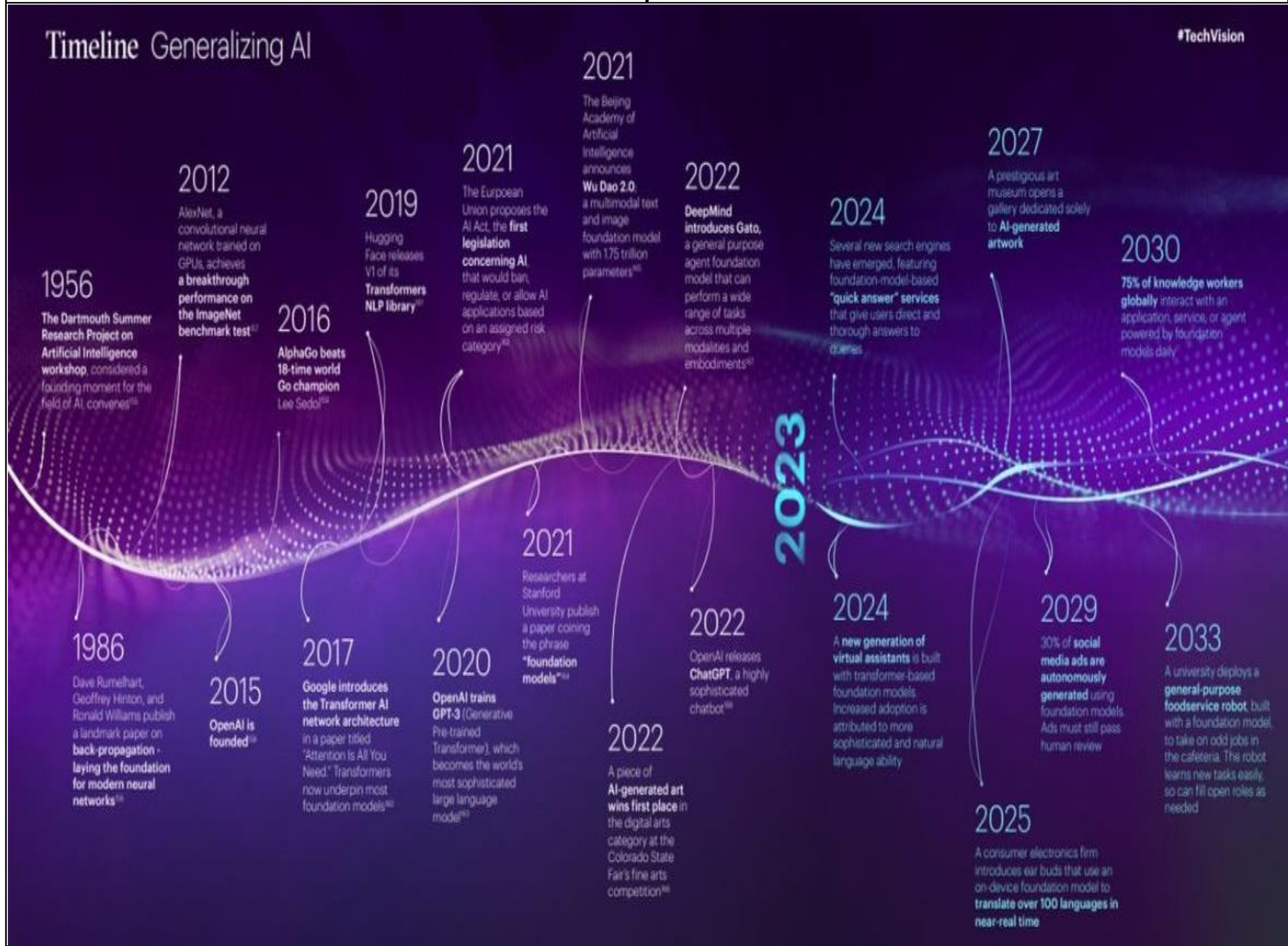


ARMANDO VITERI

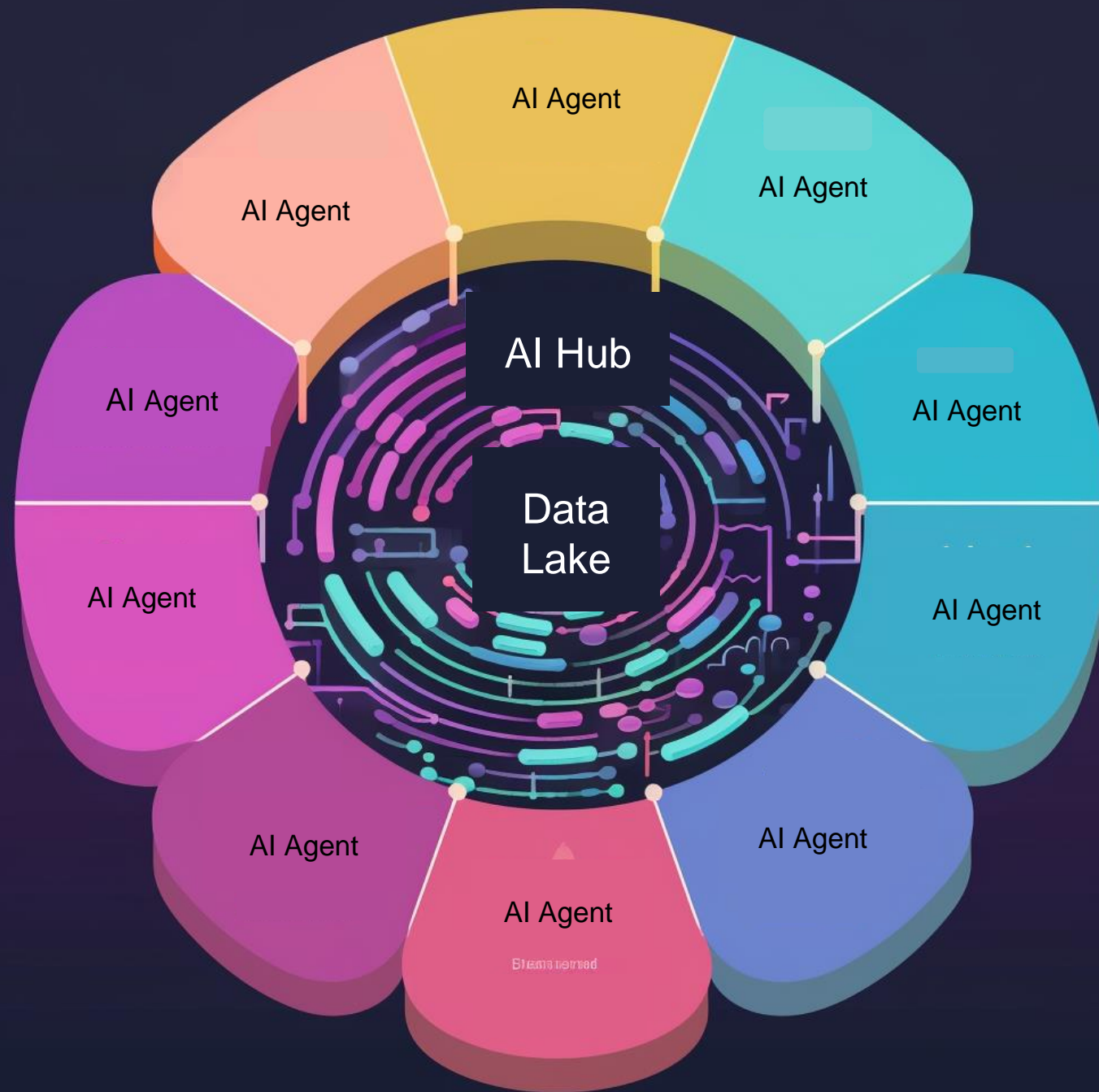
CEO NEUBLOC AND GENERATIVE AI EXPERT

Harnessing AI for Competitive Advantage

The Strategic Imperative



The timeline for AGI is anybody's guess



A New IT Architecture



Global Economic Accelerator

- The global economic impact of AI is significant and transformative.
 - According to PwC, AI could contribute up to \$15.7 trillion to the global economy by 2030. This massive contribution is more than the current output of China and India combined.
- Cathy Wood's (Founder of ARK Innovation ETF – ARKK) prediction:
 - Global real GDP growth will increase from the current 2-3% range to 6-9% annually, largely driven by AI-enabled productivity gains
 - Currently, disruptive innovation is valued at around \$13 trillion in global equity markets (public and private)
 - Wood predicts this will scale to over \$200 trillion by 2030, representing a 40% compound annual growth rate

Transformative Effect for the Enterprise

This impact comes from both productivity gains as AI automates processes and creates efficiencies, and from consumption-side effects as AI leads to new products and services that change how consumers interact with technology and businesses.

And the Transformation Is Across All Sectors

AI's economic benefits are expected to be felt across all enterprise sectors, with gains in productivity, enhanced consumer experiences, and the creation of new services and markets.

Global Economic Impact of AI





The financial impact of gen AI

Our survey assessed the direct value of gen AI using three measures.

ROI

3 in 4

organizations (74%) are currently seeing ROI from their gen AI investments

Annual revenue increase

86%

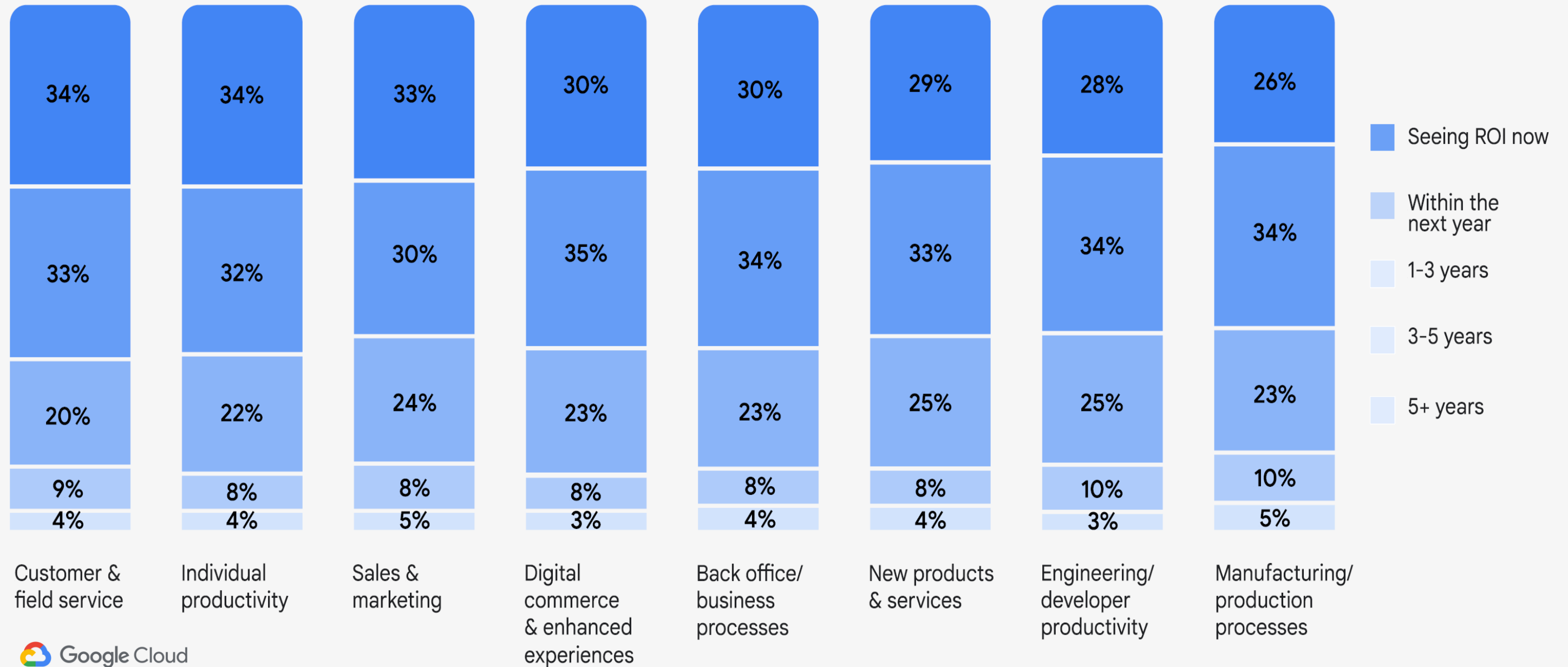
of organizations using gen AI in production and seeing revenue growth estimate 6% or more gains to overall annual company revenue

Accelerated time-to-value

84%

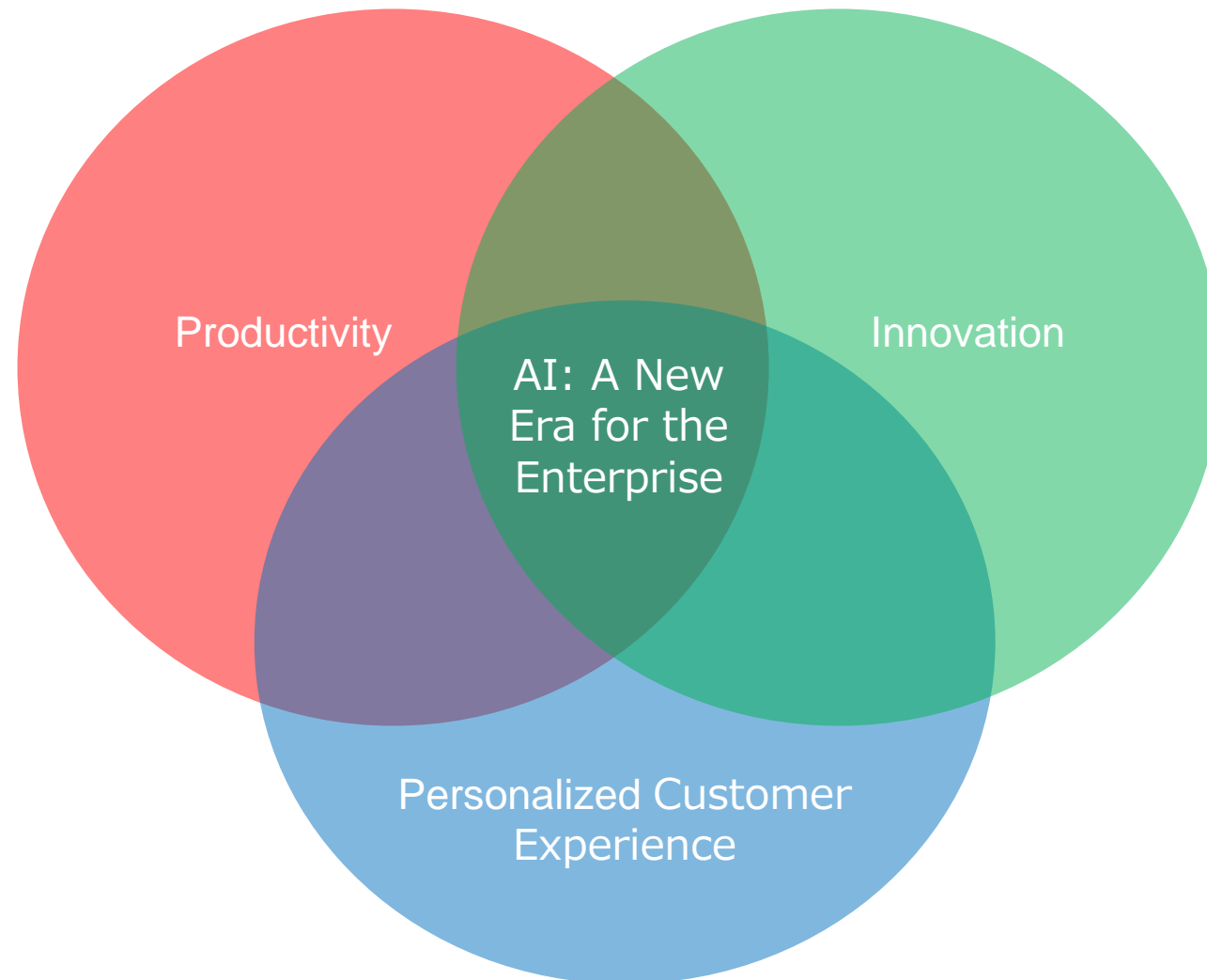
of organizations successfully transform a gen AI use case idea into production within six months. Once in production, organizations report an increase in annual revenue directly attributed to gen AI in 12 or more months

ROI timeline for gen AI use cases



But What Are the Use Cases?

This is a makeover of global enterprise even more fundamental than the rise of the internet with potential productivity gains from 40% to 1000% for white collar workers.



Where is the ROI?



Cash Flow

Businesses that fully integrate AI could double their cash flow by 2030, with AI leading to a potential 40% increase in productivity (Accenture).



Revenue

Increase in leads and appointments of more than 50%, a 40-60% cost reduction, and call time reductions of 60-70% (Harvard Business Review).



Productivity

AI can reduce business process times by up to 40% (IBM).



Business Opportunities with AI



Hyper-personalization: New Engagement Paradigm

AI enables an entirely new model for company-client engagement, fostering deeper relationships and more personalized experiences.

This is the most important competitive threat or opportunity of this generation!



Increased Profitability

By boosting productivity, AI can provide a significant competitive financial advantage, enabling more aggressive investment in product development.



Force Multiplier

AI acts as a force multiplier, amplifying the impact of a company's resources and allowing it to outpace the competition.

The Integral Role of AI in Industrial Clusters



Defining Industrial Clusters

•**Statistic:** According to the Brookings Institution, about **60% of the global economy is concentrated in 700 industrial clusters** around the world.

•**Insight:** AI adoption rates in these clusters are significantly higher, with **AI-powered automation driving an estimated 30% increase in operational efficiency** for participating companies.



Enhanced Collaboration Through AI

•**Statistic:** A McKinsey report suggests that AI-driven collaboration platforms can **increase productivity in industrial clusters by up to 25%**.

•**Insight:** Data sharing and communication enabled by **AI technologies can reduce decision-making time by 40% in these ecosystems**.

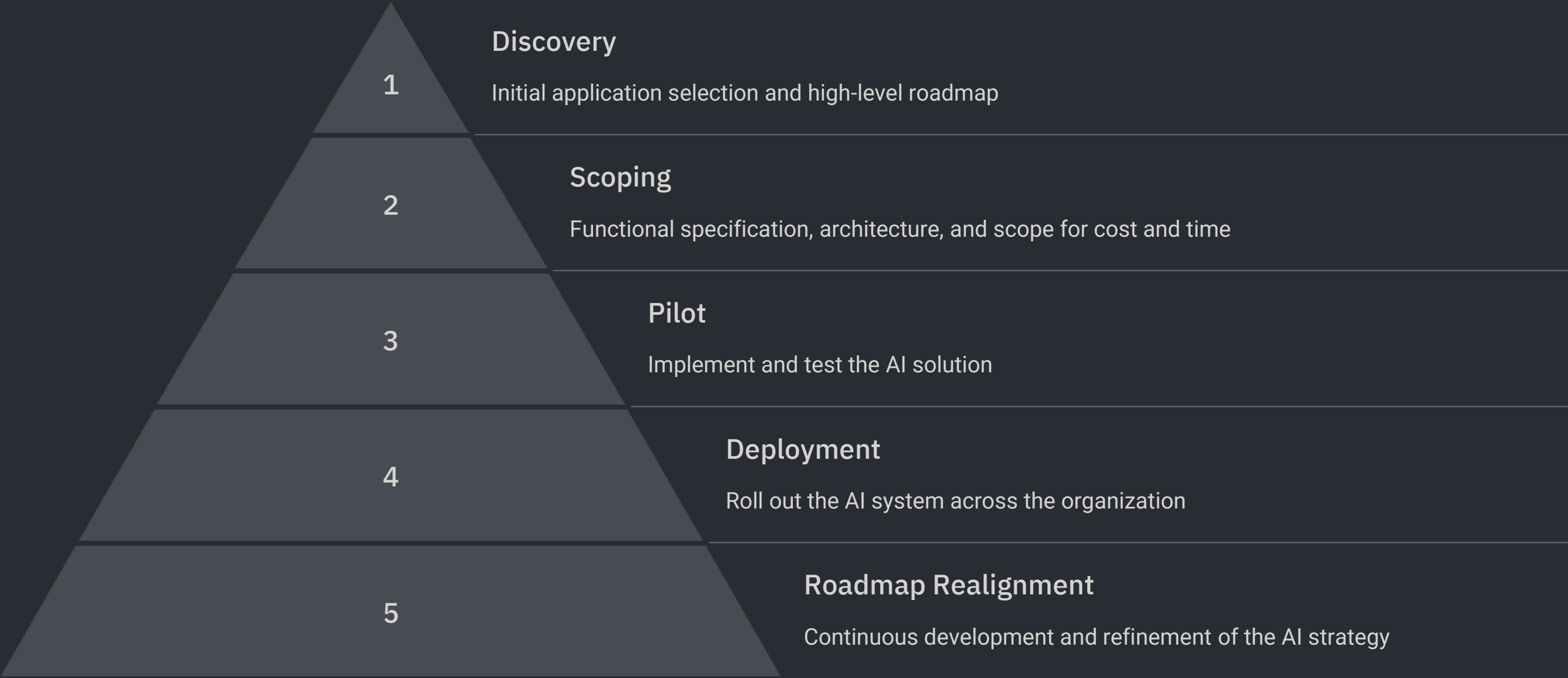


Accelerating Innovation with AI

•**Statistic:** AI adoption in industrial processes, including manufacturing, is expected to add between **\$2.6 trillion and \$4.4 trillion annually to the global economy through productivity improvements and task automation**. Approximately **one-third of all surveyed companies have implemented AI technologies** in at least one business function, driving significant innovation and competitive advantage (McKinsey & Company).

•**Innovation Rates:** Companies that integrate AI into their **innovation processes see up to 50% faster R&D cycles**, resulting in more rapid product development and market introduction.

AI Implementation Roadmap



Phases of AI Integration

1

Phase 0: Traditional Firm

Operations rely on manual processes and decision-making based on experience and historical data.

2

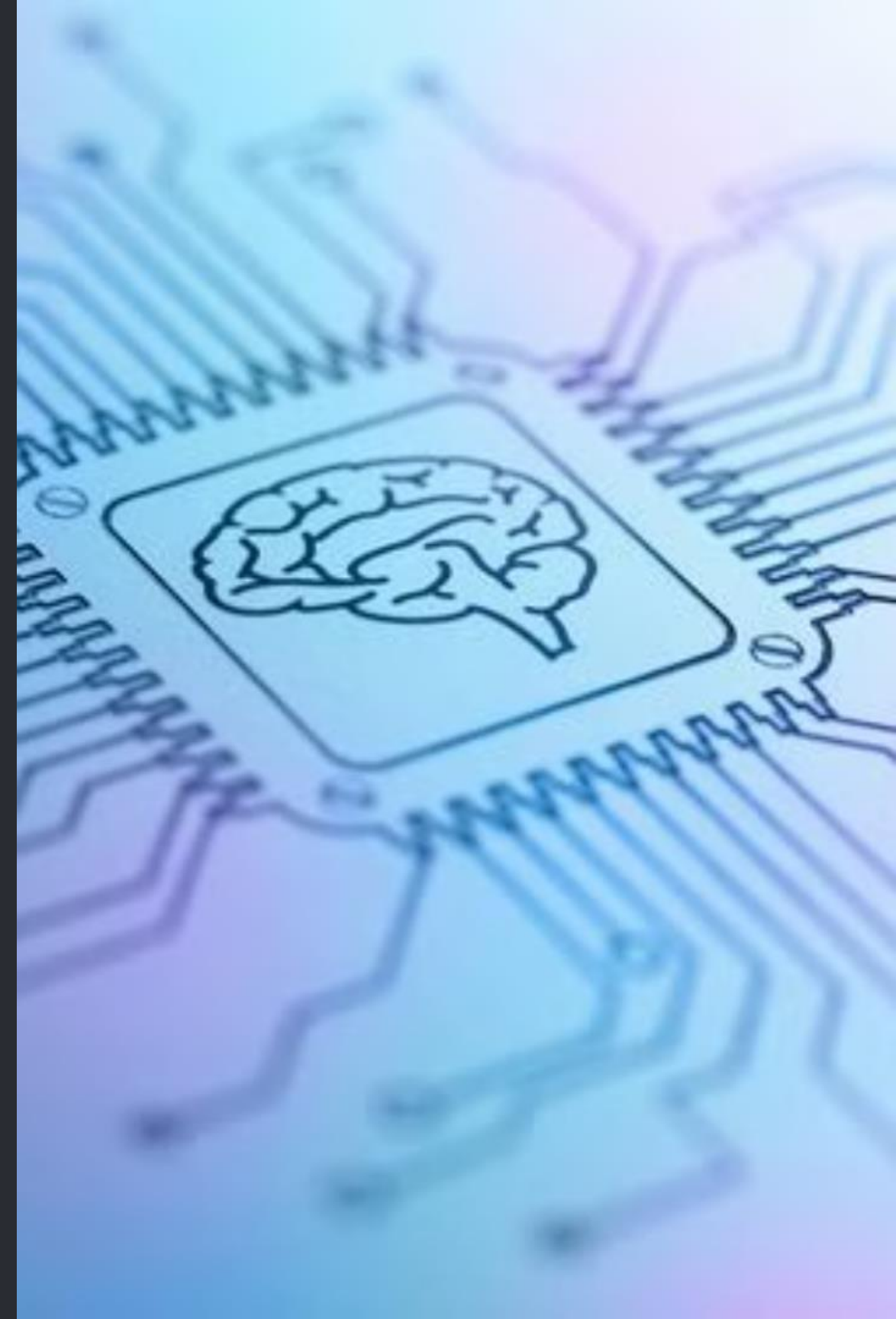
Phase 1: AI-Enabled

Initial integration of AI agents for specific tasks, enhancing efficiency and decision-making with data-driven insights.

3

Phase 2: AI-at-the-Core

AI is deeply embedded in all aspects of the business, driving a fundamental transformation in how the company operates and delivers value. The AI agents interconnect the processes and workflows of the company.



Cultural Change with AI



Upskilling & Reskilling

AI requires continuous learning and new skills for employees to adapt to AI-powered workflows.



Collaboration with AI

AI is a partner, not a threat. Learn to work alongside intelligent systems.

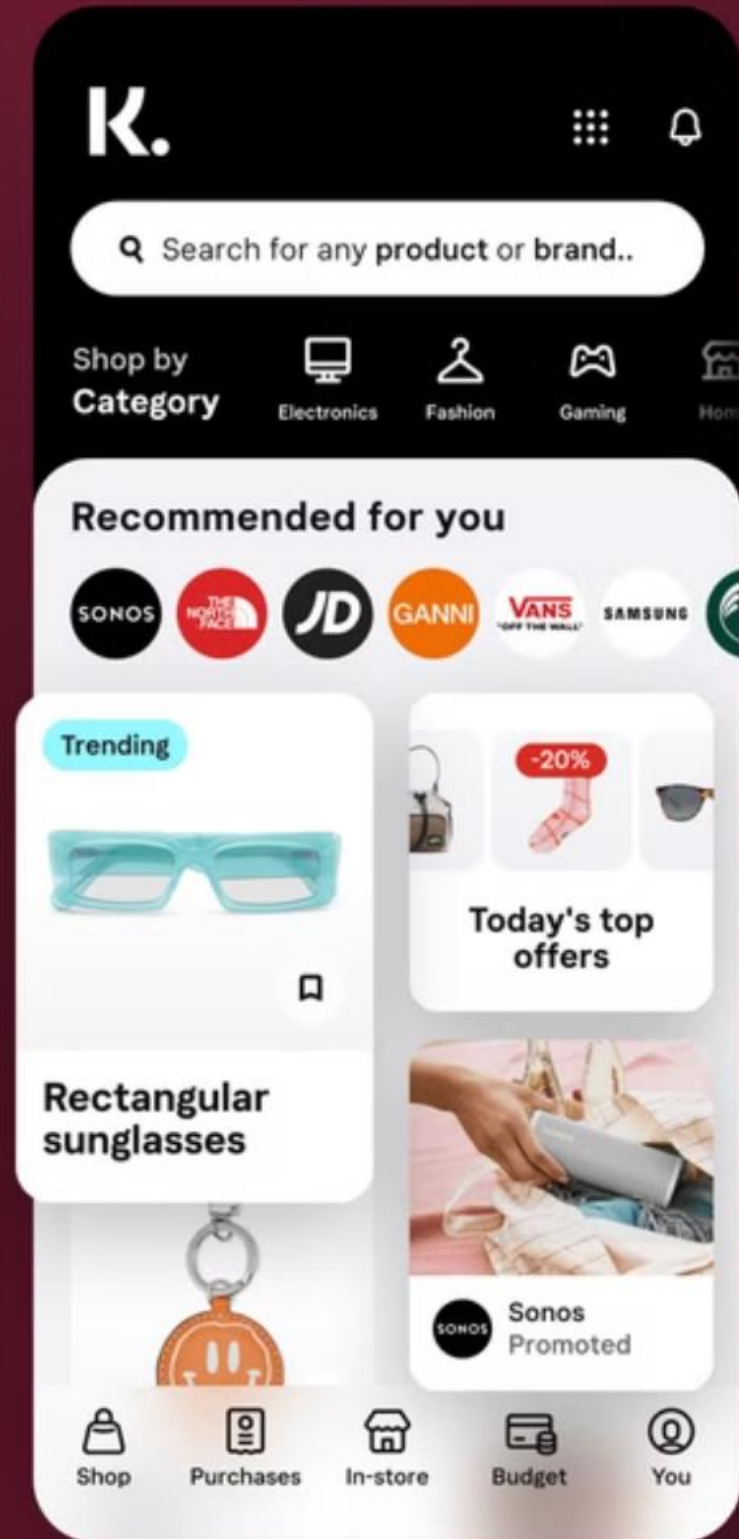


Governance & Ethics

Deploy AI responsibly with ethical guidelines, accountability frameworks, and compliance measures.

Klarna.

Case Study



AI-Powered Customer Service

Klarna's AI assistant handled two-thirds of customer service chats in its first month, *equivalent to 700 full-time agents.*

Increased Efficiency

The AI assistant is available 24/7, communicates in over 35 languages, and *reduced customer service resolution time from 11 minutes to 2 minutes.*

High Satisfaction and Accuracy

The AI assistant achieved customer satisfaction on par with human agents and *reduced repeat inquiries by 25%* through its issue-resolving capabilities.

Significant Cost Savings

Klarna saw a *\$40 million improvement to its bottom line* through the implementation of the AI customer service assistant.

Case Study: The Impact of AI on Retail Dynamics at Walmart



Dynamic Pricing

For instance, if a certain product has a *demand increase of 30% in urban areas compared to rural ones*, Walmart could raise the price by 10% in cities where competition from local retailers is intense.



Customer Retention

Leveraging customer behavior data can lead to personalized pricing offers, *potentially increasing customer retention rates by up to 25%*. By advancing its data analytics capabilities, Walmart can stay ahead of market trends, ensuring it meets customer expectations while maximizing revenue potential.



Inventory Management

Integrating real-time inventory management with pricing algorithms could optimize stock levels. *If an item is 80% sold out in a region, the AI could automatically reduce the price by 15%* to expedite sales before restocking.

AI-Driven Transformation in Germany's Automotive Sector

Automotive Cluster Collaboration

The Automotive Cluster Eastern Germany (ACOD) fosters innovation and competitiveness through strategic alliances among manufacturers, suppliers, and research institutions.

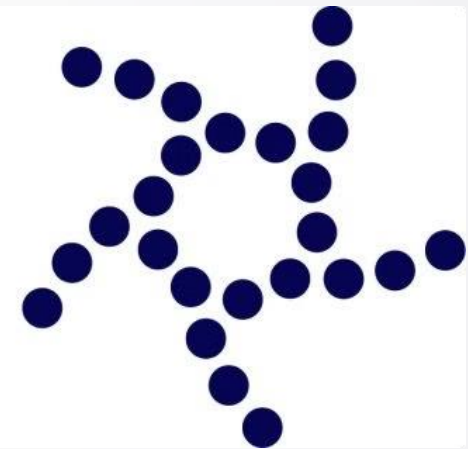
AI-Powered Supply Chain

ACOD leveraged AI to transform supply chain operations, enabling seamless data exchange and smarter decision-making across the network.

Remarkable Outcomes

This initiative resulted in a **30% decrease in production costs**, **40% boost in supply chain transparency**, and **20% rise in collaboration**.

ACOD
AUTOMOTIVE CLUSTER
OSTDEUTSCHLAND



The Future of Generative AI Design

“AI assisted 3D designed part for NASA spacecraft. Realized in combination with 3D printing, it can create parts with over 60% weight savings and stress factors ten times lower than any expert human counterpart.”

NASA

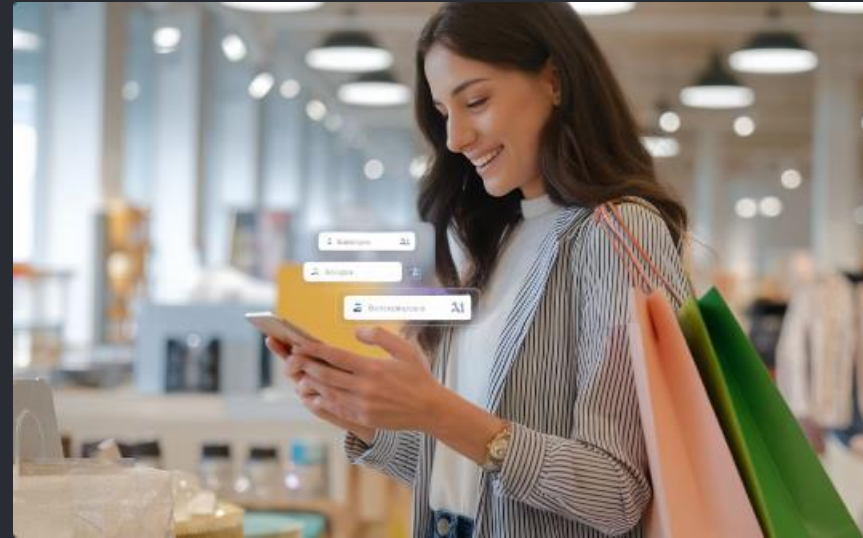


Case Study: Retail Cluster in China



AI-Powered Inventory Management

Alibaba Group leverages advanced AI algorithms to optimize inventory, ensuring product availability based on predictive analytics that forecast customer demand.



Enhanced Customer Engagement

Alibaba implements AI-driven marketing initiatives to tailor shopping experiences, resulting in a **40% increase in customer engagement and satisfaction.**



Operational Efficiency

These AI initiatives contributed to a **25% reduction in stock shortages**, streamlining operations and enhancing the overall efficiency of the retail cluster.

Understanding the AI Readiness Scorecard



Assess Your Readiness

Evaluate your organization's AI preparedness across strategic, operational, and cultural dimensions to identify areas for growth.



Identify Gaps

Pinpoint specific capabilities that require attention, such as data infrastructure, talent development, or ethical AI practices.



Unlock Potential

Use the scorecard to create a roadmap for advancing your AI maturity and staying ahead of the competition.



Benchmark Progress

Regularly reassess your AI readiness to track improvements and ensure your organization remains agile and innovative.

Conclusion & Call to Action



Unleashing Transformational Power

Artificial Intelligence serves as a catalyst for innovation and operational efficiency, fundamentally altering business frameworks and enhancing strategic decision-making capabilities across various sectors.



Collective Cluster Advancement

Collaboration within industrial clusters enhances the impact of AI by fostering shared knowledge, pooling resources, and accelerating innovation cycles, ultimately driving competitive advantages for all participants.



Next Steps for Integration

Engage with our [*AI Readiness Survey to evaluate your organization's current capabilities and pinpoint key areas*](#) that require enhancement for successful AI adoption.



Closing Remark

Adopting AI is essential not only for keeping up with industry transformations but for taking the lead. This strategic move ensures sustainable growth and a significant competitive edge in the market.

Thank You!

Armando Viteri

CEO & President

neubloc

+1 480 797 2970

aviteri@neubloc.com

<https://www.linkedin.com/in/armandoviteri/>



Armando Viteri

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