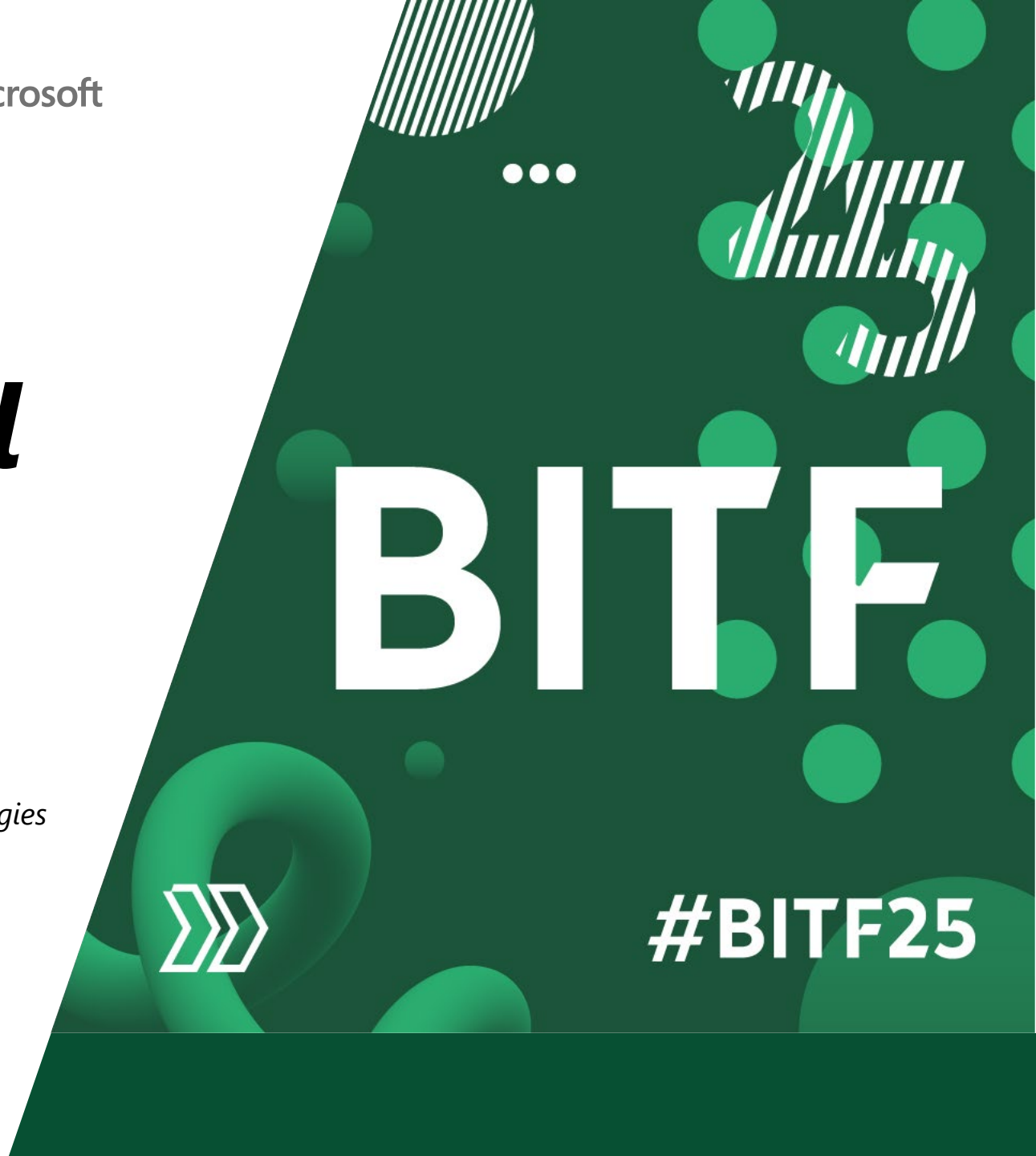
Valorisez vos données *avec Dell Technologies.*

Louis Grillon – *Senior Consultant Data & Analytics, Bechtle Suisse*

Martin Pouillaude – *Senior Account Executive Infrastructure, Dell Technologies*

Bechtle IT Forum, Lausanne.

24.06.2025



Why AI?

Using AI wisely, organizations can transform their way of working and gain competitive advantage.

Increase productivity

- ✓ «Do more with less»
- ✓ Automate repetitive tasks, spend more time on value-adding tasks
- ✓ Improve products and services

Increase quality

- ✓ Machines are highly reliable on certain tasks
- ✓ Let humans spend more time on quality by reducing the quantity
- ✓ Improve products and services

Reduce risk

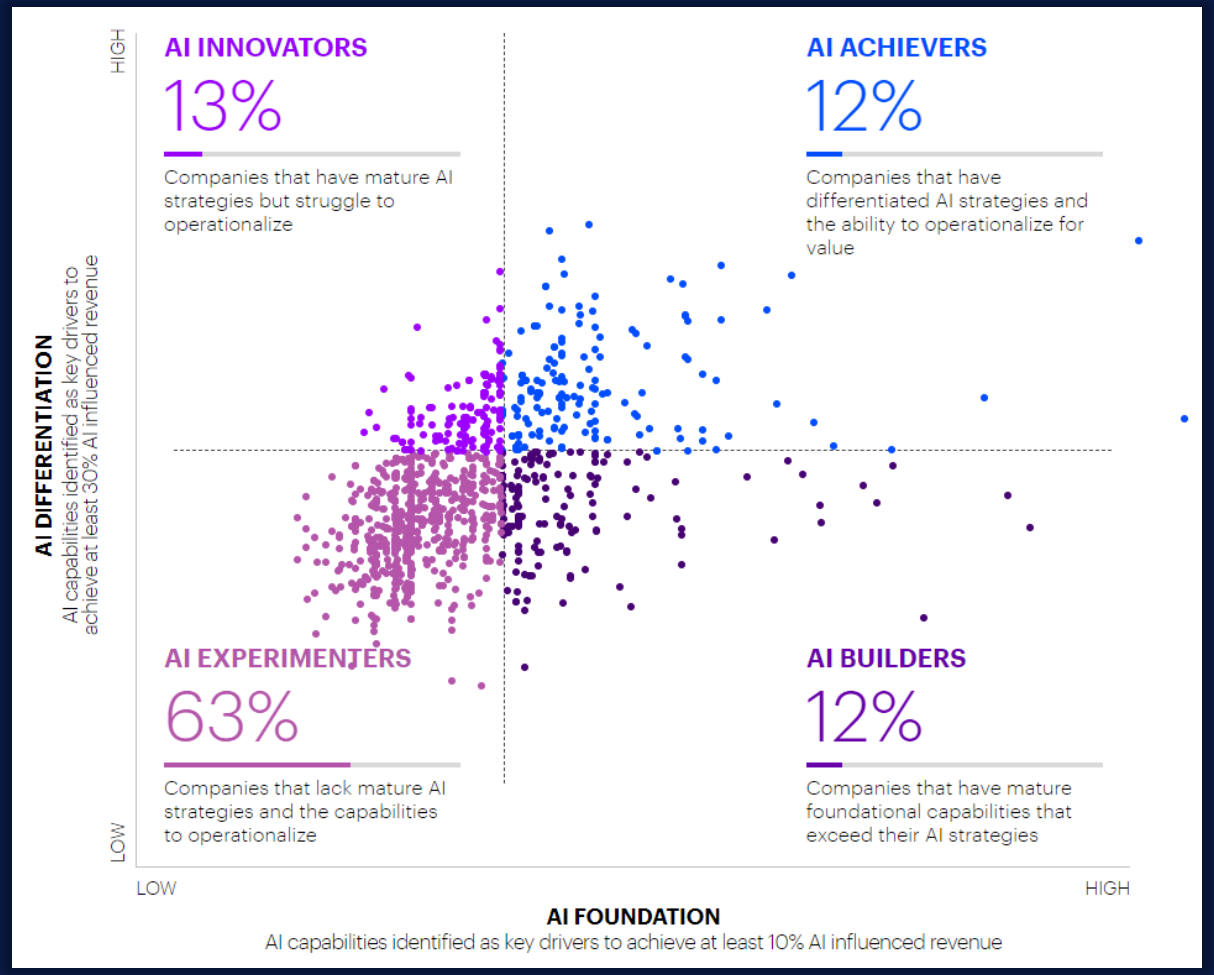
- ✓ Detect potential failures before they arise
- ✓ Allow being proactive instead of reacting to incidents
- ✓ Improve products and services

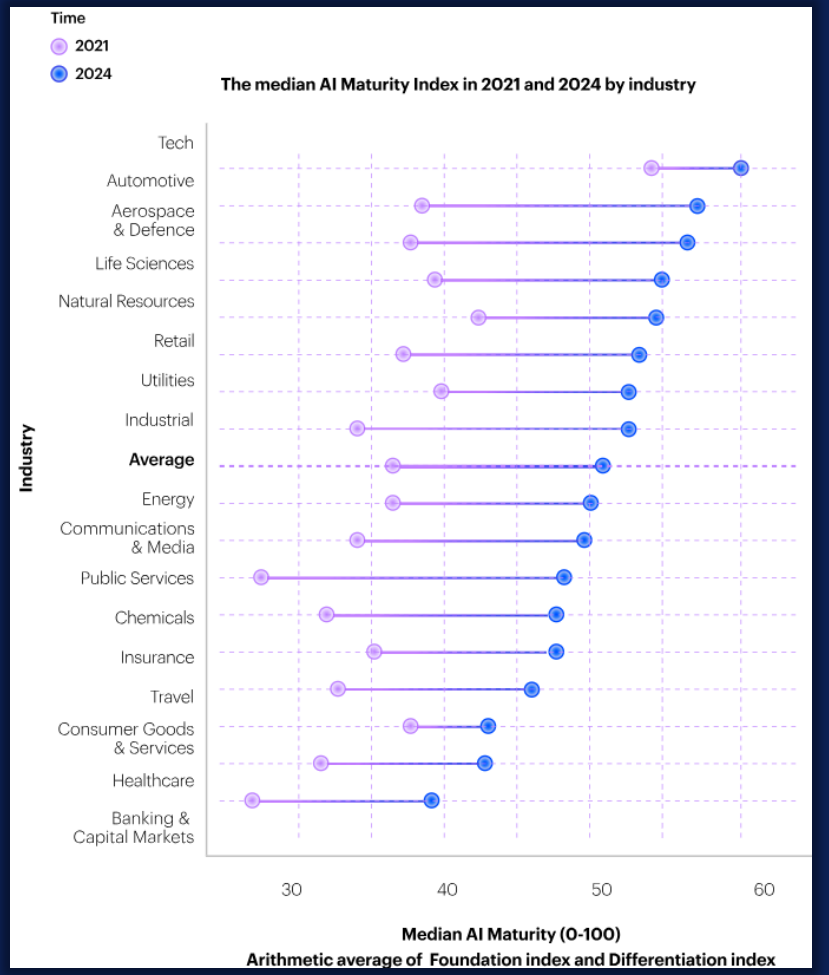
Accelerate innovation

- ✓ Do things differently
- ✓ Do different things
- ✓ Improve products and services

Copyright © Dell Inc. All Rights Reserved.

Market Adoption





Source: [The Art of AI Maturity (accenture.com)]

Copyright © Dell Inc. All Rights Reserved.

Common use cases

AI in Operations

Human Resources

Work Certificate
Job Description
Screening (EVA)
Application validation

Travel

Travel Planning
Travel reservation using company regulation

Procurement

Offer comparison / analysis
Inventory management
Automated market intelligence

Admin

AI Chatbot
Document search
Task Automation

Facility Management

IoT & AI
Optimization of offices

Education & Training

Tailored training
Content development
Automated evaluation

Meetings & Events

Planning
Content generation
Event tailoring

Information Technology

AI Helpdesk
Assistant (doc, dev, config…)
Logs analytics

Safety & Security

Identification
Unexpected behavior

Sustainability & Environment

Compliance assistant
Impact assistant

Due Diligence

Document analysis
Legal Compliance

Finance & Accounting

Mitigation
Fraud detection
Financial planning

Copyright © Dell Inc. All Rights Reserved.

How to address such use cases?

Copyright © Dell Inc. All Rights Reserved.

A technology-agnostic solution: The Bechtle Agentic Framework

Copyright © Dell Inc. All Rights Reserved.

Emerging issues

Why some AI initiatives fail

Each departments has specific use cases and needs different solutions

Each request is addressed separately, without a global view

Different out-of-the-box tools
Deduplication of costs
Deduplication of residencies
Little to no customization

No strategy, no central toolset
After a few use cases, no control over what is done

Copyright © Dell Inc. All Rights Reserved.

L’IA en Suisse en chiffres

D’après une étude récente menée par KPMG

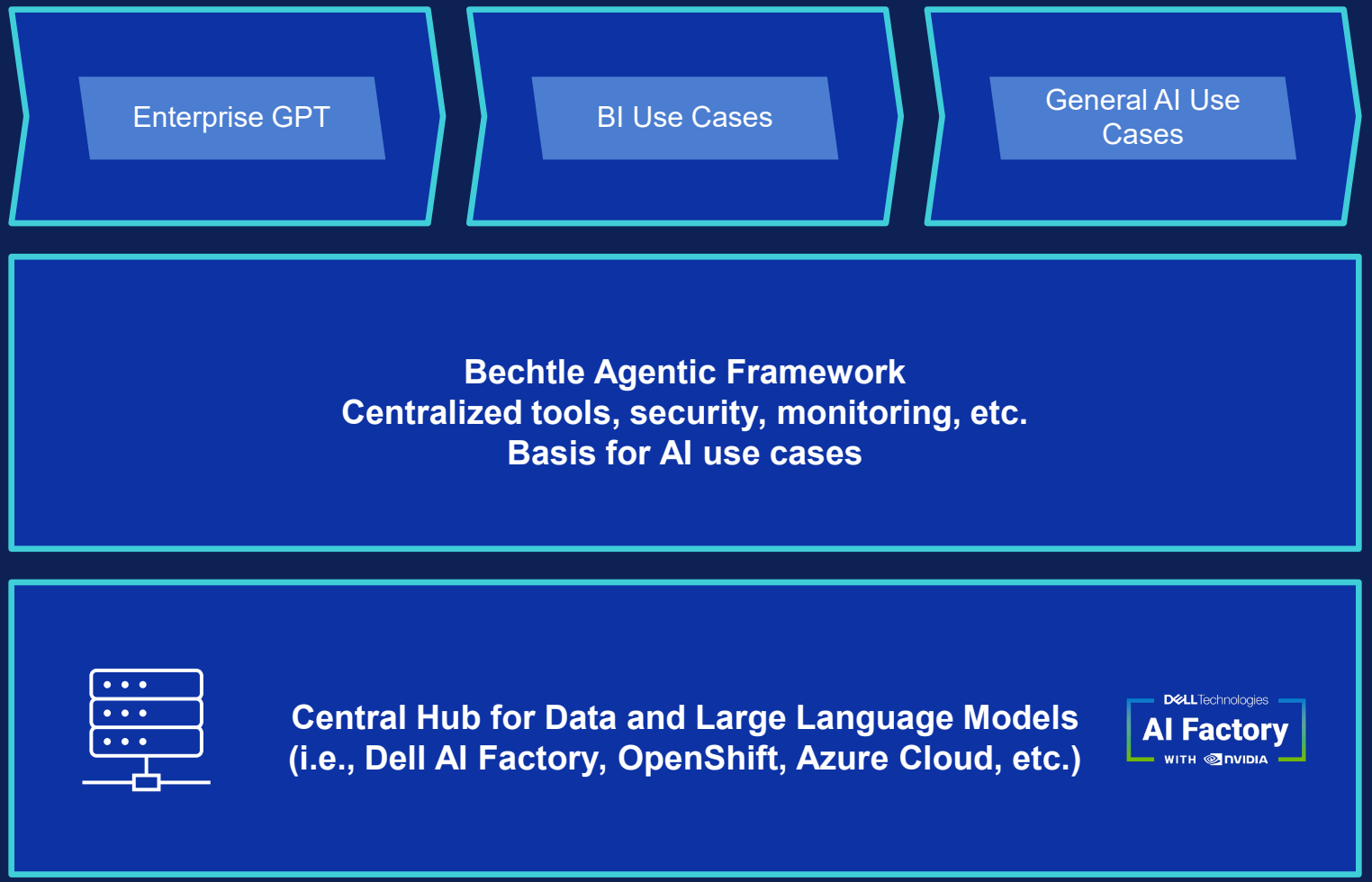
- **En Suisse, plus de trois quarts des gens utilisent l’IA au travail (vs 58 % dans le monde).**
- **Adoption élevée, mais supervision faible.**
- **Plus de la moitié contournent les directives internes (IE 40% des employés totaux)**
- **Données sensibles téléchargées sur des outils IA publics gratuits.**
- **69 % présentent du contenu IA comme leur propre travail.**
- **Formation insuffisante : 57 % se jugent compétents, moins d’un sur 2 a été formé.**

77%	>50%	< 50%
utilisent l’IA au travail	contournent les directives	ont été formés

[1] https://www.ictjournal.ch/etudes/2025-05-02/lia-au-travail-en-suisse-un-usage-de-plus-en-plus-repandu-mais-souvent-sans

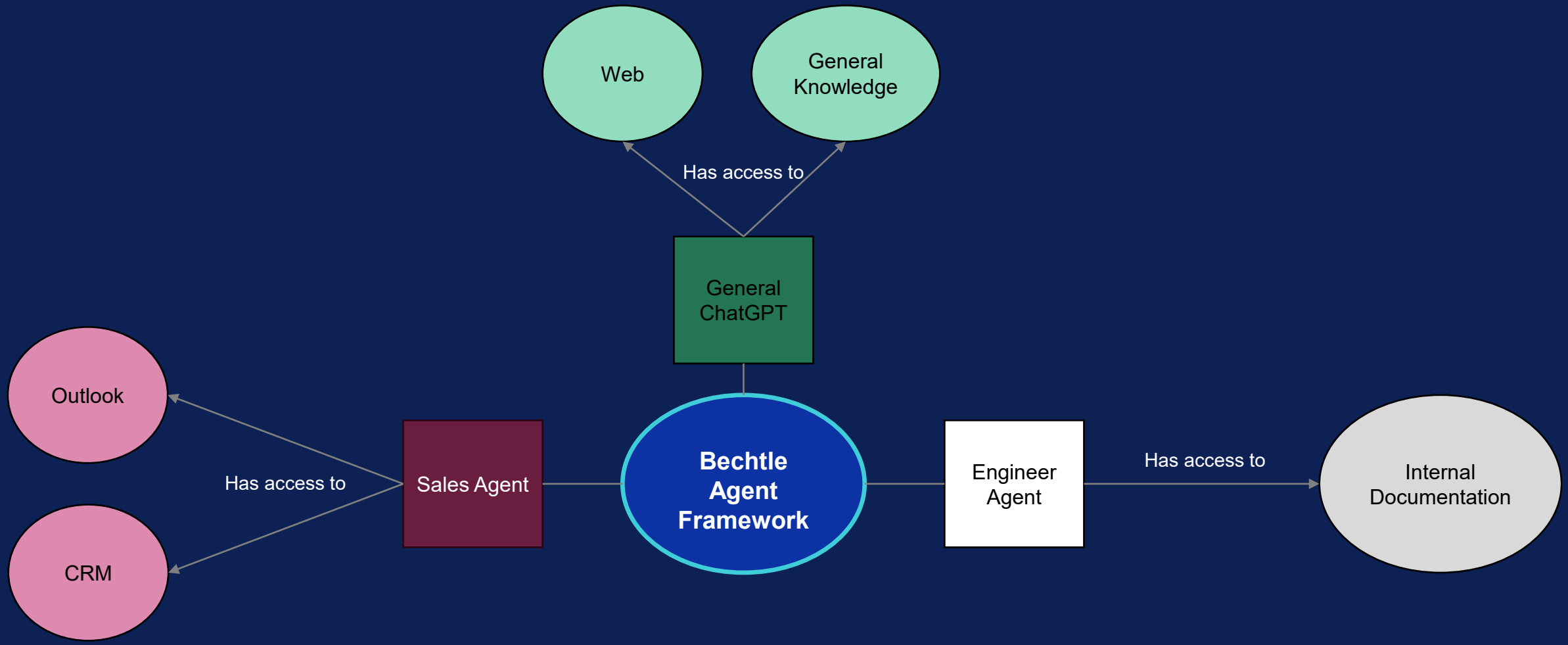
Copyright © Dell Inc. All Rights Reserved.

A centralized, agnostic solution



Copyright © Dell Inc. All Rights Reserved.

Examples of agents

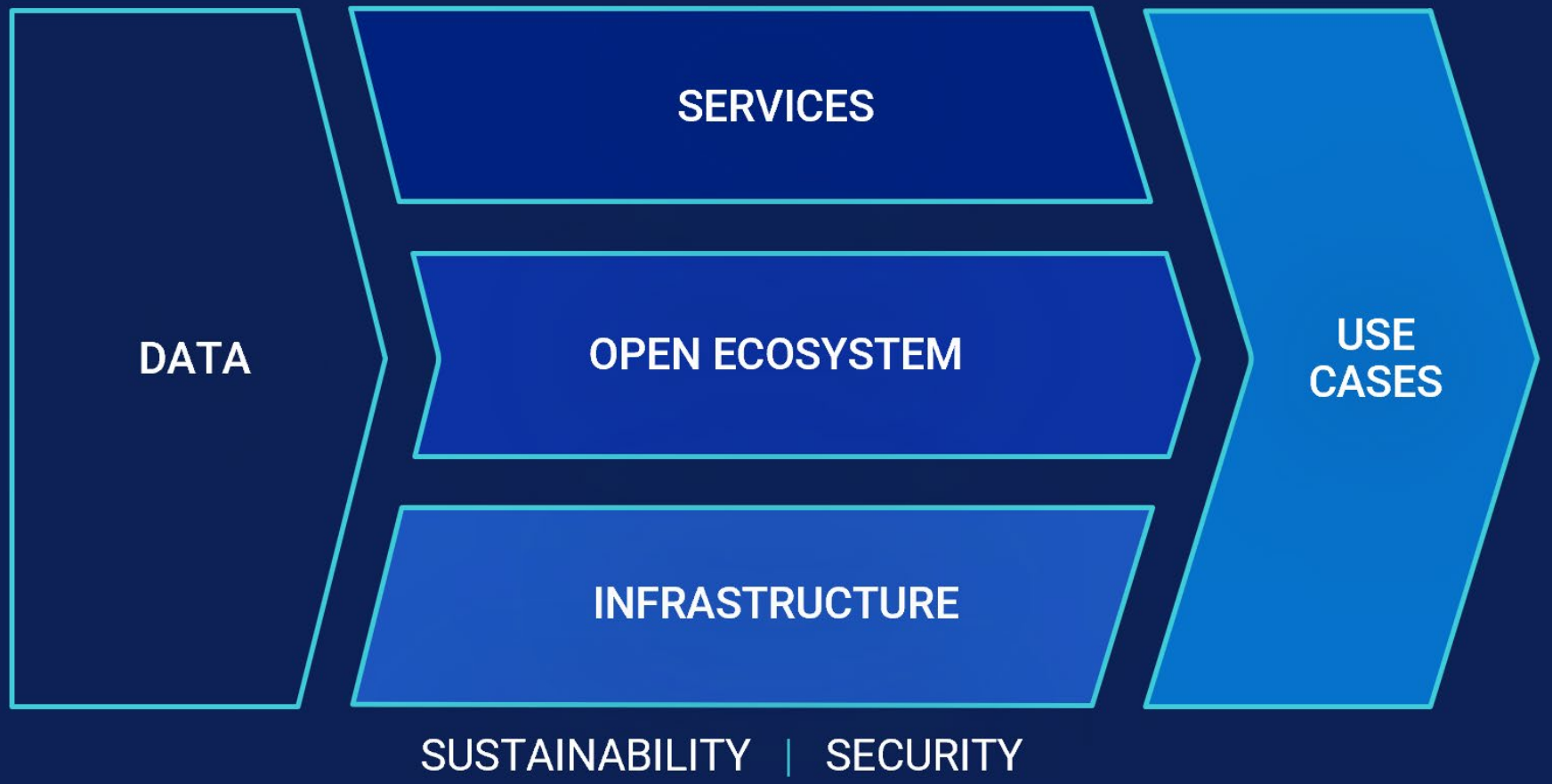


Copyright © Dell Inc. All Rights Reserved.

The infrastructure behind: Dell AI Factory

DELL Technologies × × Microsoft

Dell AI Factory

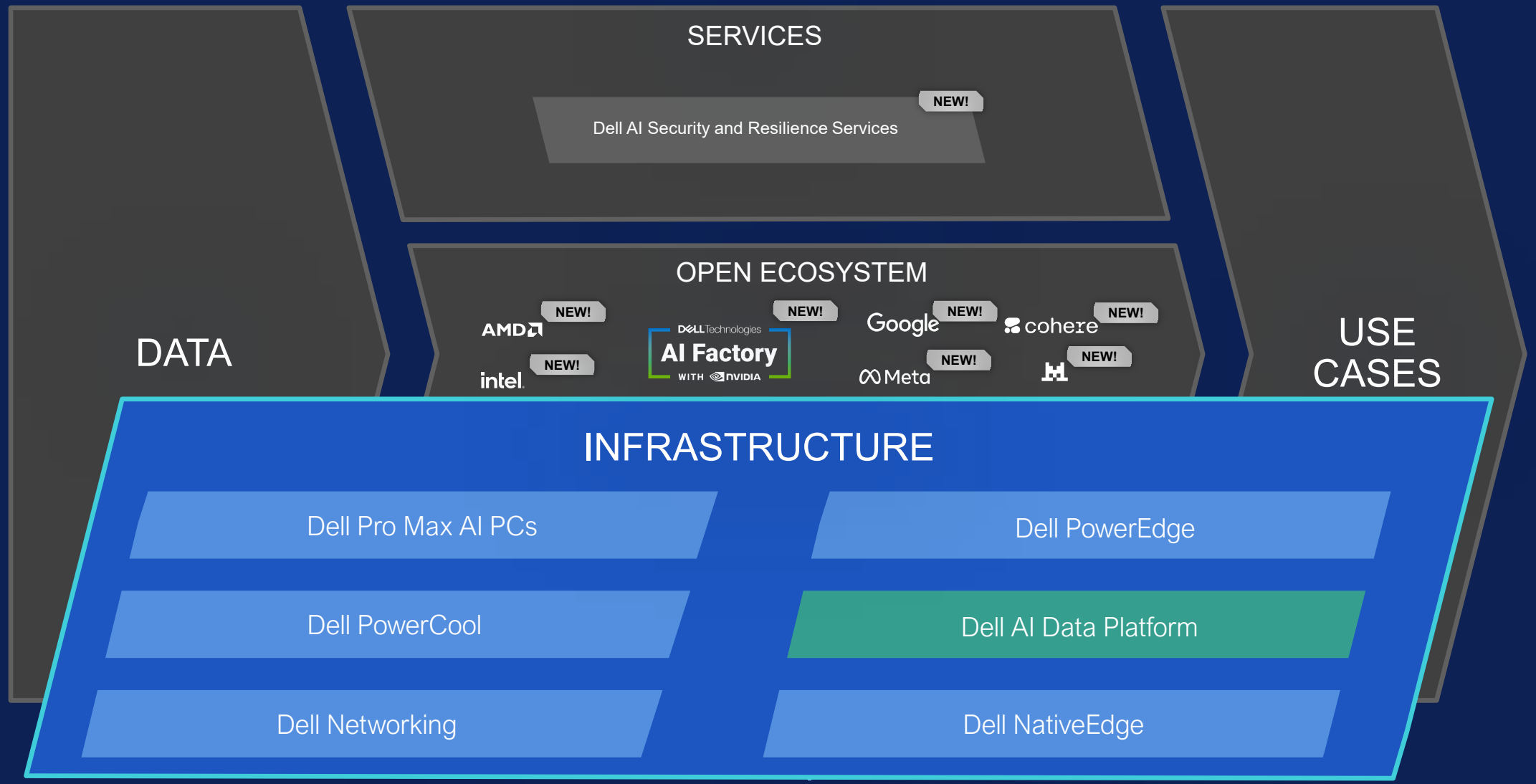


200+ Dell AI Factory new releases[1]

3,000+ Customer wins[2]

Copyright © Dell Inc. All Rights Reserved.

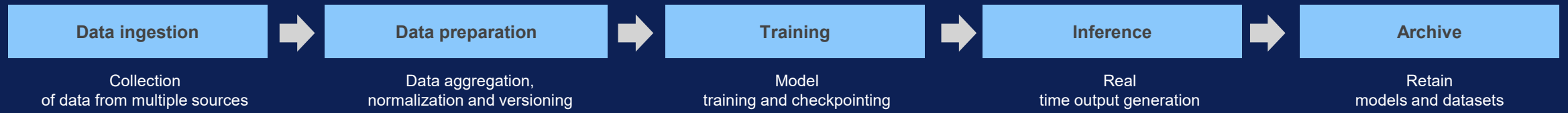
Dell AI Factory Advancements



Copyright © Dell Inc. All Rights Reserved.

Dell Storage optimized for AI workloads

Spanning the entirety of the AI workflow



Data Sources

teradata.
Google Big Query
ORACLE
snowflake
kafka
mongoDB.
SAP HANA
Streams
Objects
Files

Dell Data Platform

Federated Access
Query & Govern Data Across Various Sources

Data Engines
Enrich metadata, create data products

Unstructured Data Prep
Discover, index, search

Dell AI Factory

- Content & code generation
- Digital assistant
- Data creation
- RAG
- Digital twins
- … and more

Data Storage

- Efficient
- Flexible
- Secure

PowerScale, ObjectScale
Core | Cloud | Edge

DELL Technologies × Microsoft

Copyright © Dell Inc. All Rights Reserved.

Dell AI Data Platform

Open | Flexible | Secure

Data Engineer | Data Scientist | DevOps | BI

Data Ingestion and Preparation | AI Model Training and Optimization | Real-Time Insights and Analytics

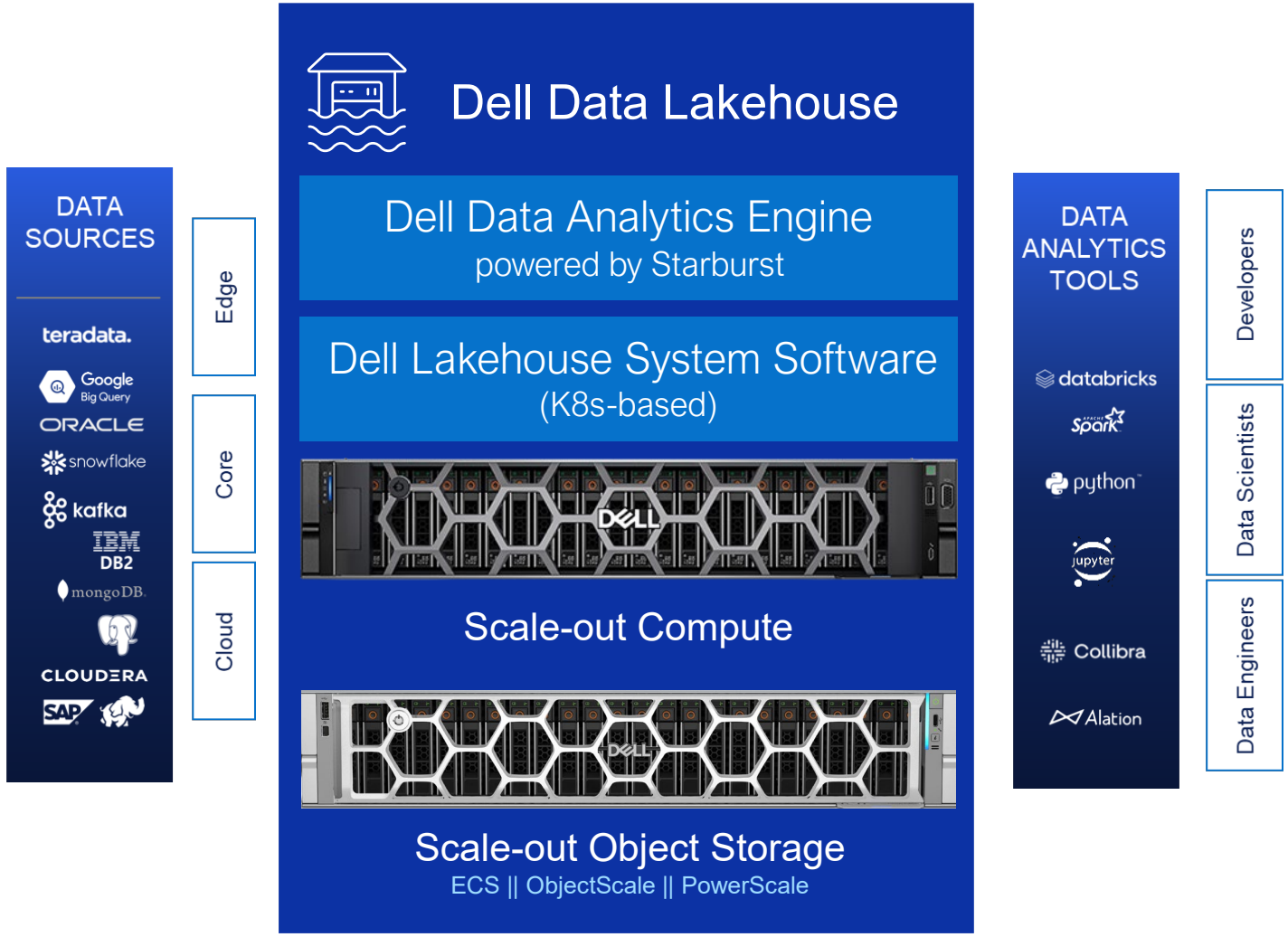
DELL AI DATA PLATFORM

PLACE

PROCESS

PROTECT

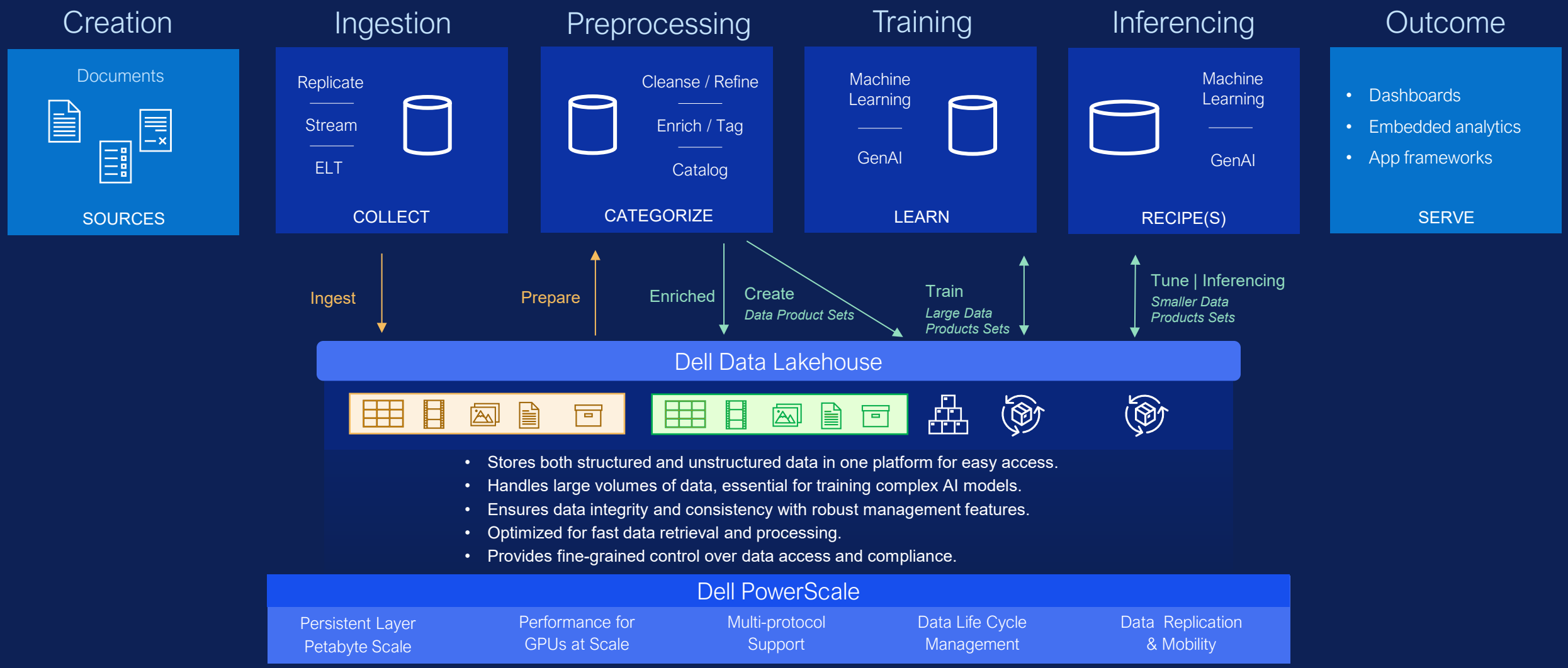
Bring AI to your data with the Dell Data Lakehouse



Copyright © Dell Inc. All Rights Reserved.

AI/ML and GenAI

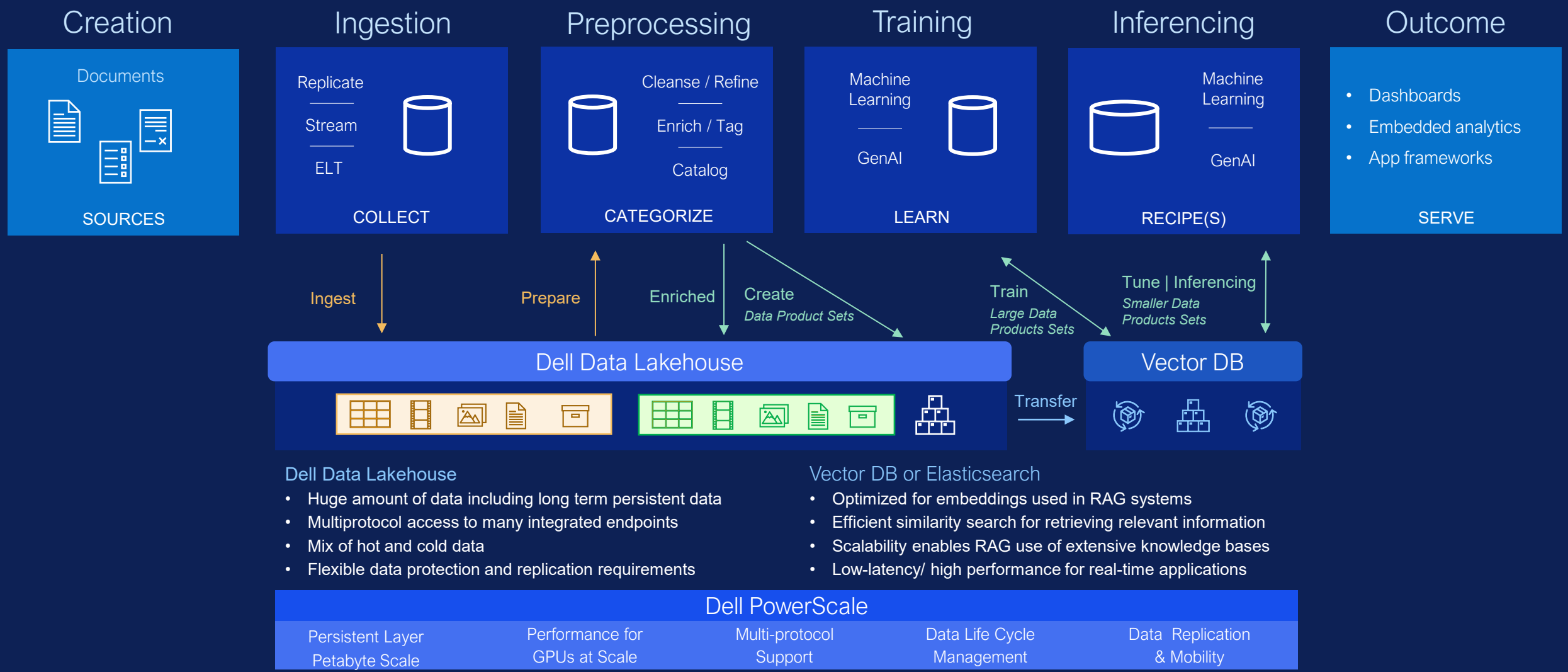
Dell Data Lakehouse



Copyright © Dell Inc. All Rights Reserved.

GenAI and RAG

Dell Data Lakehouse and Vector / Indexed DB



Dell Data Lakehouse

- Huge amount of data including long term persistent data
- Multiprotocol access to many integrated endpoints
- Mix of hot and cold data
- Flexible data protection and replication requirements

Vector DB or Elasticsearch

- Optimized for embeddings used in RAG systems
- Efficient similarity search for retrieving relevant information
- Scalability enables RAG use of extensive knowledge bases
- Low-latency/ high performance for real-time applications

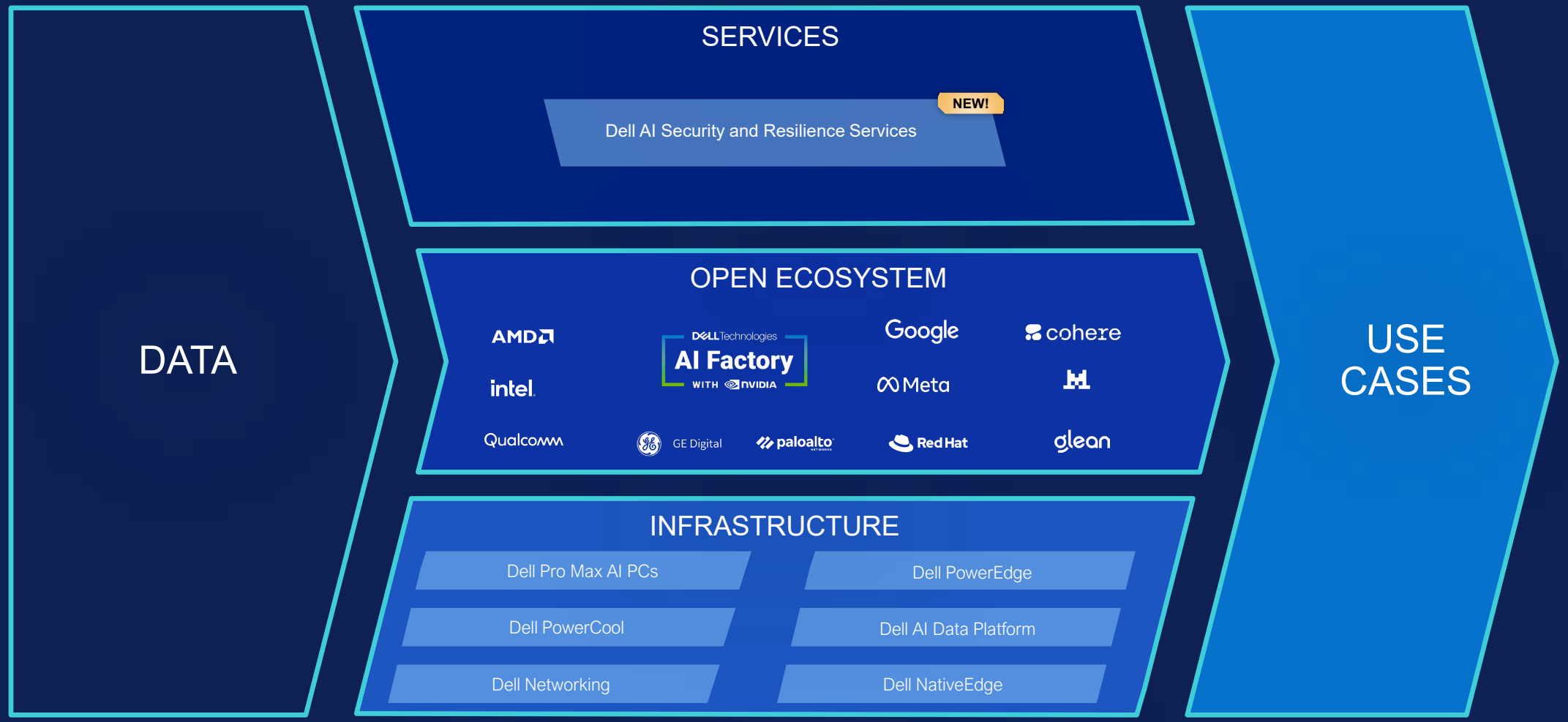
Dell PowerScale

Persistent Layer Petabyte Scale	Performance for GPUs at Scale	Multi-protocol Support	Data Life Cycle Management	Data Replication & Mobility

DELL Technologies × Microsoft

Copyright © Dell Inc. All Rights Reserved.

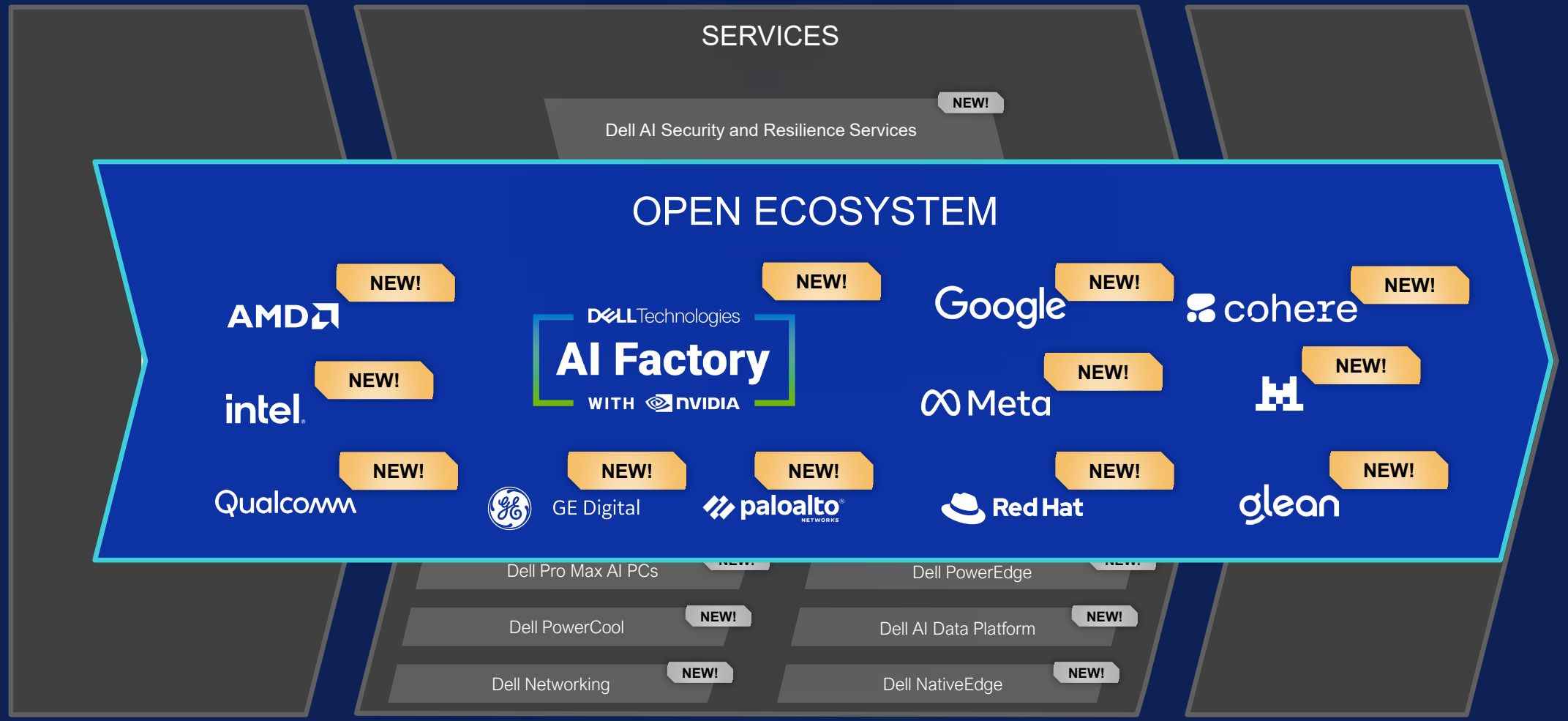
Dell AI Factory Advancements



SUSTAINABILITY | SECURITY

Copyright © Dell Inc. All Rights Reserved.

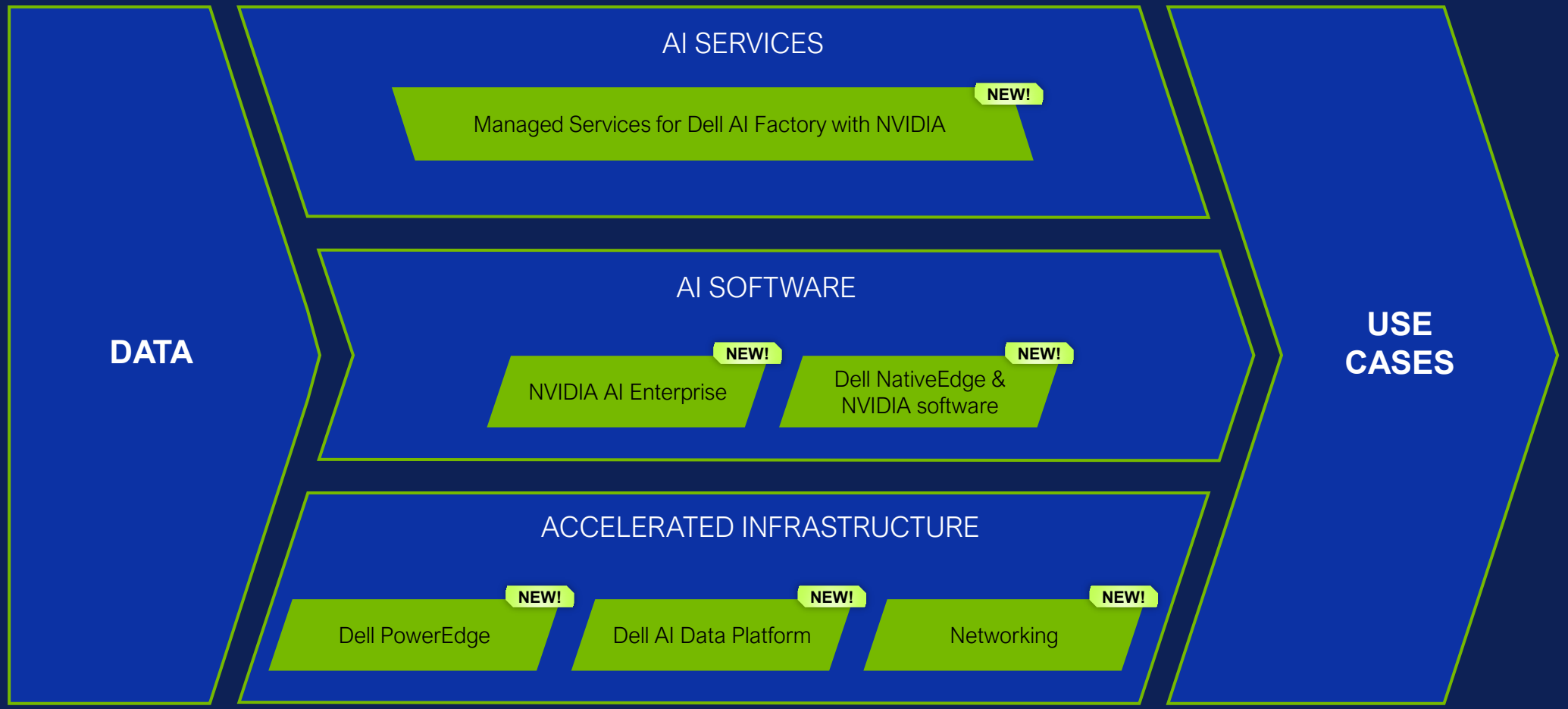
Dell AI Factory Advancements



SUSTAINABILITY | SECURITY

Copyright © Dell Inc. All Rights Reserved.

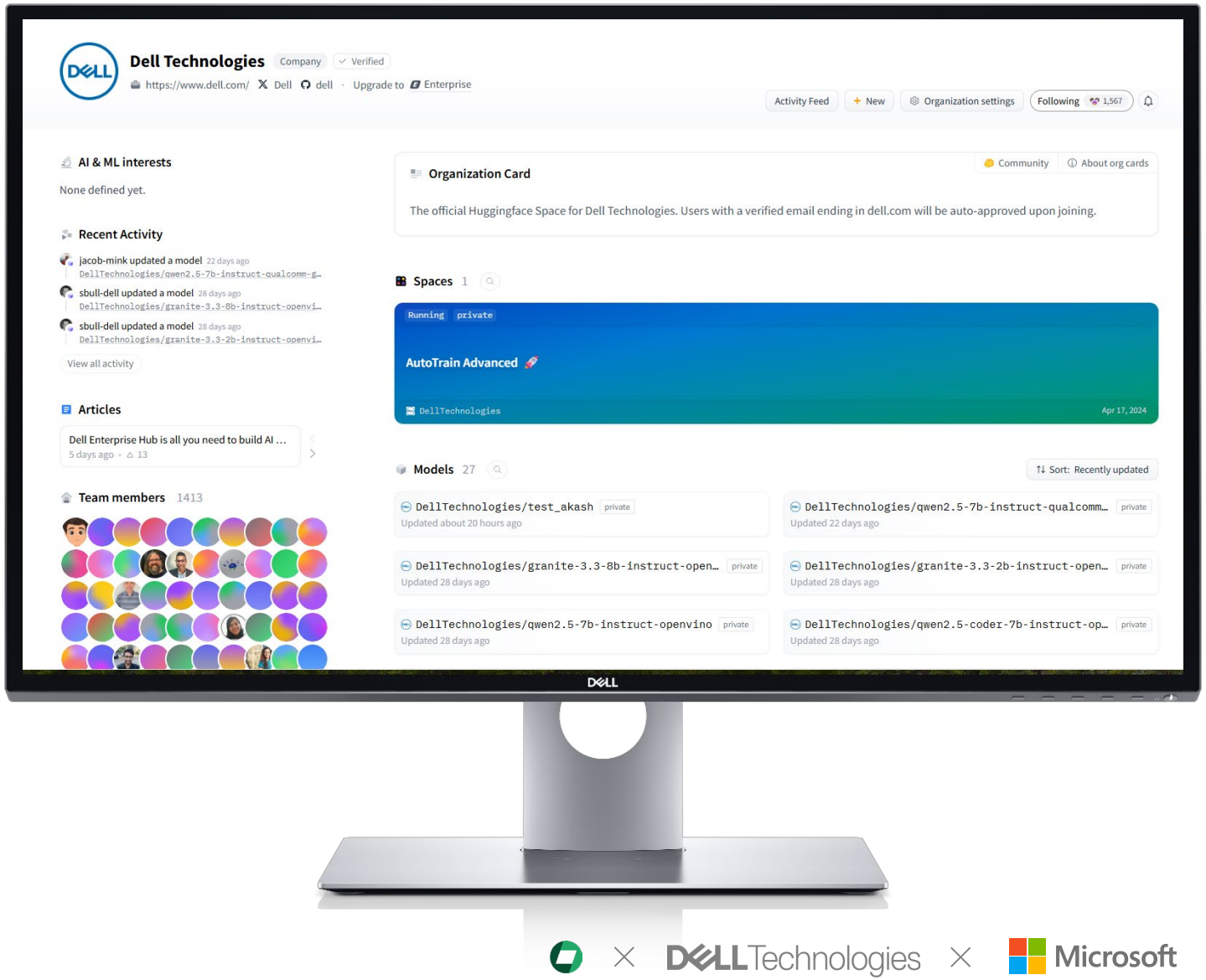
The Dell AI Factory with NVIDIA Advancements



Copyright © Dell Inc. All Rights Reserved.

Dell at Huggingface

https://huggingface.co/DellTechnologies



Copyright © Dell Inc. All Rights Reserved.

ISV Ecosystem Expands

Enterprise AI solutions with the Dell AI Factory

cohere

Securely focus on meaningful work by deploying intelligent search and customizable agents

Google Cloud

Bring the power and capabilities of Google Gemini on-premises

Red Hat

Deliver choice and enhance interoperability by bringing Red Hat AI stack to Dell AI Factory

Meta

Rapidly prototype and build agent-based applications with the latest Llama 4 models and Llama Stack

Mistral AI

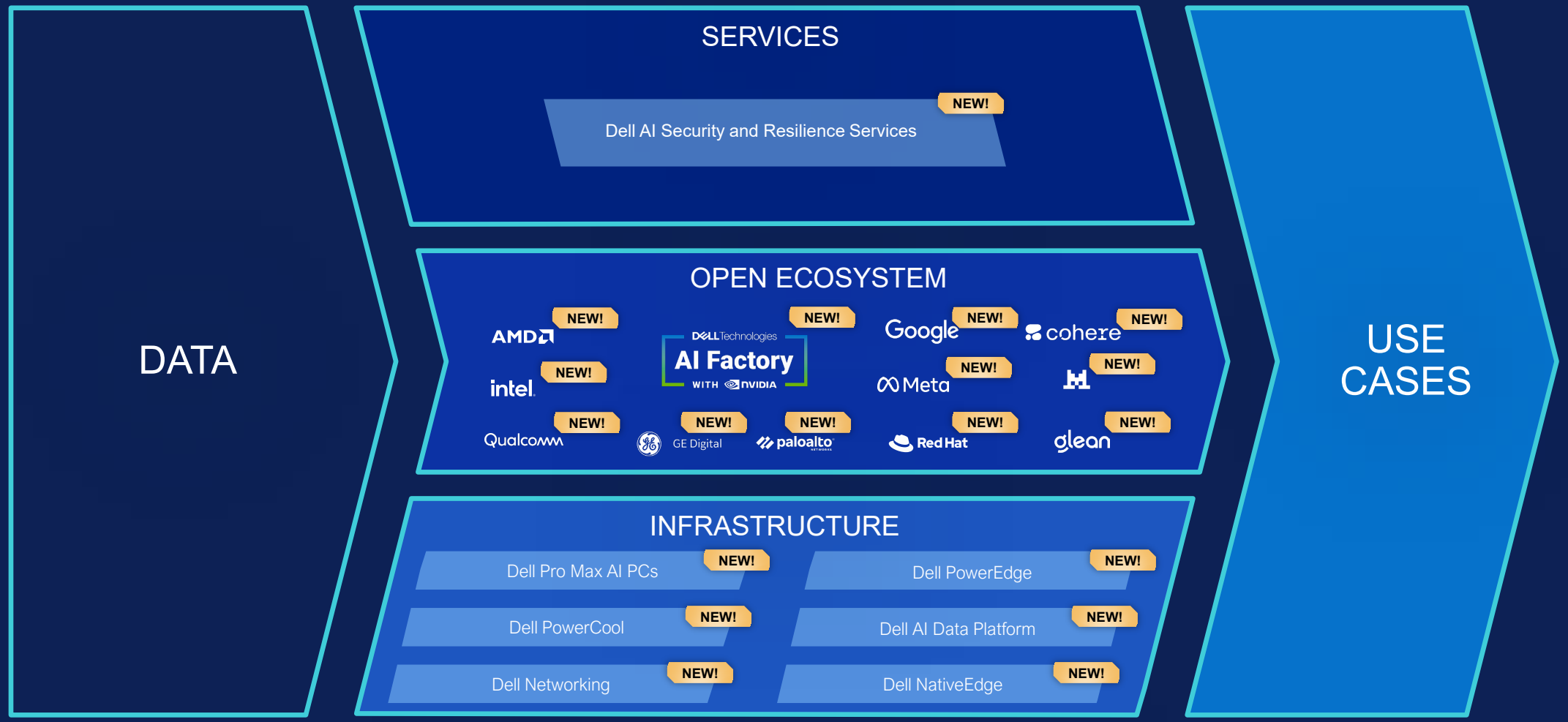
Develop secure, customizable AI applications and workflows powered by Mistral's AI platform

glean

Deliver intuitive knowledge assistance and advanced search capabilities

Copyright © Dell Inc. All Rights Reserved.

Dell AI Factory Advancements



SUSTAINABILITY | SECURITY

Copyright © Dell Inc. All Rights Reserved.

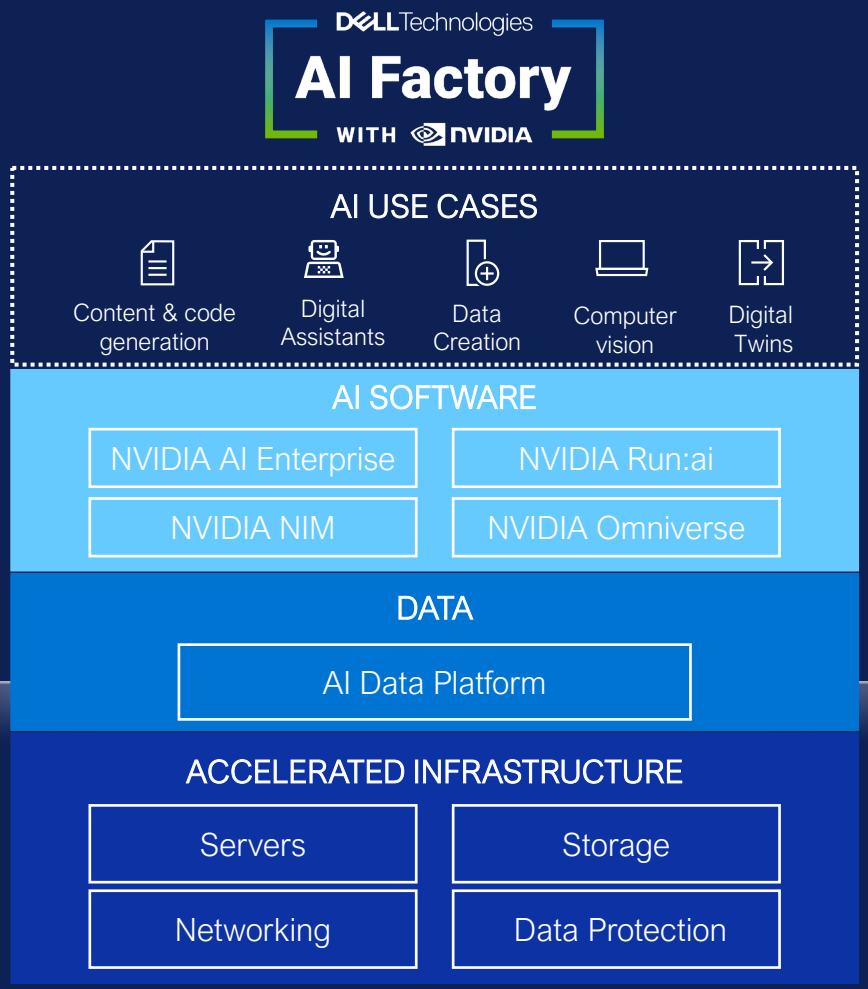
Dell AI Factory Advancements

SUSTAINABILITY | SECURITY

Copyright © Dell Inc. All Rights Reserved.

Dell Managed Services for Dell AI Factory with NVIDIA

Simplify AI complexity with full stack solutions at every stage of the lifecycle



Optimize the full AI stack
with expert management of end-to-end NVIDIA-powered solutions

Seamless integration of AI use cases
that scale with your business for outcome-focused success

Empower strategic focus
by freeing up resources to accelerate AI innovation

Realize efficient and reliable AI operations
through proactive 24/7 monitoring, SLAs and effortless updates

99.99%
SLA availability

1.9+
exabytes actively in Managed Services engagements

Copyright © Dell Inc. All Rights Reserved.

Nos solutions: Data & Analytics.

Définissons ensemble une stratégie complète de gestion de vos données.

- Créez une source unique et fiable pour vos données au sein de votre organisation.
- Extrayez de la valeur de vos données en appliquant l'analyse et l'IA à des défis commerciaux spécifiques.

- Assurez-vous que votre stratégie et votre gouvernance en matière de données vous aident à atteindre vos objectifs commerciaux.
- Fournissez des informations exploitables et de haute qualité, de manière efficace, aux bonnes personnes, au bon moment.

Nos Experts sont là pour vous accompagner dans vos réflexions et projets.

Merci!

Des questions ? Contactez-nous :
it-forum.ch@bechtle.com

bechtle