

IS YOUR BUSINESS AI-READY?

Why Modern Data Infrastructure
Matters More Than Ever

Your path to scalable AI
starts with the foundation.

EXECUTIVE GUIDE

How Organizations Are Building AI-Ready
Infrastructure with *Dell PowerScale* and
Eastern Computer Exchange

INTRODUCTION & AI REALITY CHECK

AI IS EVERYWHERE. REAL VALUE STARTS WITH THE RIGHT FOUNDATION

Artificial intelligence is everywhere right now, but for most organizations, the challenge is no longer understanding what AI can do—it's determining where it can deliver meaningful business value.

Leaders across nearly every industry are hearing about AI's potential to improve efficiency, automate repetitive tasks, enhance customer experiences, and help teams work smarter. At the same time, organizations are still determining **what AI actually means for their business, where to start, and how to adopt it** in a practical and sustainable way.

90%

OF ORGANIZATIONS ARE
USING AI IN SOME CAPACITY



YET ONLY

1/3

HAVE SUCCESSFULLY SCALED AI
ACROSS BUSINESS FUNCTIONS¹

Successful AI adoption is not about chasing trends or implementing every new tool that enters the market. It starts with building the right foundation: understanding your data, modernizing your infrastructure, and ensuring your environment is prepared for future growth.



AI IS ONLY AS POWERFUL AS THE DATA BEHIND IT.

The challenge isn't a lack of data—it's where that data resides. Across cloud platforms, legacy storage environments, applications, file shares, and endpoint devices, information is often spread across multiple systems. As AI initiatives expand, these fragmented environments can create performance bottlenecks, security concerns, compliance risks, and scalability limitations.



A STRONG DATA FOUNDATION BUILDS AI SUCCESS.

Organizations looking to operationalize AI successfully need more than access to models and applications—they need a modern, scalable, AI-ready data foundation capable of supporting large volumes of unstructured data, real-time analytics, and evolving workloads.



ENTER DELL AI FACTORY WITH POWERSCALE

Dell AI Factory is designed to help organizations move from AI experimentation to scalable business outcomes. As the data foundation of that strategy, **PowerScale** enables secure access to the unstructured data AI applications need to perform at scale.

¹ Source: McKinsey State of AI 2025

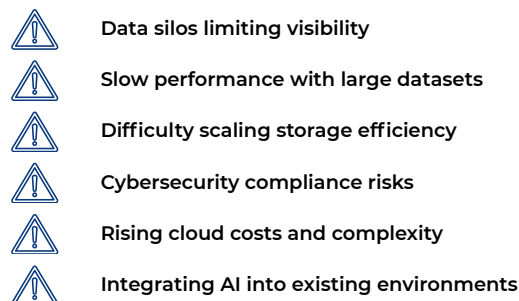
WHY INFRASTRUCTURE MATTERS FOR AI

AI places significant demands on infrastructure—often in ways that aren't immediately visible during the early stages of adoption.

MODERN AI INITIATIVES RELY ON ENORMOUS VOLUMNS OF UNSTRUCTURED DATA



AS THESE WORKLOADS GROW, IT TEAMS OFTEN ENCOUNTER:



WHEN AI MOVES BEYOND THE PILOT STAGE.

The path to AI adoption rarely begins with a large-scale transformation. Instead, organizations typically start with a **targeted use case** before expanding AI capabilities across teams, systems, and workflows.



FINANCIAL SERVICES

AI assistants need fast access to contracts, reports, compliance documents, and customer records



HEALTHCARE

AI for imaging analysis and predictive care requires secure storage of large clinical and diagnostic datasets



RETAIL

AI driven demand forecasting aggregates data from e-commerce, POC, inventory, and customer tools



MANUFACTURING

Computer vision processes and retains large image and video datasets from production environments



INTELLIGENT SEARCH

Rapid access to documents, knowledge bases, and operational data powers AI-assisted search



As AI initiatives mature, infrastructure—not AI itself—often becomes the determining factor in whether those initiatives can scale successfully.



Legacy environments often struggle to support the performance, scalability, and governance requirements these workloads create. The result is delayed analytics processing, storage bottlenecks, increased latency, rising cloud costs, and growing operational complexity.



Infrastructure readiness is a foundational business conversation. The right strategy supports future growth while maintaining performance, security, and operational efficiency.

DELL POWERSCALE ADDRESSES CHALLENGES BY PROVIDING:



Scalable AI-ready storage architecture



High performance access to unstructured data



Multi-protocol support across environments



Strong cybersecurity and ransomware protection



Flexible deployment options across edge, core, cloud, and hybrid infrastructure



Simplified scalability without major disruption



The result is a scalable, secure infrastructure foundation that supports AI innovation as business needs evolve.

AI IN ACTION.

REAL WORLD **USE CASES** ACROSS KEY INDUSTRIES

Every industry is approaching AI differently—but the organizations seeing the greatest impact have one thing in common: they're building on the right foundation.



PROFESSIONAL SERVICES & FINANCIAL ORGANIZATIONS

AI IS TRANSFORMING HOW FIRMS WORK, ANALYZE DATA, AND MANAGE RISK.



AI-powered knowledge assistants



Research and proposal automation



Intelligent document analysis



Compliance and risk monitoring



Financial forecasting and fraud detection



Secure private AI environments



PowerScale provides the secure, scalable data foundation needed to support AI-driven insights, compliance, and operational efficiency.



RETAIL, ECOMMERCE, & CUSTOMER FOCUSED BUSINESSES

AI IS PERSONALIZING EXPERIENCES, FORECASTING DEMAND, AND OPTIMIZING OPERATIONS.



Recommendation engines



AI-powered search & shopping assistants



Demand forecasting



Dynamic pricing



Inventory optimization



Customer analytics



PowerScale helps retailers turn fragmented data into faster insights, smarter forecasting, and more personalized customer experiences.



CLINICS, HEALTHCARE, & LIFE SCIENCES

AI IS IMPROVING PATIENT CARE, STREAMLINING OPERATIONS, AND ACCELERATING INNOVATION.



Medical imaging analysis



Clinical documentation automation



Predictive patient analytics



Genomics & precision medicine



Clinical research & data analysis



Intelligent patient communication



PowerScale enables secure, scalable healthcare environments that support AI innovation without compromising performance or governance.



MANUFACTURING & LOGISTICS

AI IS OPTIMIZING OPERATIONS, IMPROVING QUALITY, AND BUILDING RESILIENT SUPPLY CHAINS.



Predictive maintenance



Computer vision quality control



Supply chain forecasting



Warehouse optimization



Route & fleet intelligence



Digital twins & smart factory analytics



PowerScale helps manufacturers turn operational data into real-time insights, enabling smarter decisions, greater efficiency, and AI-driven innovation.



FROM INFRASTRUCTURE TO IMPACT.

The right technology is only part of the equation. Long-term AI success depends on aligning infrastructure, strategy, and business objectives.

ALIGNING TO THE RIGHT PARTNER

WHY ORGANIZATIONS PARTNER WITH EASTERN COMPUTER EXCHANGE

The Right Questions Lead to Better Outcomes.

Successful AI initiatives require more than technology alone. They require the right strategy, experience, and expertise. **Eastern Computer Exchange** helps organizations turn AI ambition into practical, scalable business outcomes.

YOU ASK. WE ANSWER.:

- ✓ Is our infrastructure AI ready?
- ✓ Can our current environment support future AI workloads?
- ✓ Where are our biggest scalability risks?
- ✓ Which modernization initiatives should we prioritize first?
- ✓ How do we balance innovation, security, and operational efficiency?



STRATEGIC GUIDANCE

We assess your environment and identify the right modernization path.



OUTCOMES FOCUSED

We align technology decisions to measurable business outcomes.



BROAD TECHNOLOGY ECOSYSTEM

We recommend solutions across leading technology partners.



END-TO-END SUPPORT

From planning through deployment and beyond, we're with you.

35+ Years
OF IT EXPERTISE



2024 / 2025
Dell Technologies
Storage Growth
Partner of the Year



DELL Technologies
TITANIUM PARTNER

PREPARE YOUR BUSINESS FOR THE NEXT ERA OF AI

If you're evaluating your first AI initiative or preparing to scale existing workloads, **Eastern Computer Exchange** can help assess your current environment, identify infrastructure gaps, and develop a strategy aligned with your business goals.

COMPLIMENTARY AI & INFRASTRUCTURE ASSESSMENT

SCHEDULE AN ASSESSMENT →

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DELL AI FACTORY & POWERSCALE

PowerScale plays a critical role within **Dell's AI Factory** approach by helping organizations create a scalable data foundation for AI.



Simplifies access to
unstructured data



Supports performance,
security, and scalability



Helps move AI initiatives
from pilot to production.

