

R "RAY" WANG

EVERYBODY

WANTS TO

RULE THE

WORLD

SURVIVING AND THRIVING
IN A WORLD OF DIGITAL GIANTS

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Competing in a Post AI World

Data, Inc Business Models

OCTOBER 2024

R “RAY” WANG (@RWANGO) 

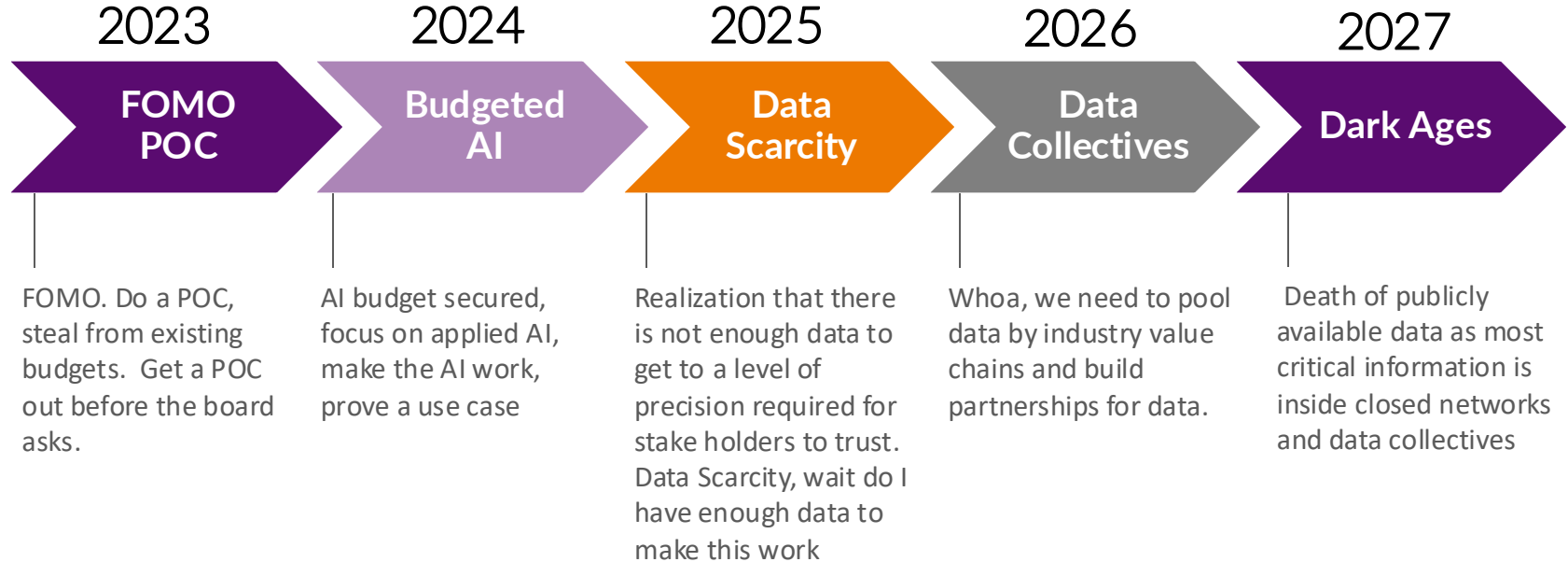
PRINCIPAL ANALYST AND FOUNDER



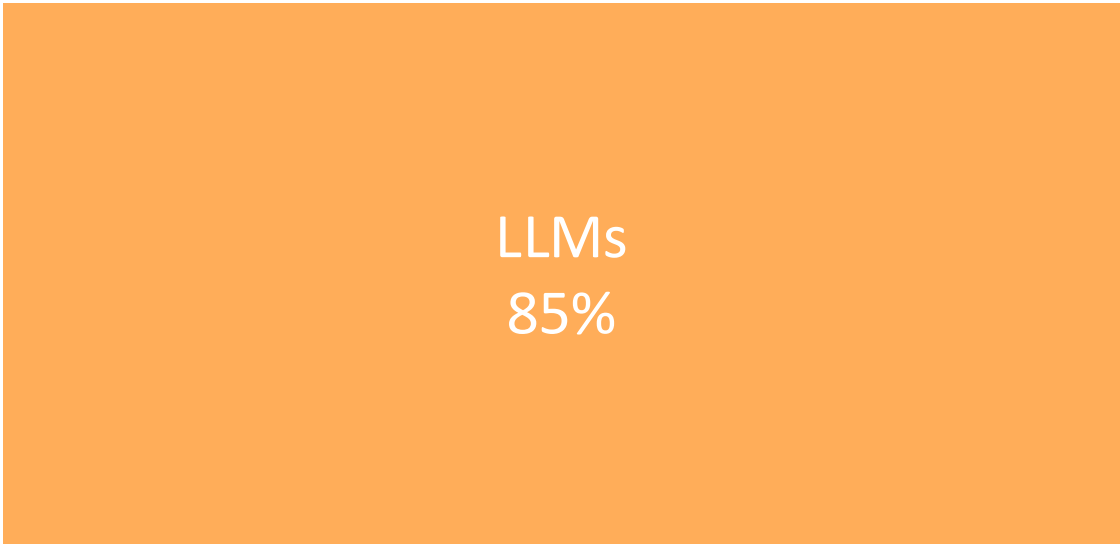
State Of The State Of AI

AI Timeline

AI Timeline

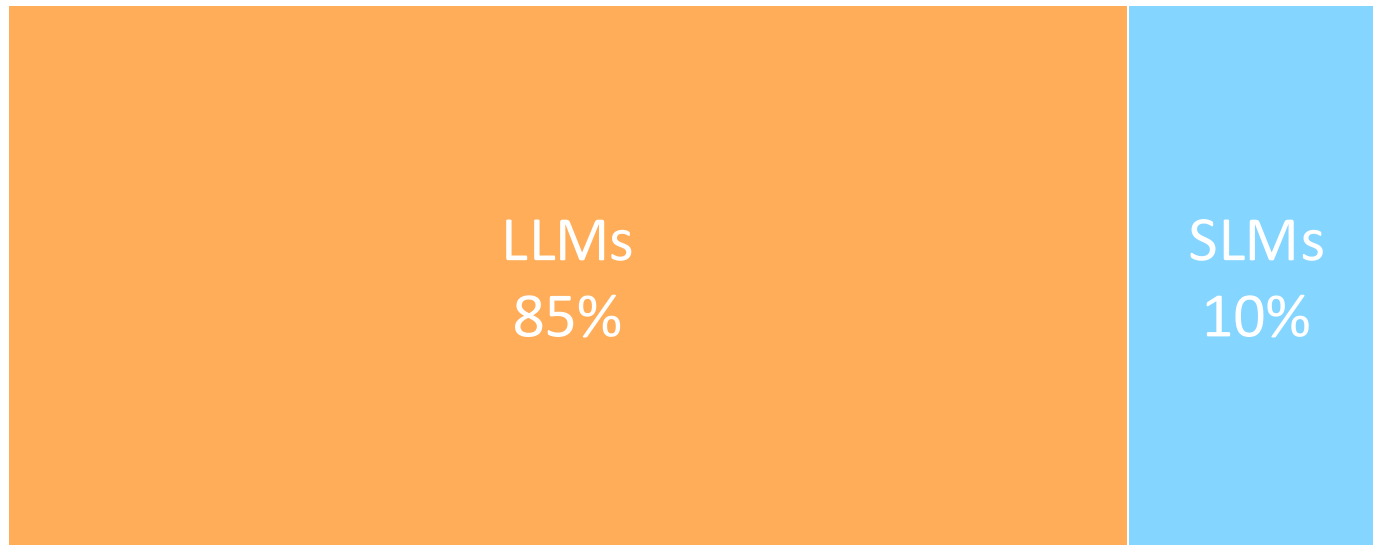


LLM's only go so far on 85% accuracy

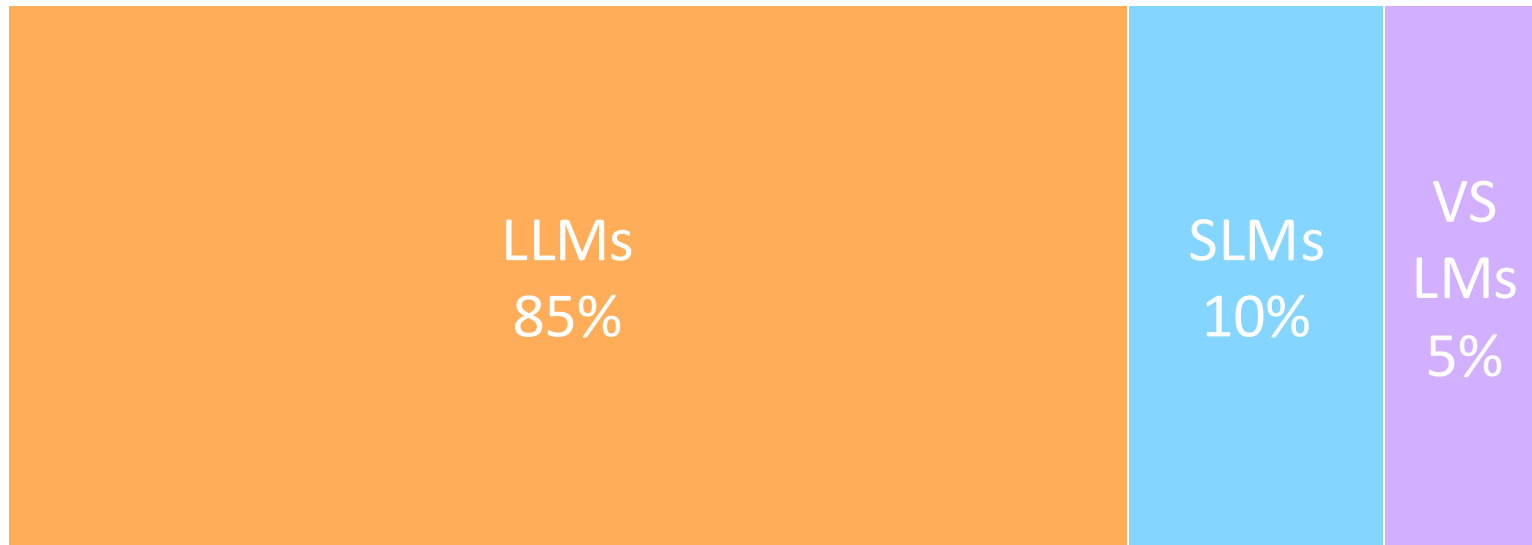


LLMs
85%

The next 10% is as hard as the first 85%



To get to near accuracy create data collectives

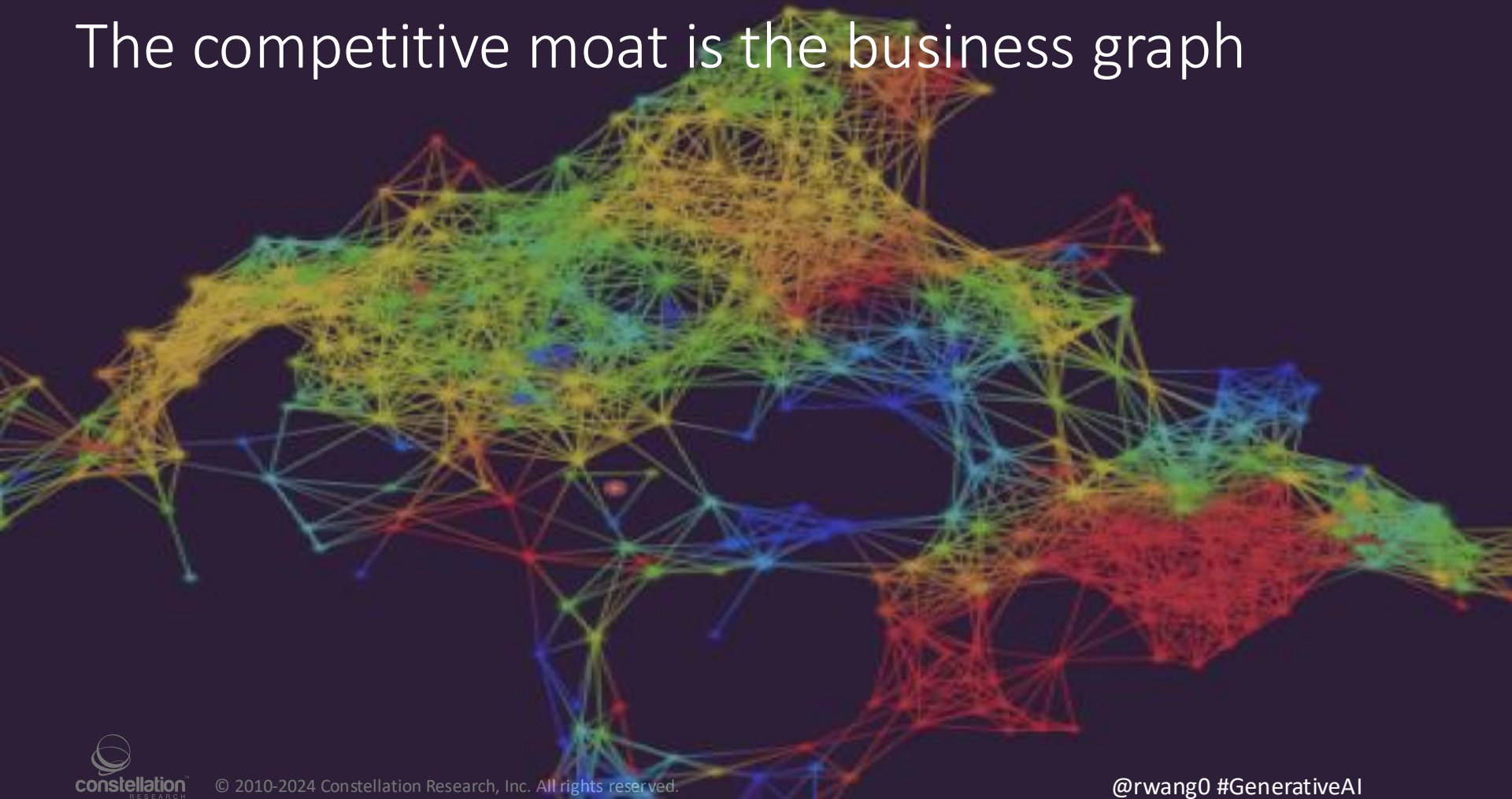


Compete For Decision Velocity

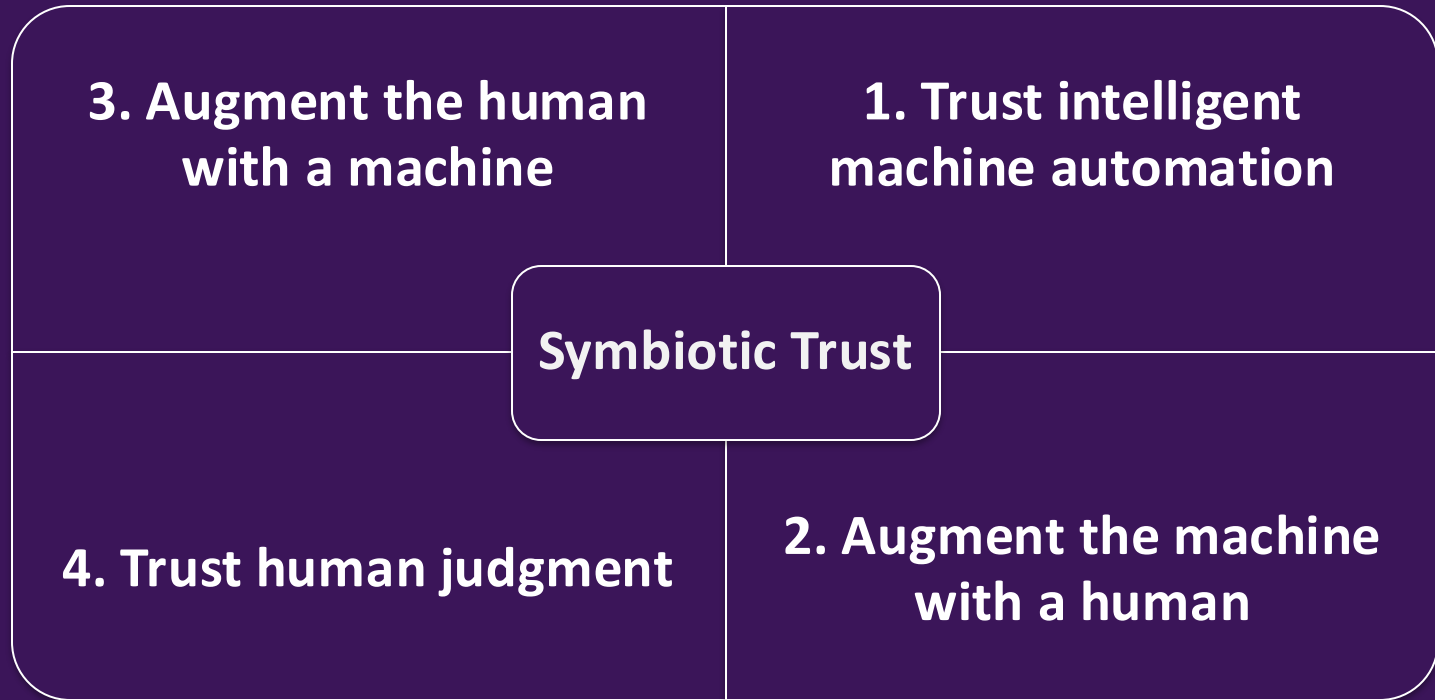
Improve decision velocity with AI and automation



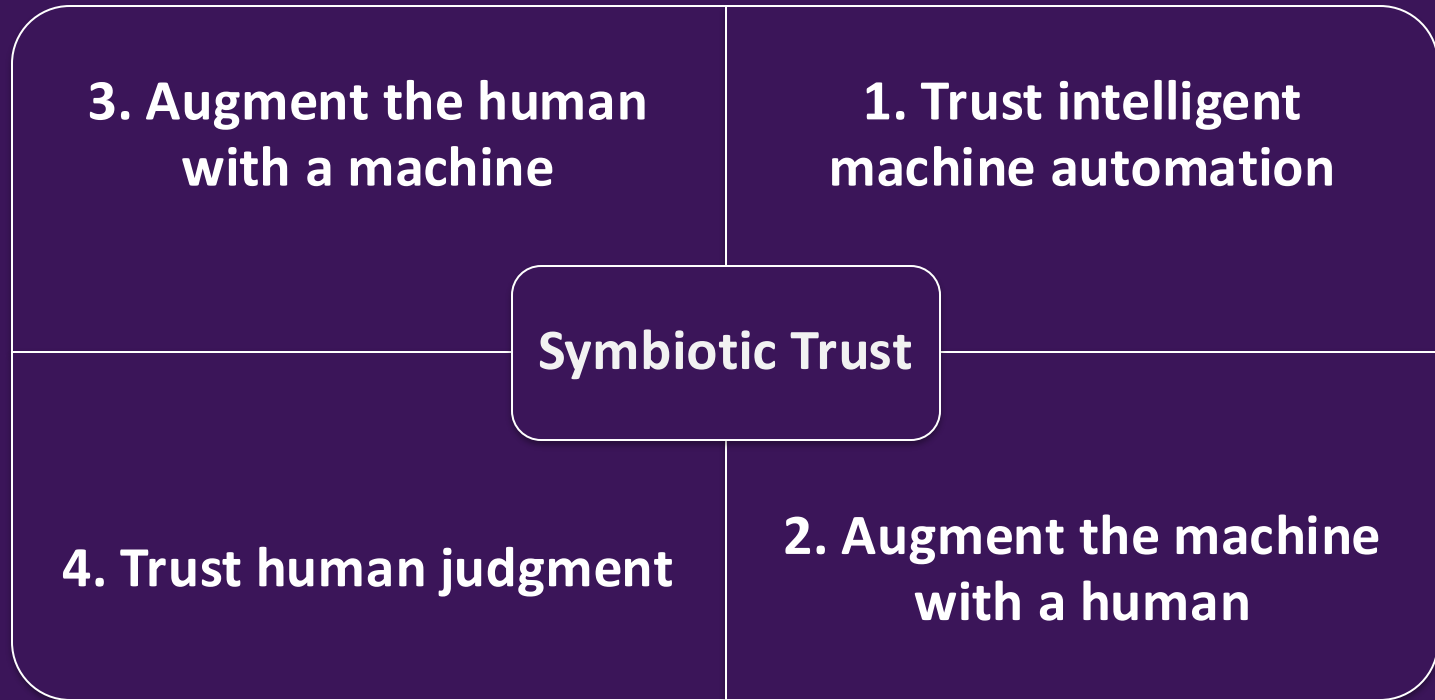
The competitive moat is the business graph



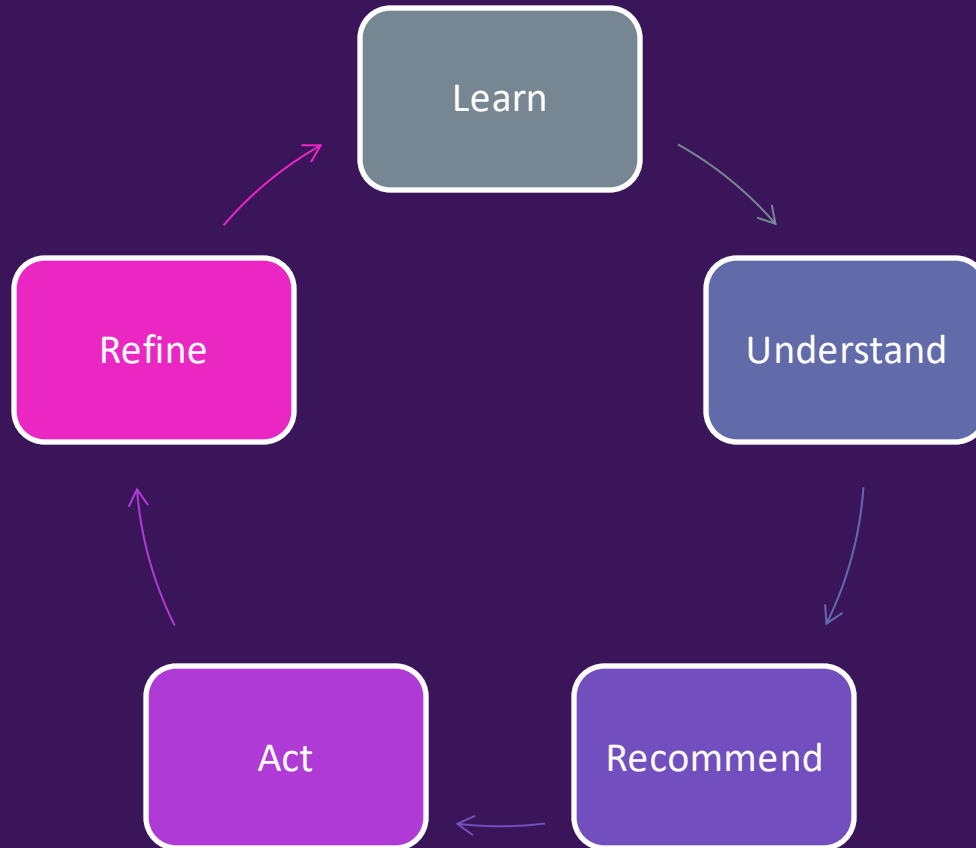
The four big questions we must answer in this autonomous decade. When do you...



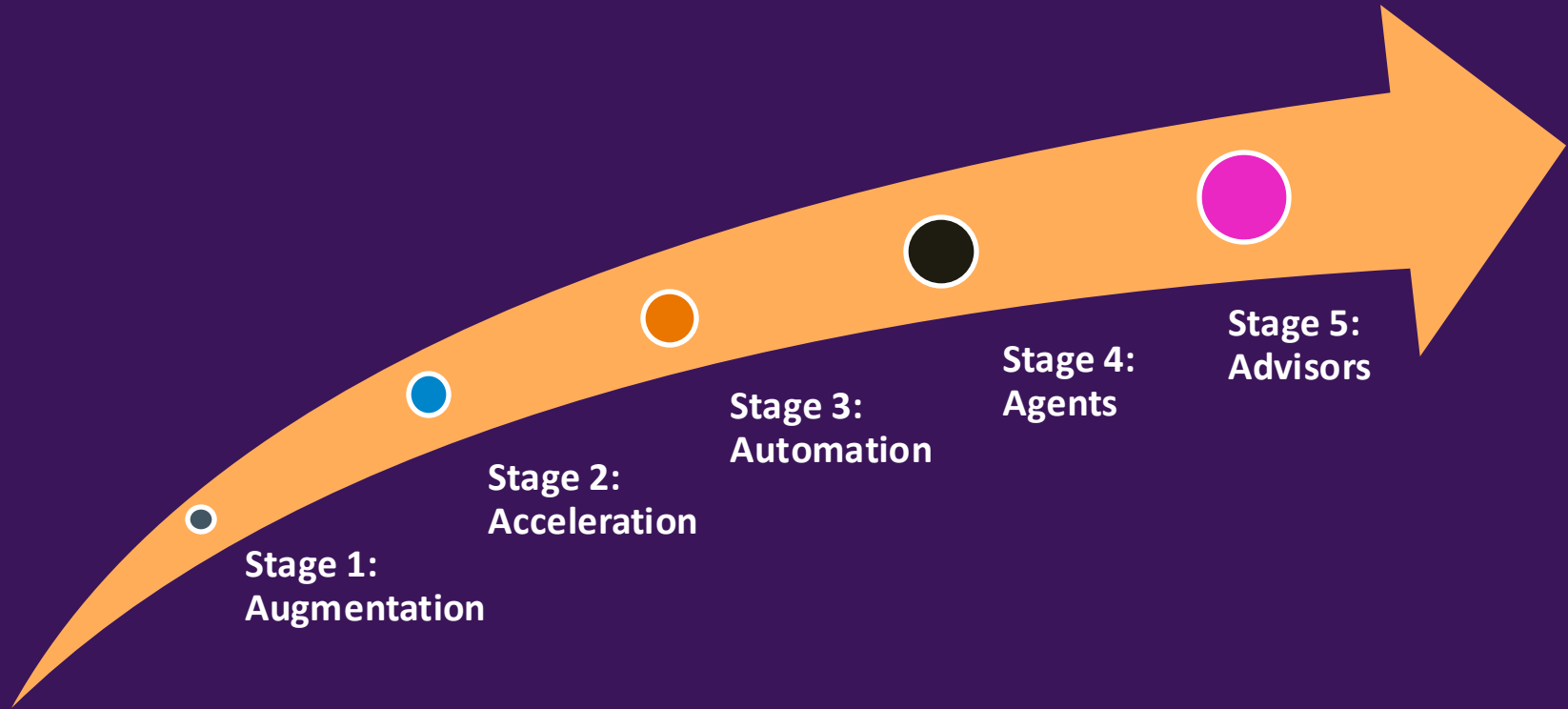
The design point is when and where do you insert a human into the process



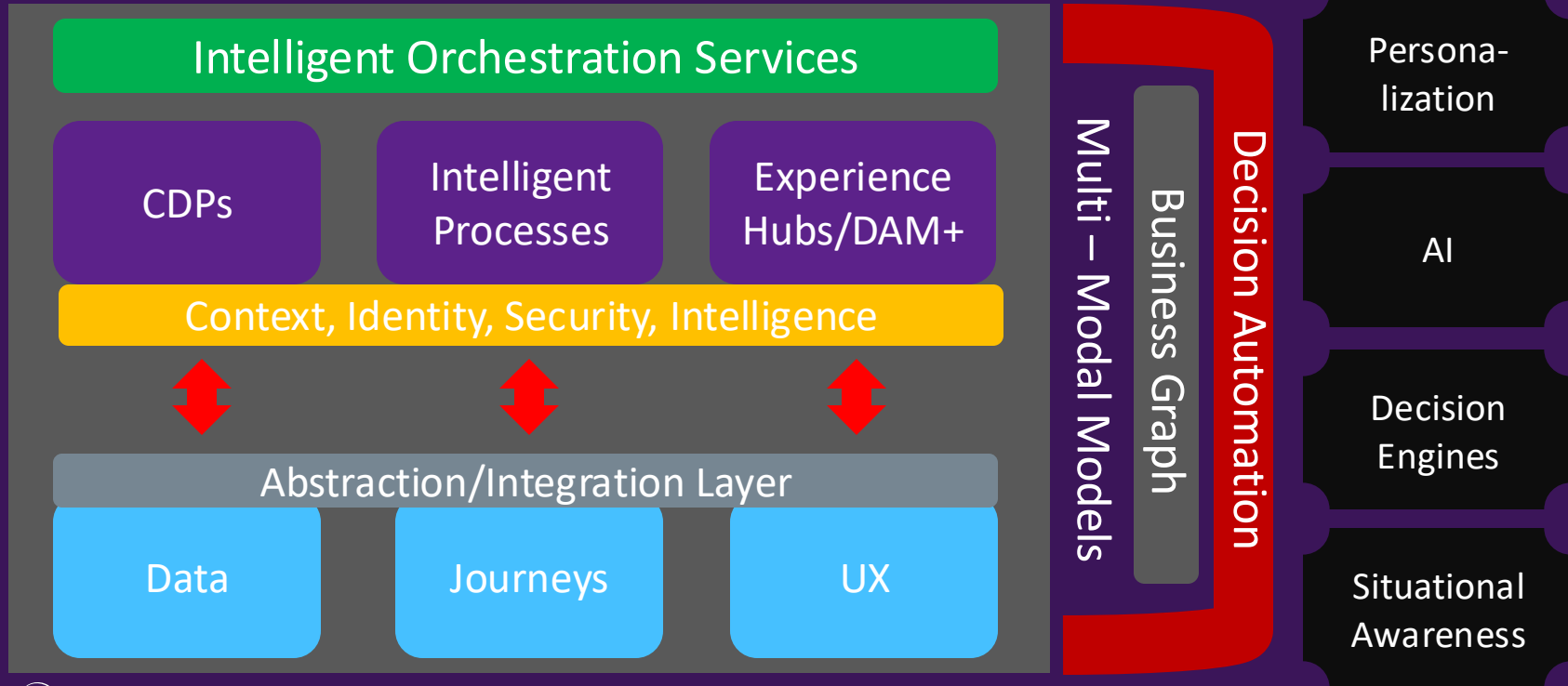
Learn, understand, recommend, act, repeat



Progressing through the five A's of AI



The goal in AI is decision automation and intelligence not more tech



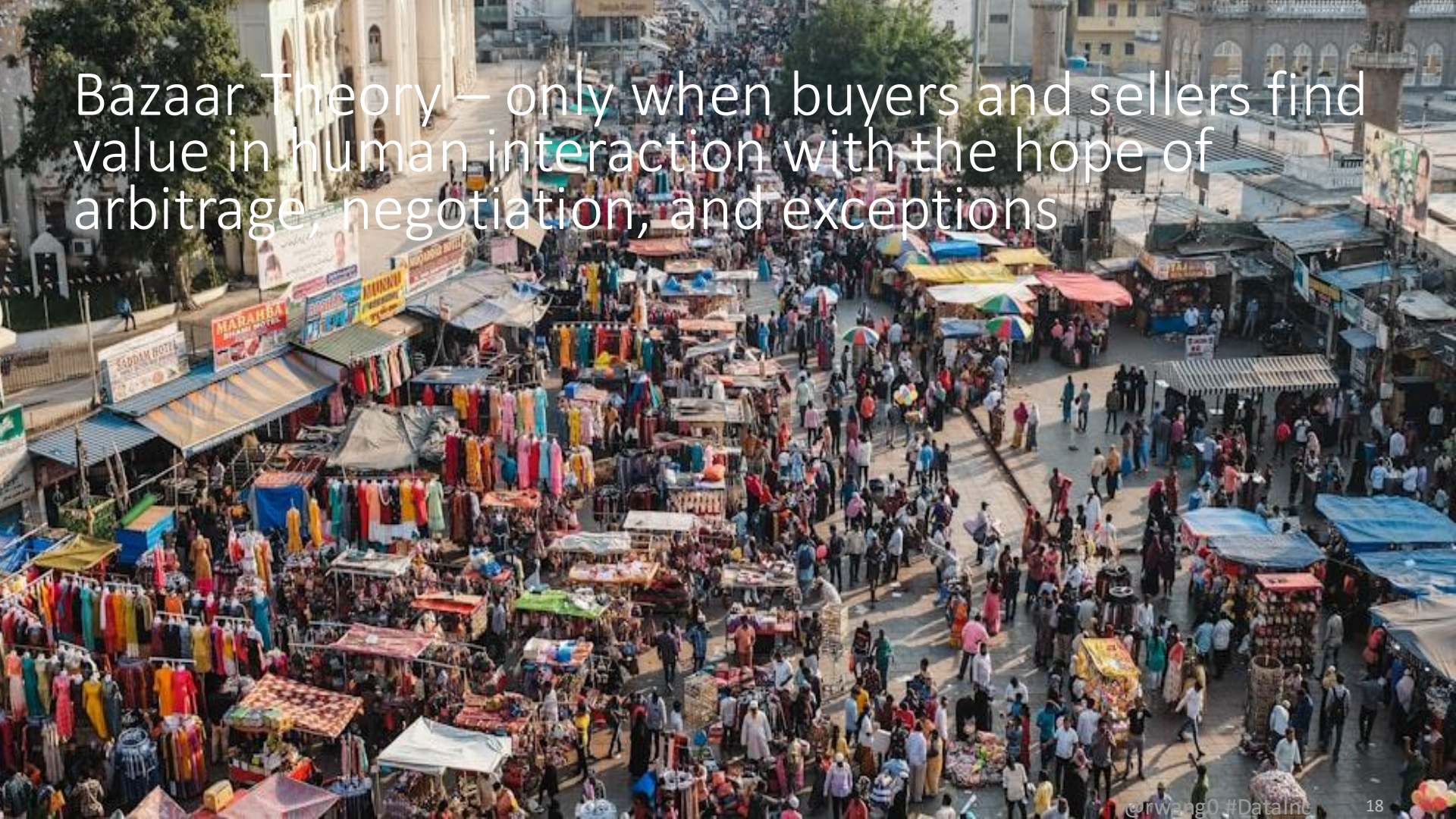
Post-AI World





In the future, companies will not only be valued for their revenue streams, but also valued for their data sets

Bazaar Theory – only when buyers and sellers find value in human interaction with the hope of arbitrage, negotiation, and exceptions



Post 2023, the rush to AI has taken top priority in boardrooms

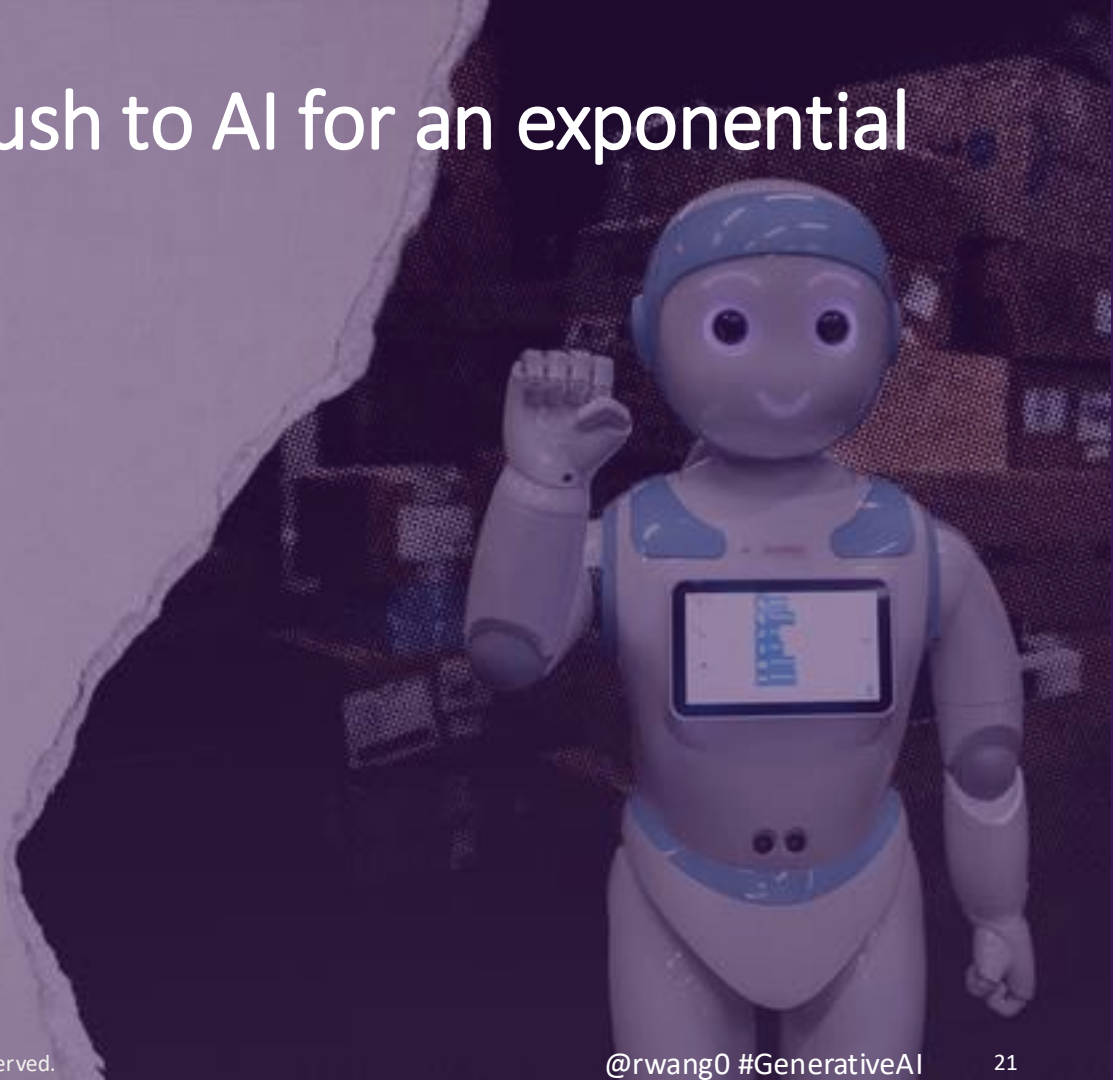


Digital transformation has made more data available about the physical and digital world



Enterprises in 2023 rush to AI for an exponential
advantage

The AI panic is here



Customers seek zero FTE roadmaps



The background image shows a modern industrial manufacturing environment. Multiple white ABB robotic arms are visible, positioned along a production line. They are working on various components, possibly assembling or welding them. The scene is brightly lit, and the overall color palette is dominated by the white of the robots and the metallic tones of the machinery. The text is overlaid on the top left of this image.

Many organizations realize they do not have enough data to have precision decisions

The background of the slide is a close-up, slightly blurred image of several rolled-up banknotes. Visible are US one hundred dollar bills and Euro banknotes, including a 100 Euro note and a 50 Euro note. The lighting is soft, and the colors are somewhat muted, giving it a professional, slightly somber feel.

Billions will be wasted because organizations did not develop a data strategy

Without enough data AI can not be trusted

Can You Trust AI?



Hallucinations become common and many AI efforts fail to achieve an appropriate level of trust

Retrieval augmentation generation (RAG) to the rescue



Model drift continues to create issues



Skepticism of AI grows with increase in mistrust






The Frameshift Ahead

Where and when do you insert a human?



Can you operate at machine scale with humans?





Do you have enough data to get to precision decisions?

Who do you partner with to complete the last mile or last inch of data?



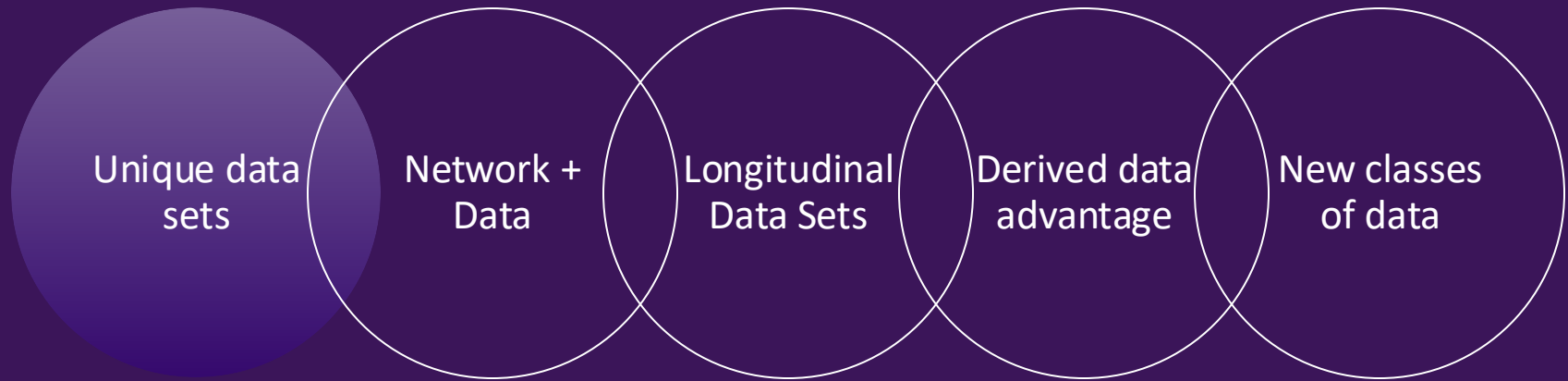
Who do you sue when something goes wrong?

Brand New Asset Class – Data Inc. Orgs

Data Inc Companies create new asset classes



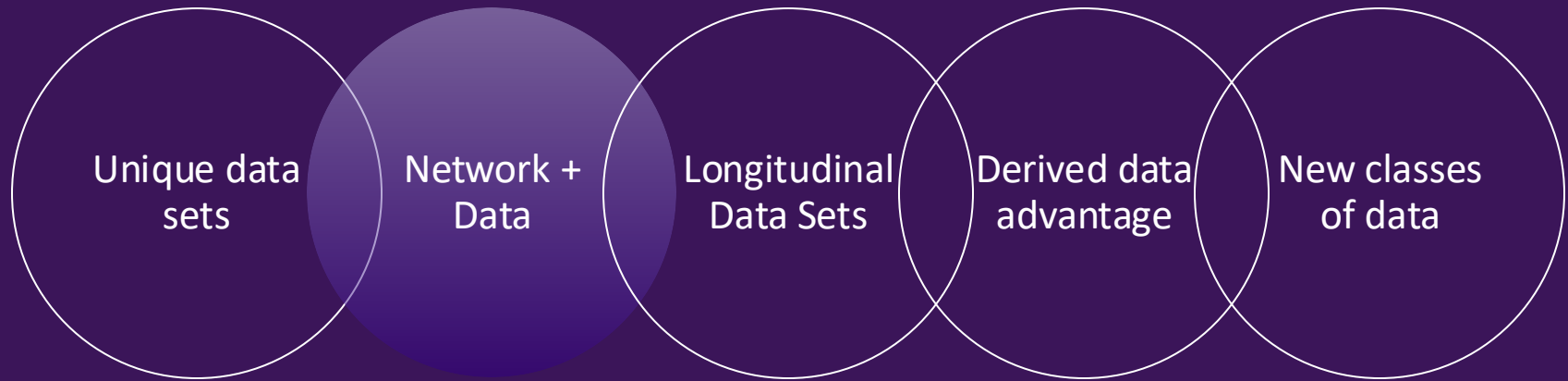
When we bring digital assets to life, we create new monetization models



Why did Callaway buy TopGolf?

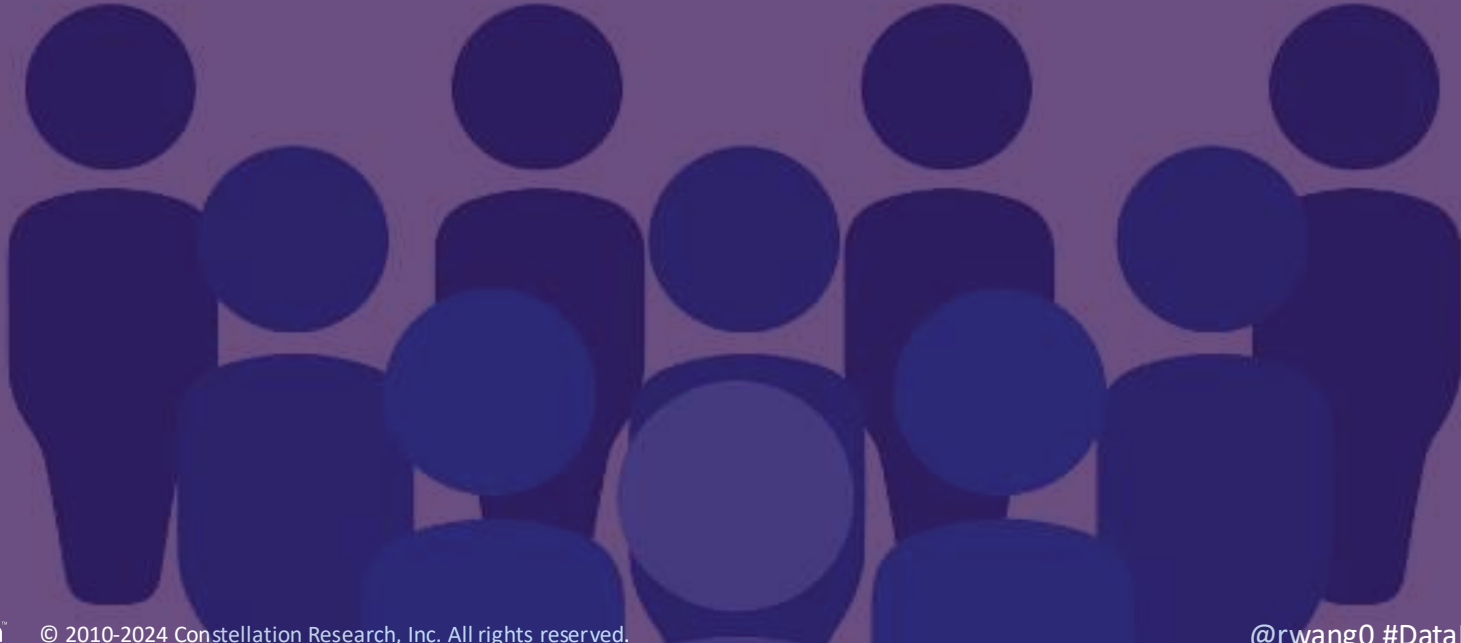


When we bring digital assets to life, we create new monetization models

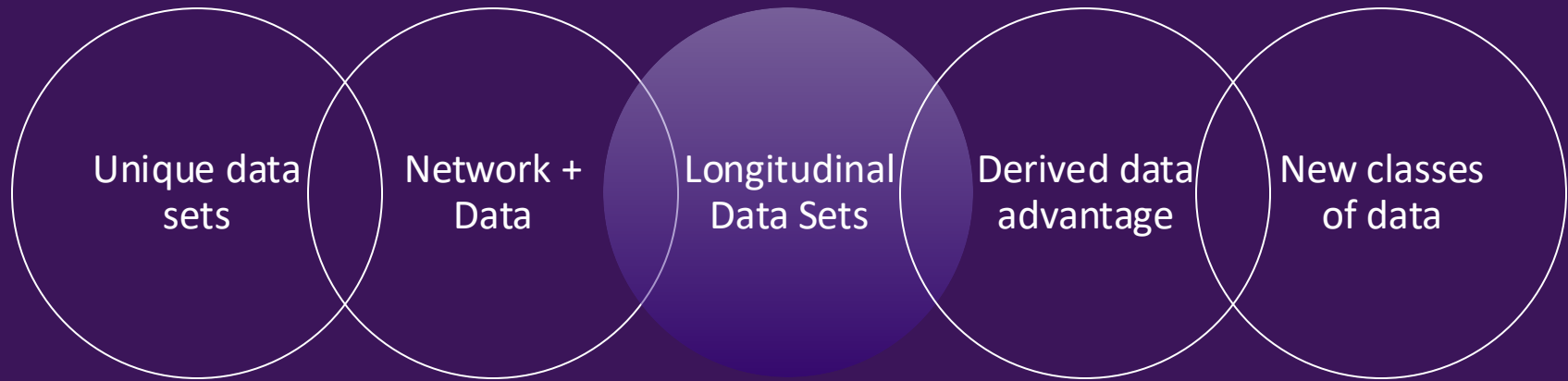


What business is LinkedIn in?

Linked



When we bring digital assets to life, we create new monetization models



What if you identified vision issues at birth?

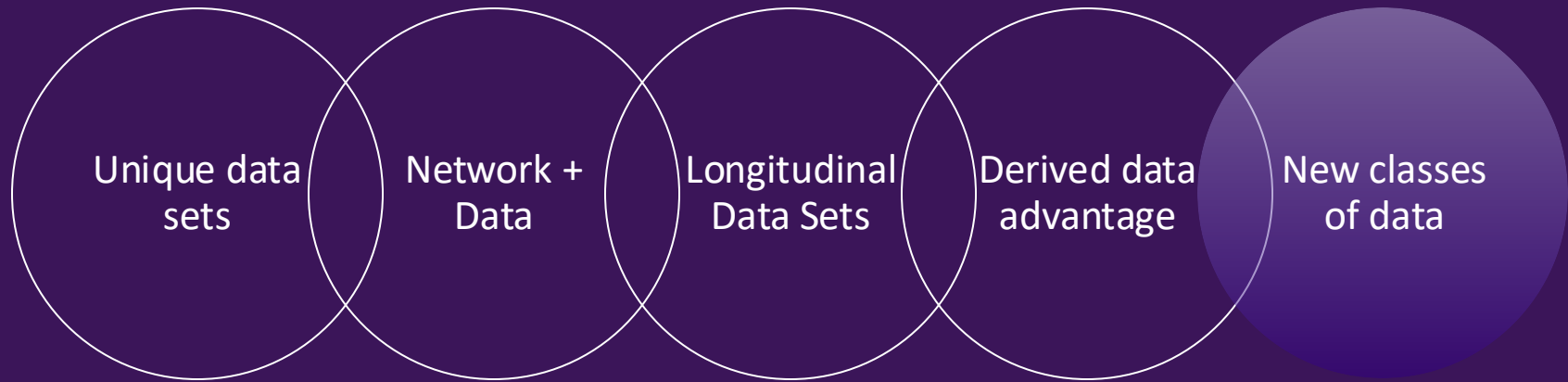


When we bring digital assets to life, we create new monetization models



Tesla has more data than auto insurers

When we bring digital assets to life, we create new data monetization models

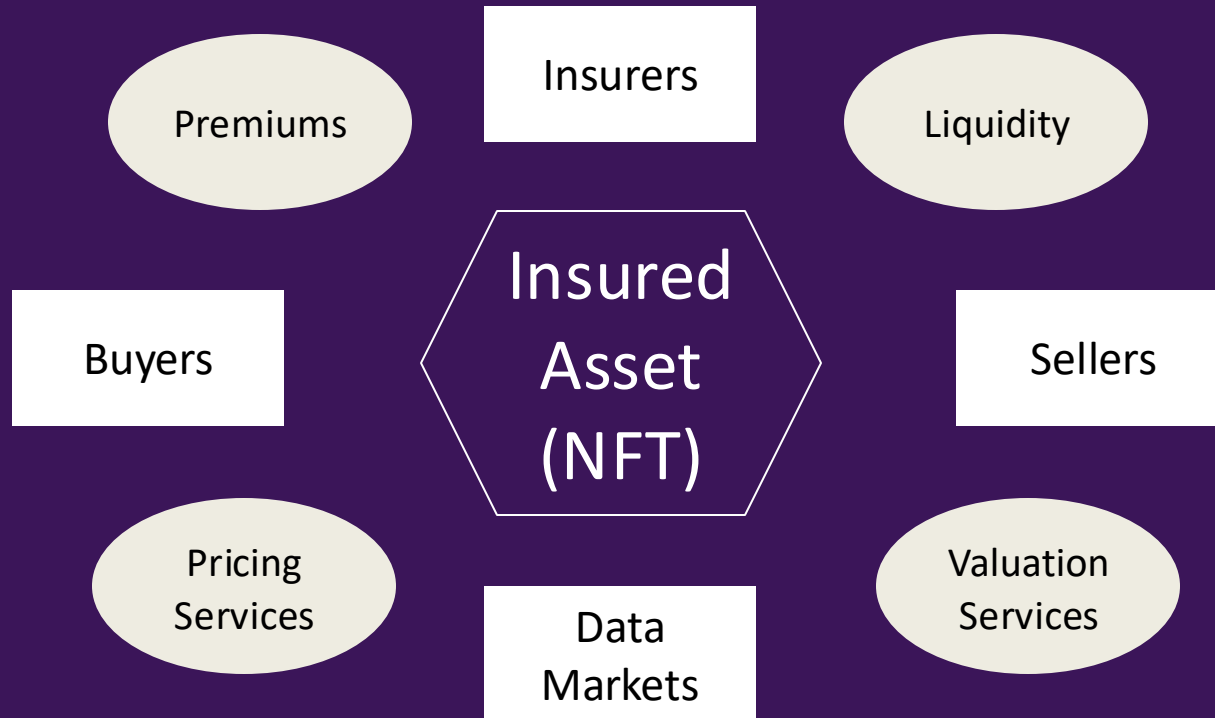




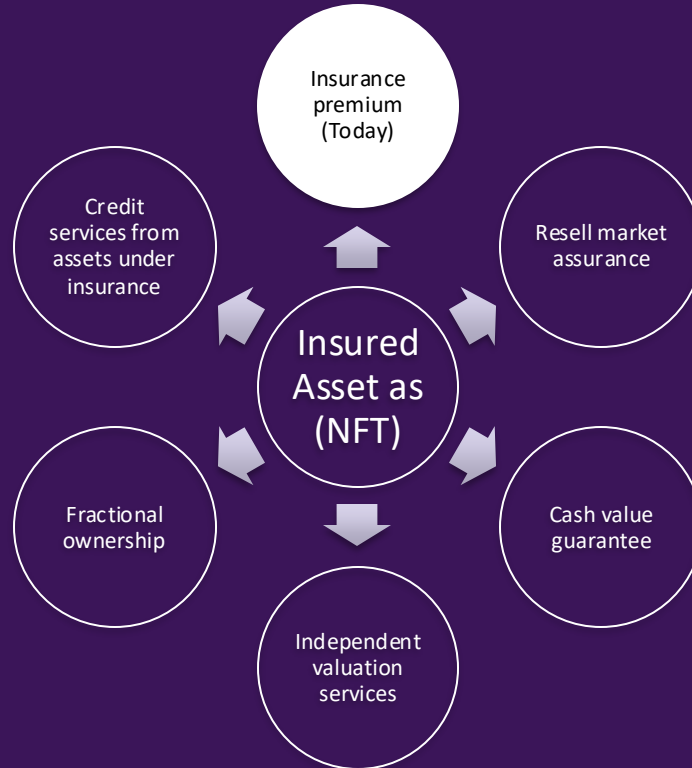
Take down the neighborhood pawn store

Multiple digital monetization models

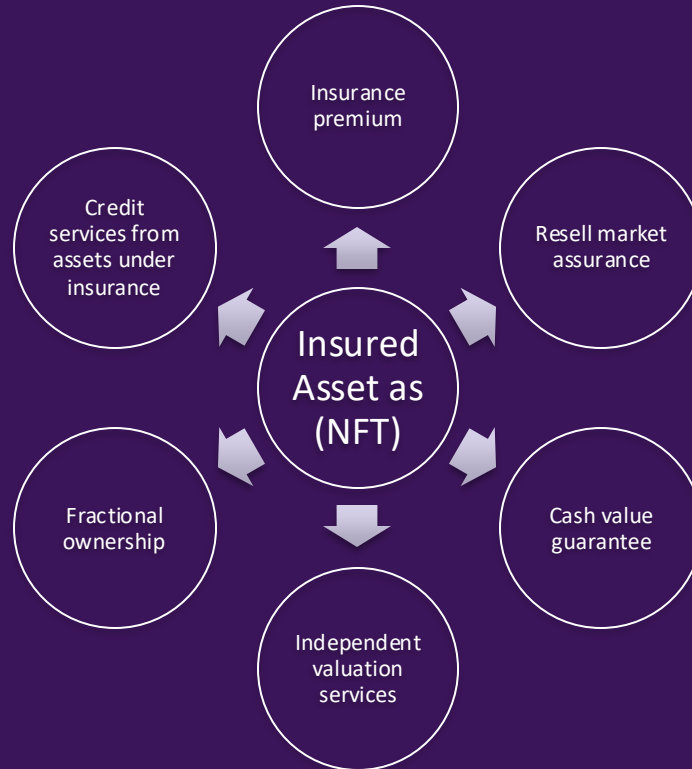
The digitization of the insured asset starts the process of monetizing this business model



When we bring digital assets to life, we create new data monetization models



There are six more monetization models ahead





That Thorny Topic Called Ethics

So two autonomous vehicles crash, who lives?



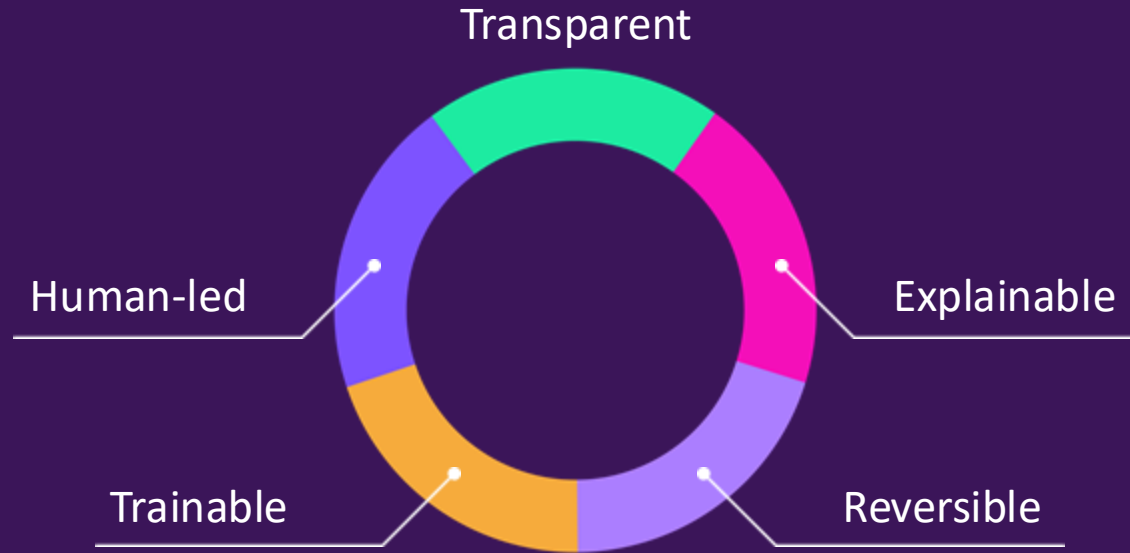
So an autonomous vehicle runs over a dog...



The world will not have a universal set of ethics



However we can set rules for AI ethics





Q&A

Join me and other innovators at

Join me and other innovators at Constellation's 14th Annual Connected Enterprise



The Ritz Carlton, Half Moon Bay, CA | October 28-31, 2024 | www.constellationevents.com

Thank you.
Any questions?

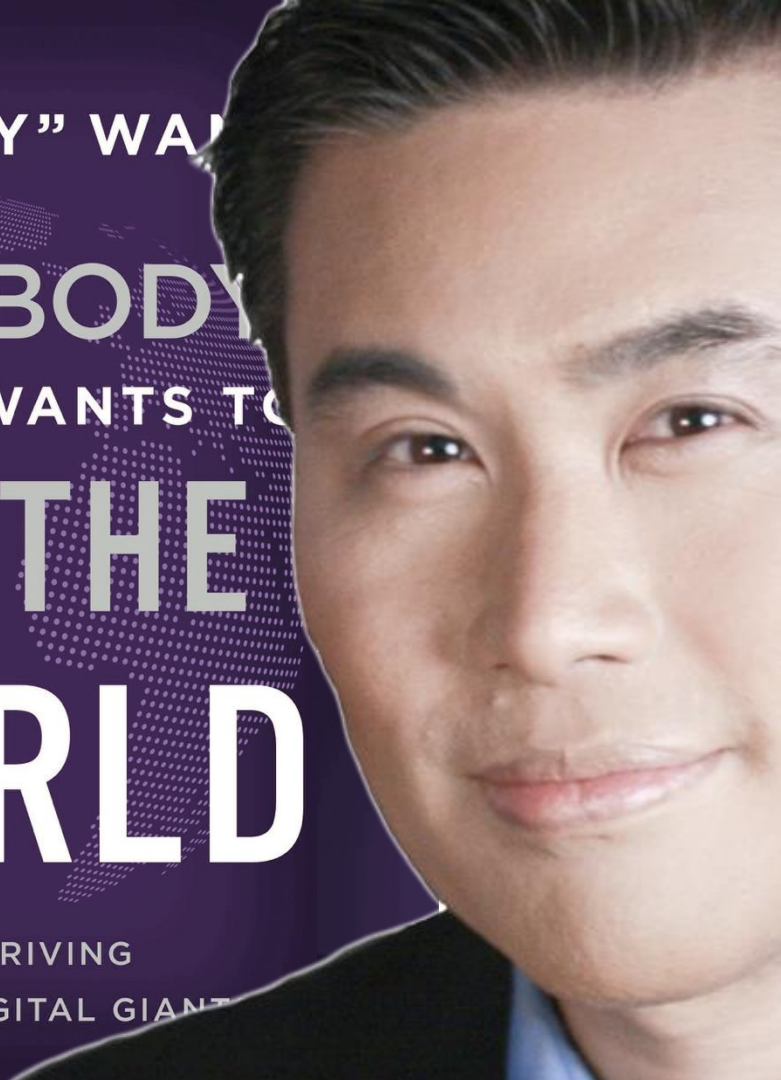
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