

R "RAY" WANG

EVERYBODY

WANTS TO

RULE THE

WORLD

SURVIVING AND THRIVING
IN A WORLD OF DIGITAL GIANTS

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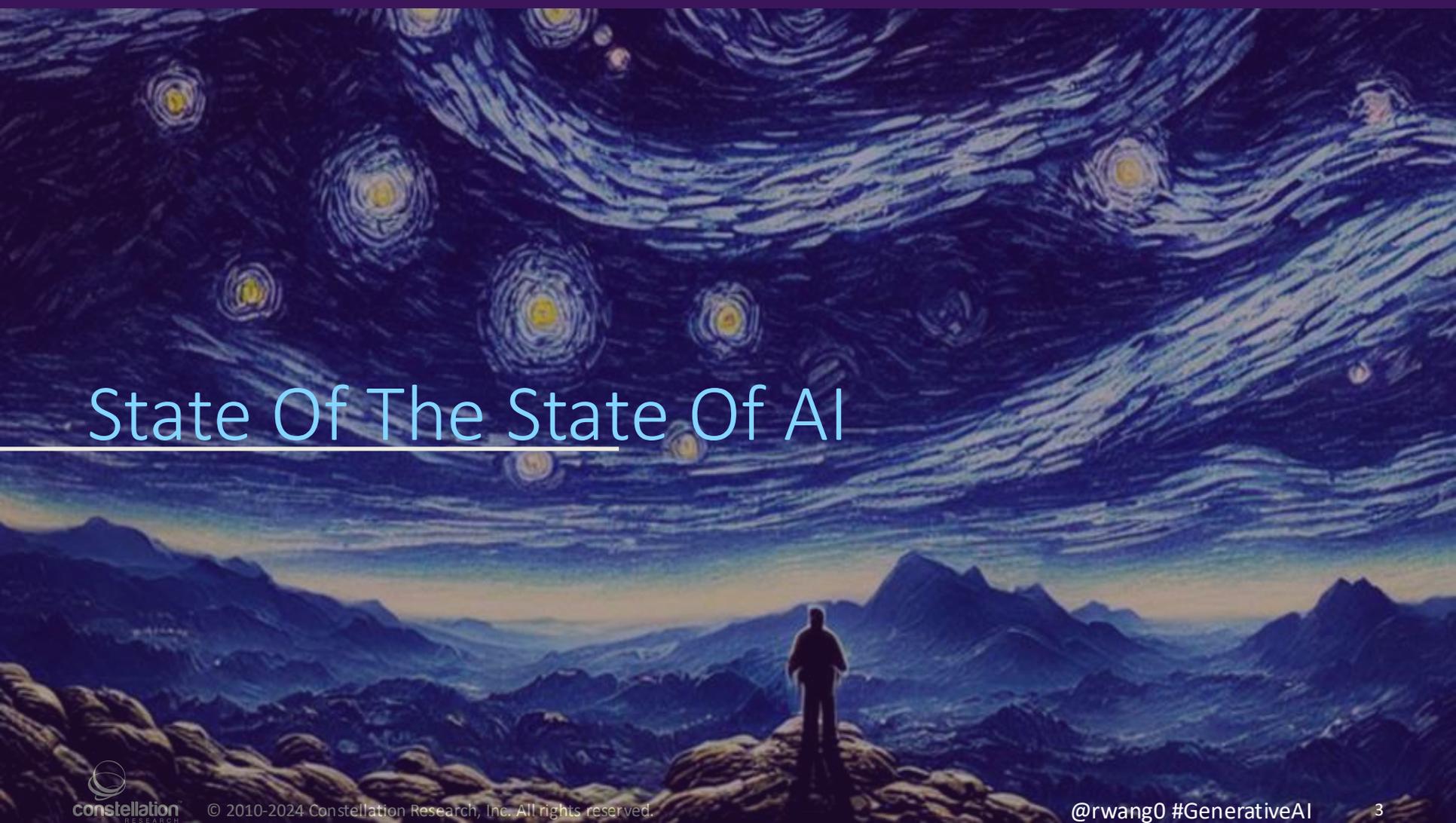
Competing in a Post AI World

Data, Inc Business Models

OCTOBER 2024

R “RAY” WANG (@RWANGO) 

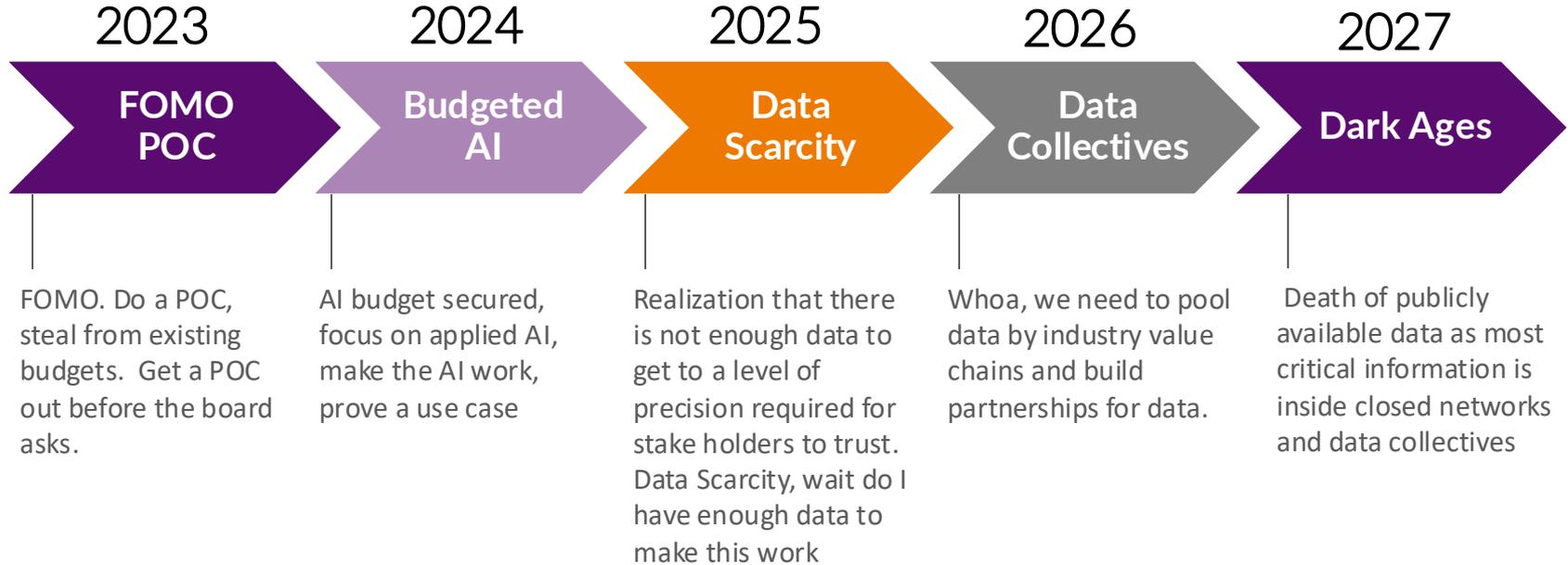
PRINCIPAL ANALYST AND FOUNDER



State Of The State Of AI

AI Timeline

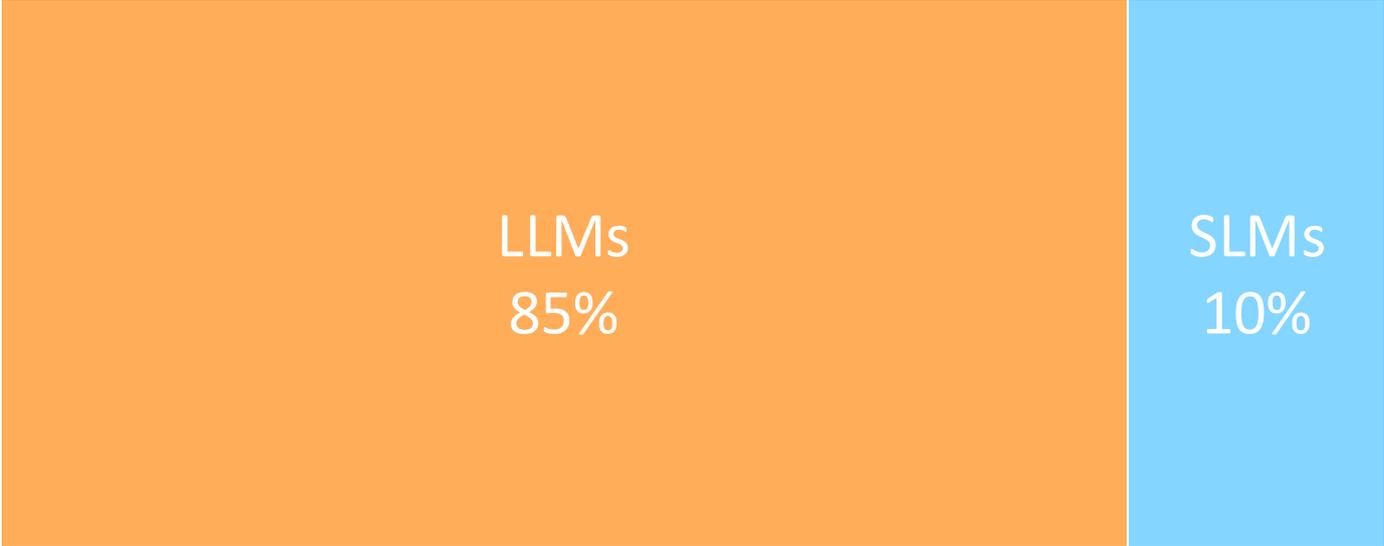
AI Timeline



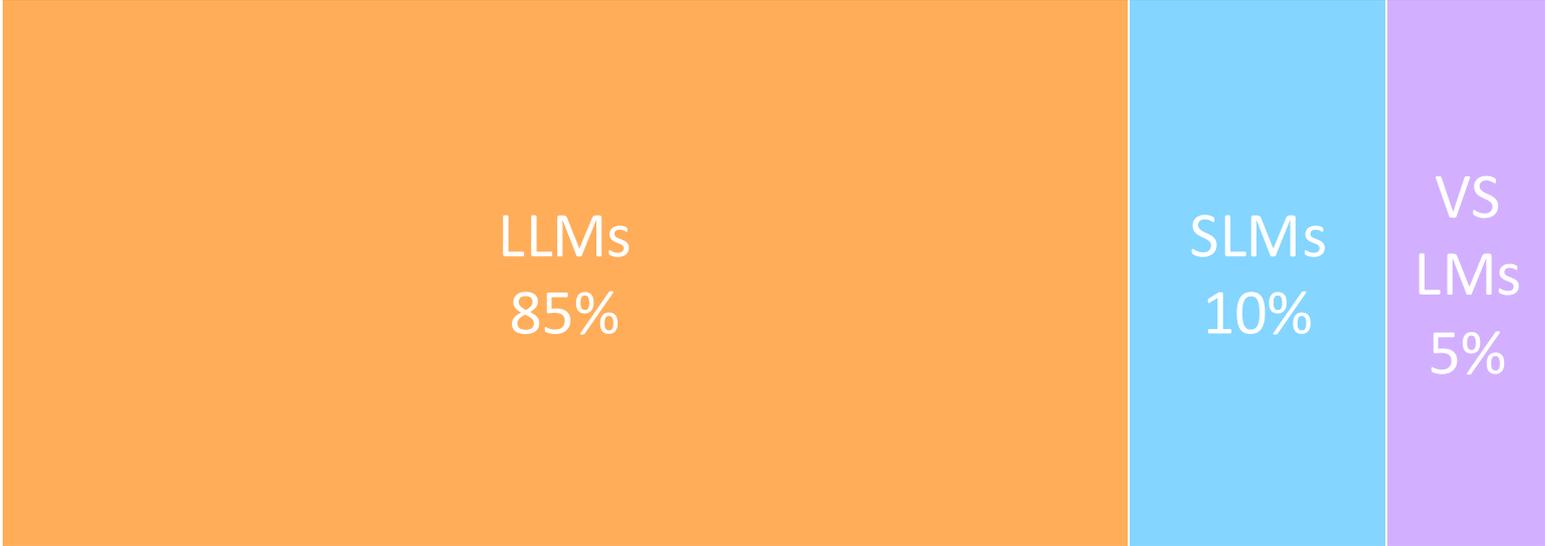
LLM's only go so far on 85% accuracy

LLMs
85%

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



To get to near accuracy create data collectives



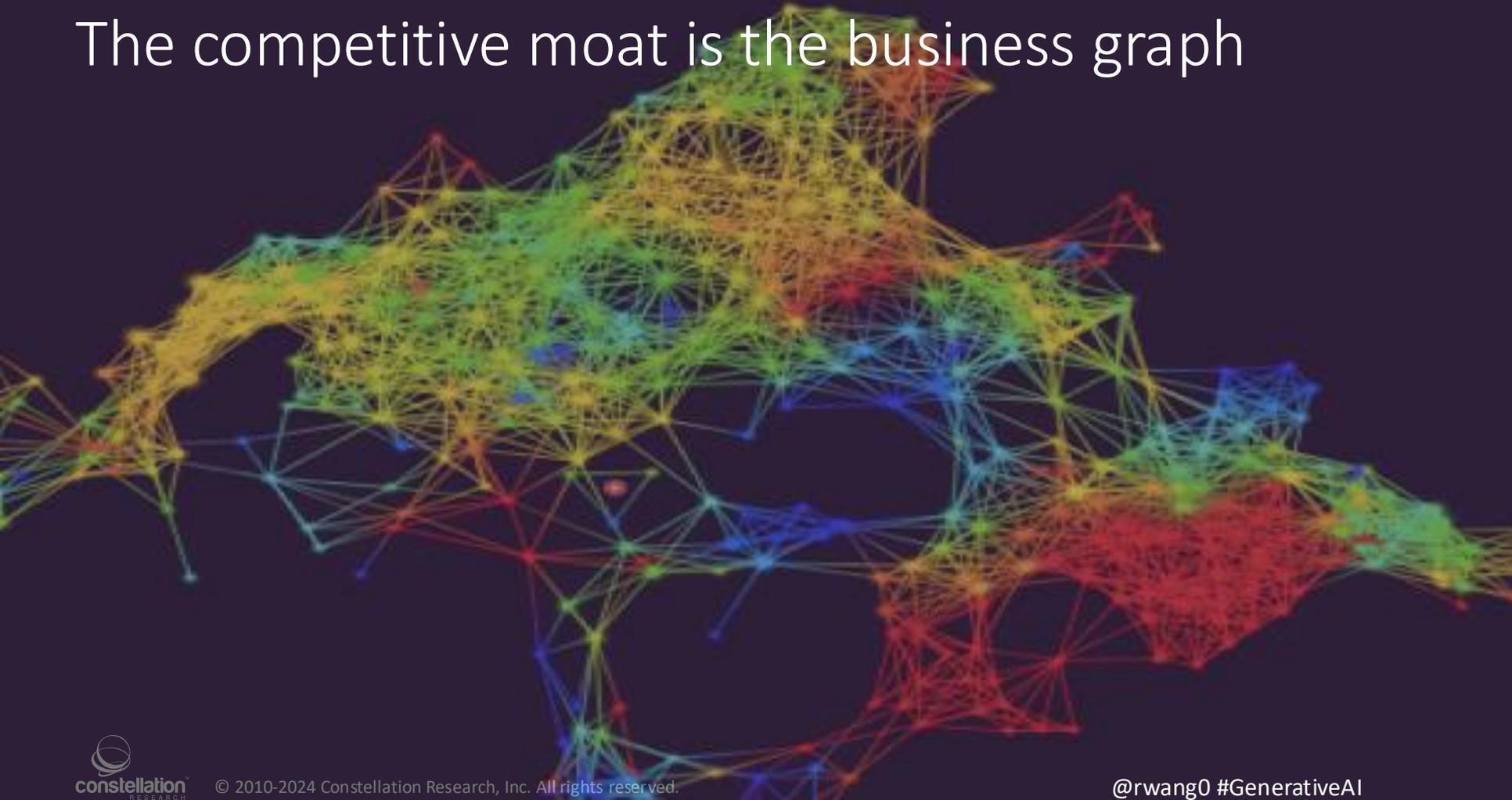


Compete For Decision Velocity

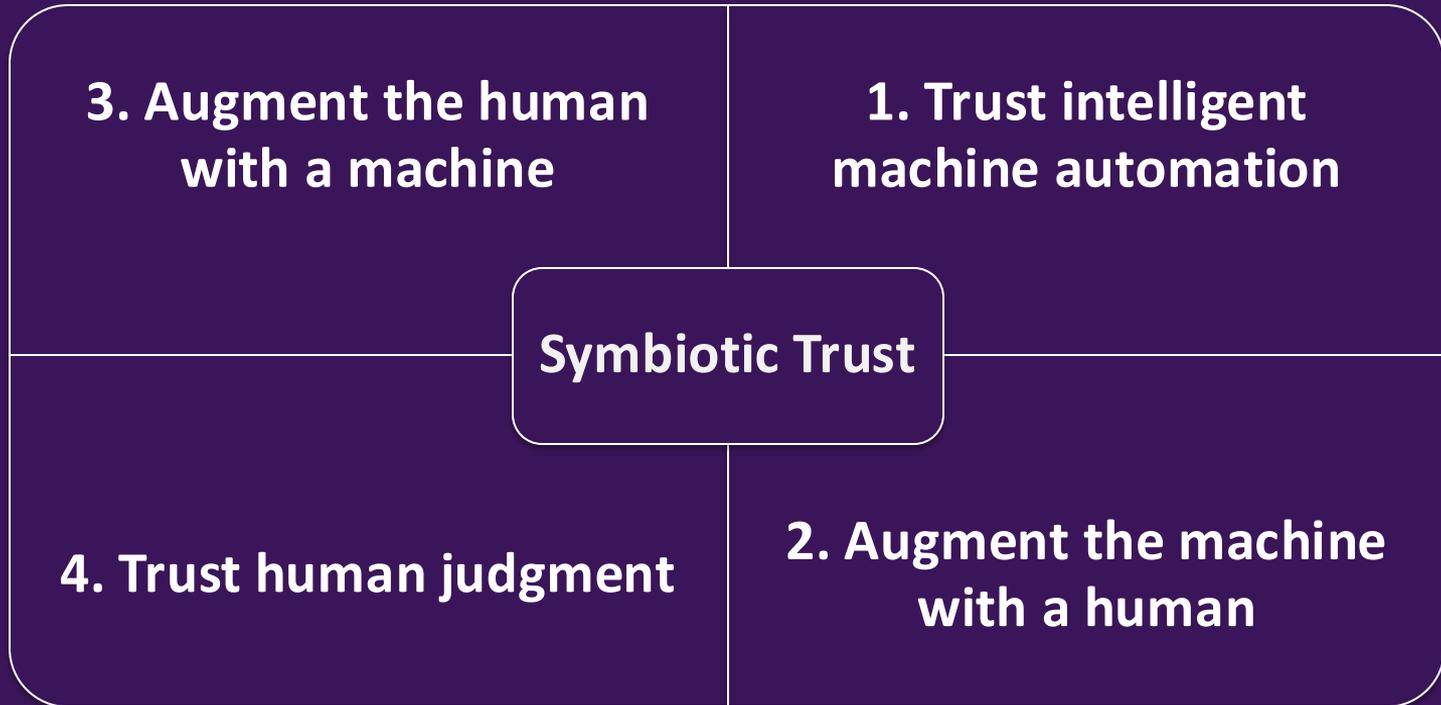
Improve decision velocity with AI and automation



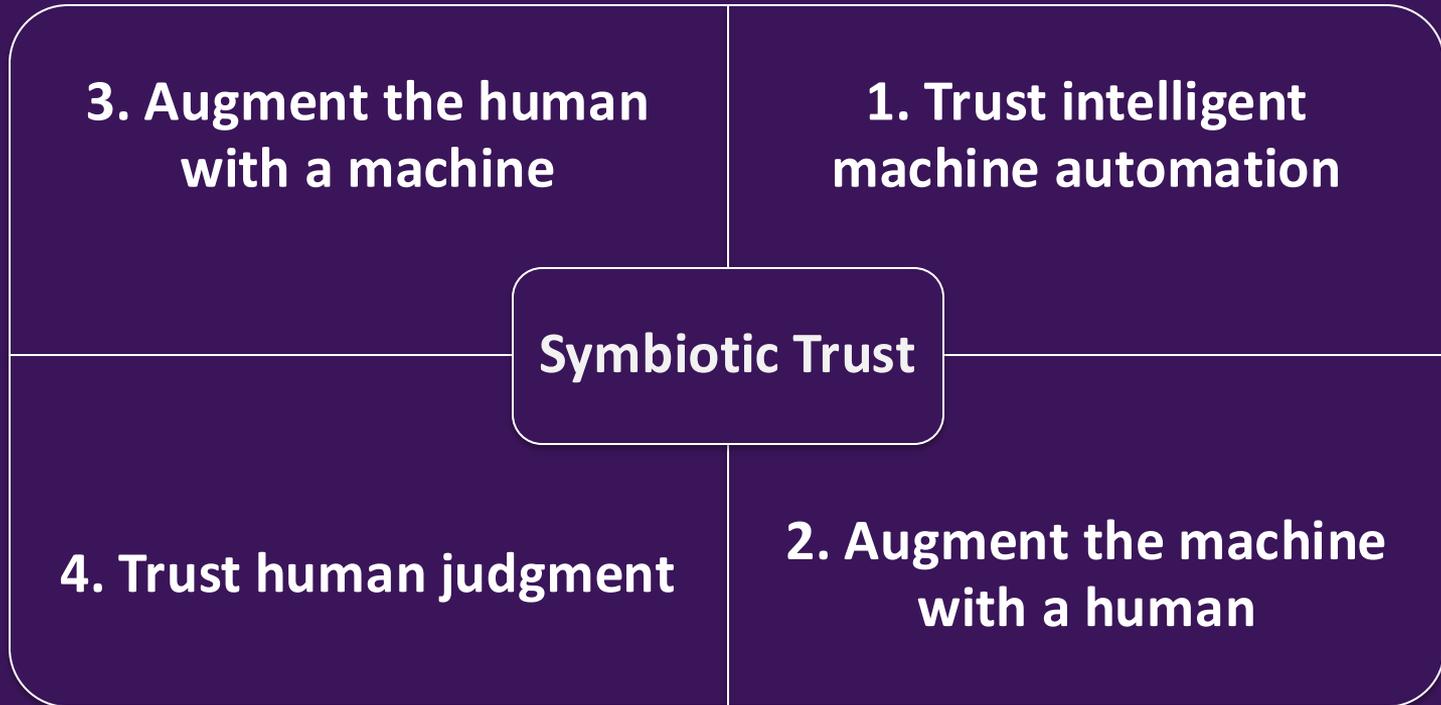
The competitive moat is the business graph



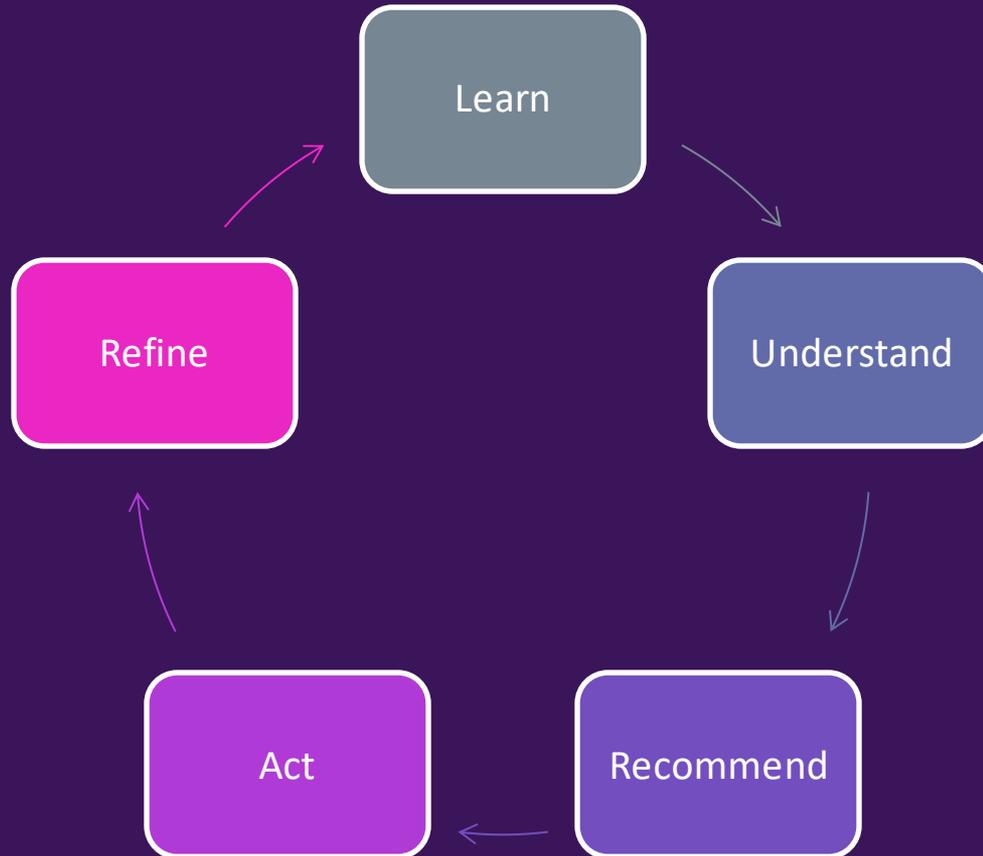
The four big questions we must answer in this autonomous decade. When do you...



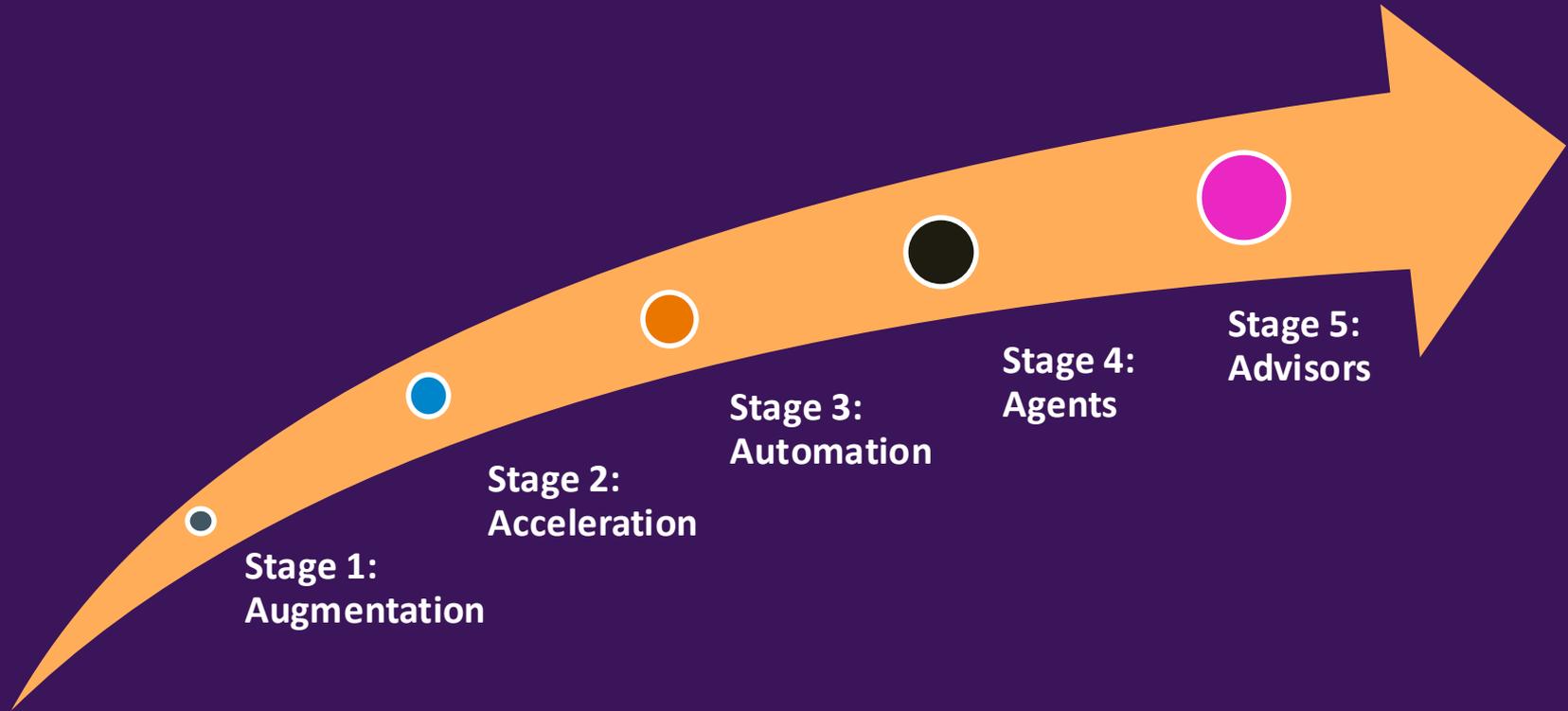
The design point is when and where do you insert a human into the process



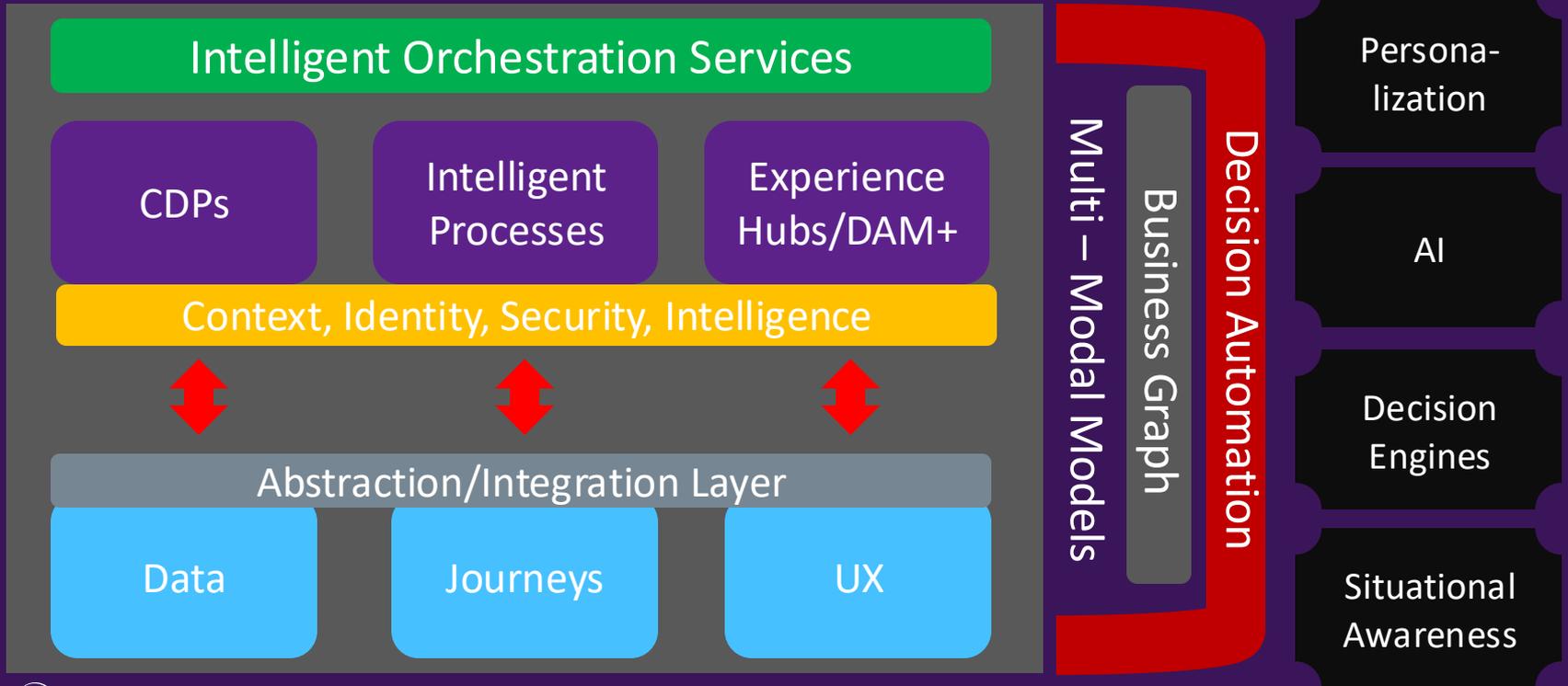
Learn, understand, recommend, act, repeat

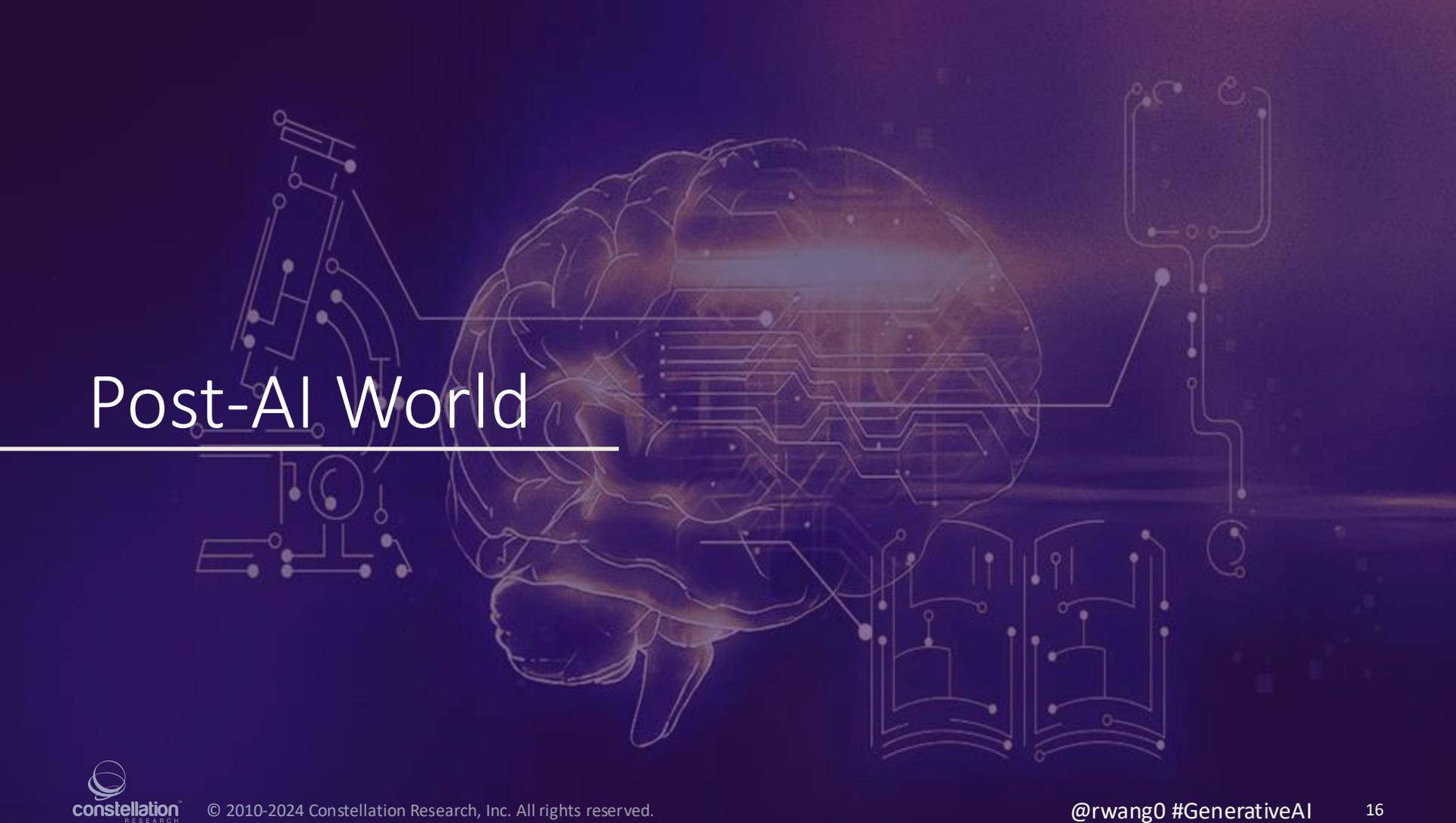


Progressing through the five A's of AI



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



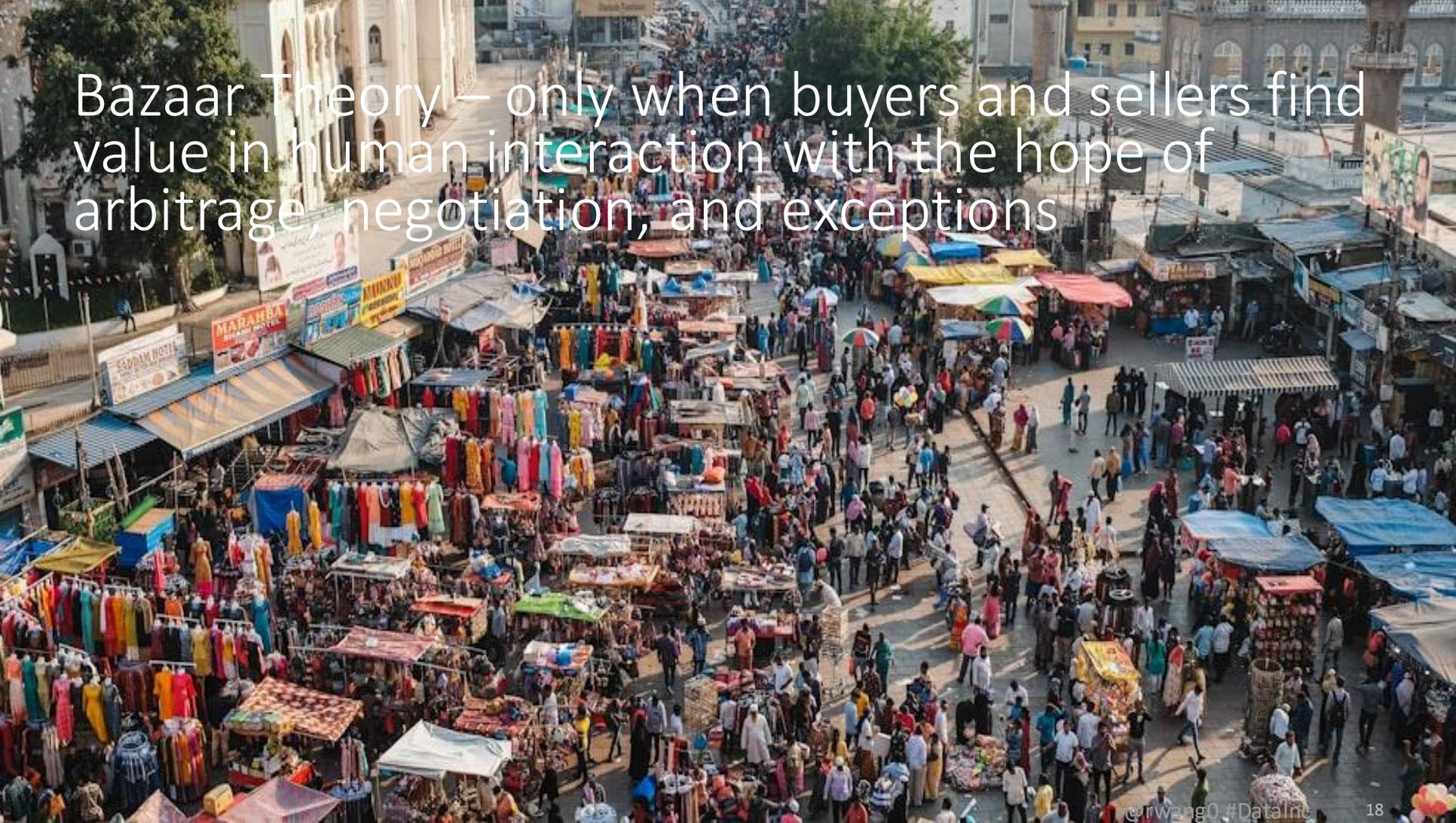


Post-AI World

A collage of various international banknotes, including US dollars, Mexican pesos, and Japanese yen, scattered across the frame. The text is overlaid on the top left portion of the image.

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

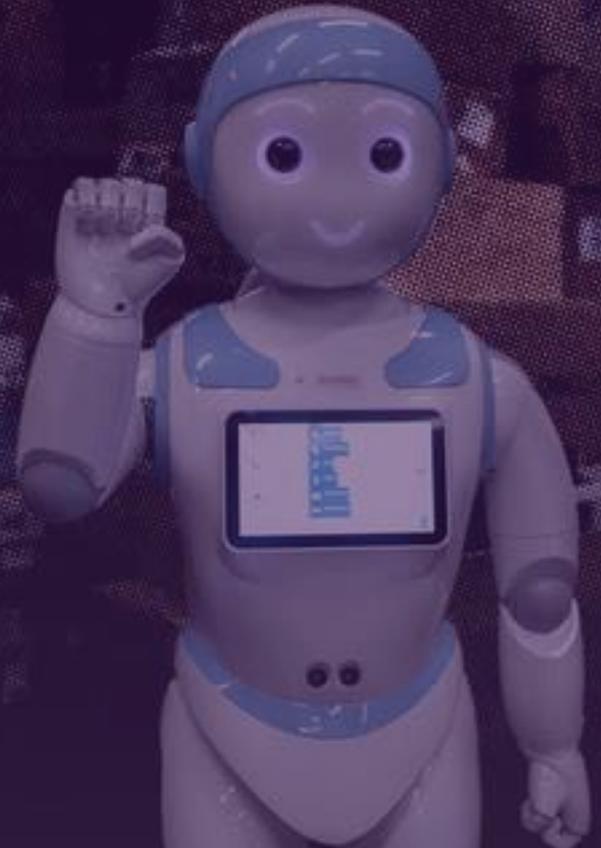


Digital transformation has made more data available about the physical and digital world



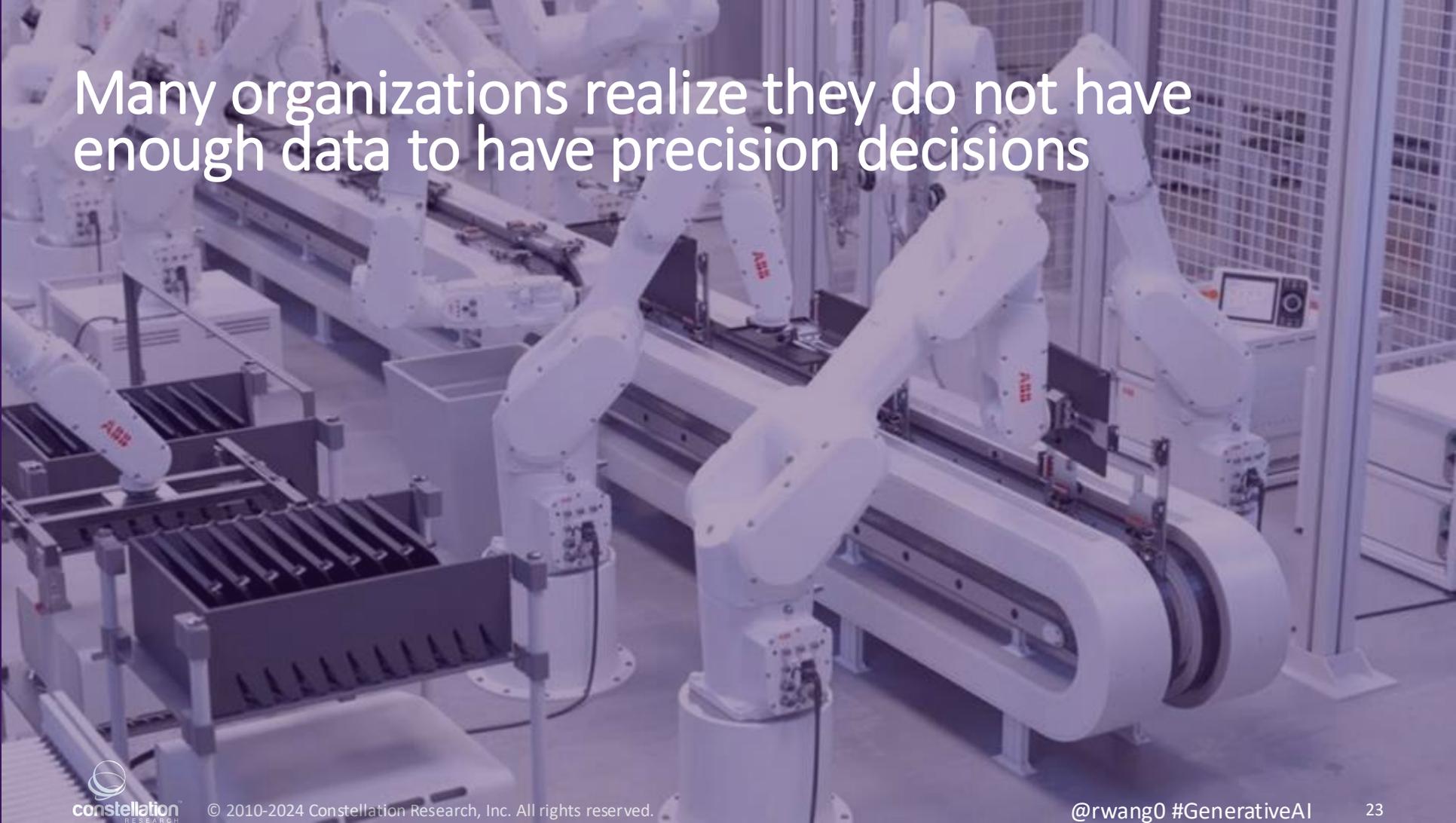
Enterprises in 2023 rush to AI for an exponential advantage

The AI panic is here



Customers seek zero FTE roadmaps



A photograph of a modern industrial factory floor. Several white ABB robotic arms are positioned along a production line, working on various components. The scene is brightly lit, and the robots are the central focus. The text 'Many organizations realize they do not have enough data to have precision decisions' is overlaid in white on the top left of the image.

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



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



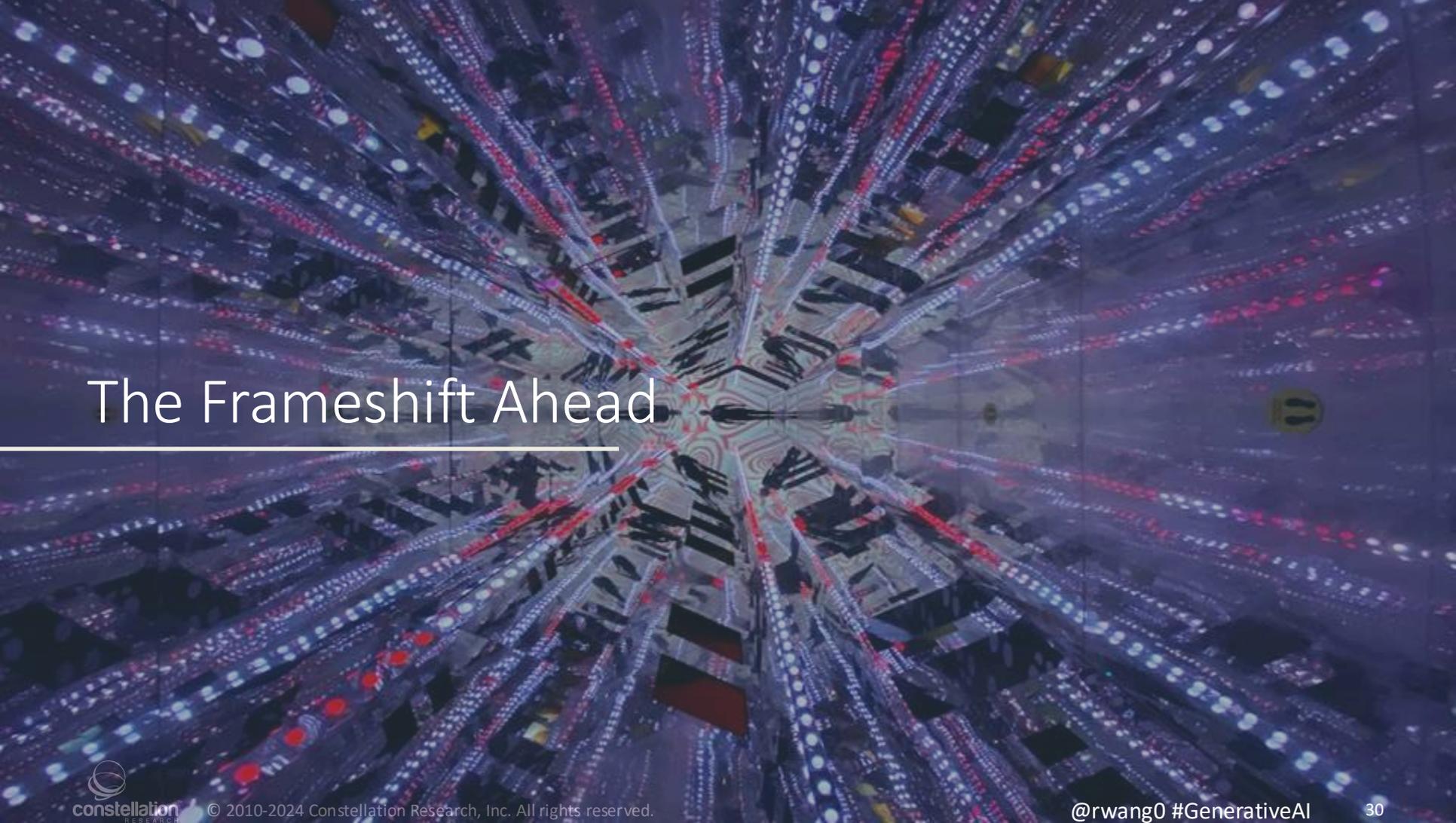
Model drift continues to create issues



Skepticism of AI grows with increase in mistrust

FACTS MYTHS





The Frameshift Ahead

Where and when do you insert a human?

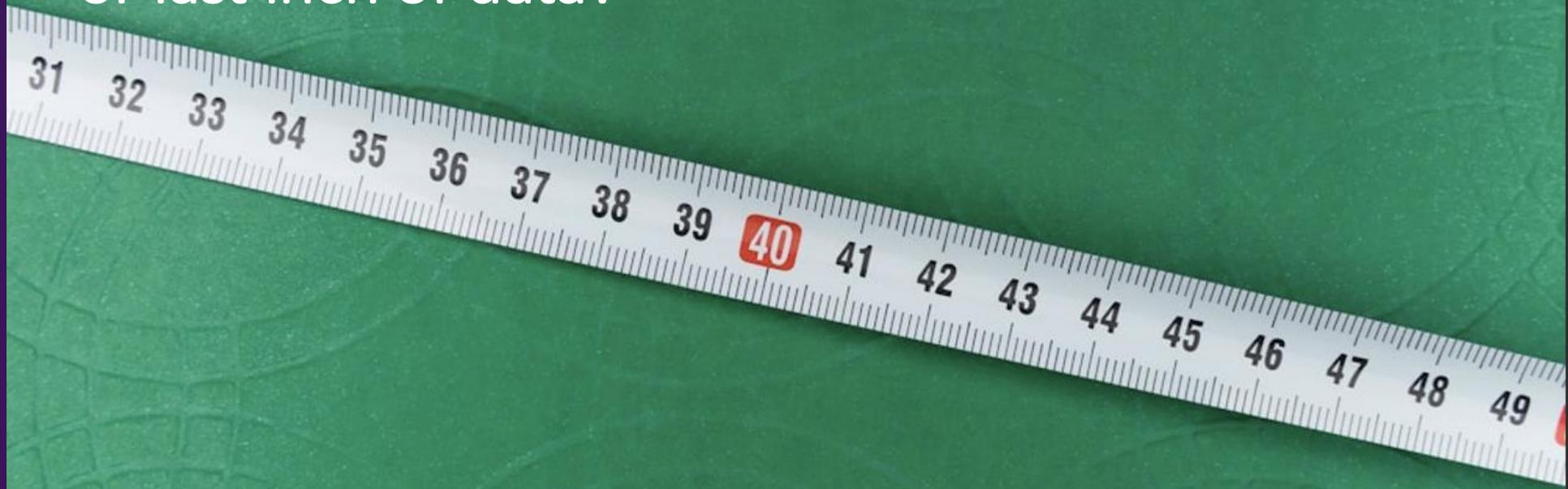


Can you operate at machine scale with humans?



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?



The background of the slide is a dense field of fiber optic cables. The cables are illuminated from the ends, creating a vibrant display of colors including red, orange, yellow, green, and blue. The light trails from the cables create a sense of depth and movement, filling the entire frame.

Brand New Asset Class – Data Inc. Orgs

Data Inc Companies create new asset classes

Unique data
sets

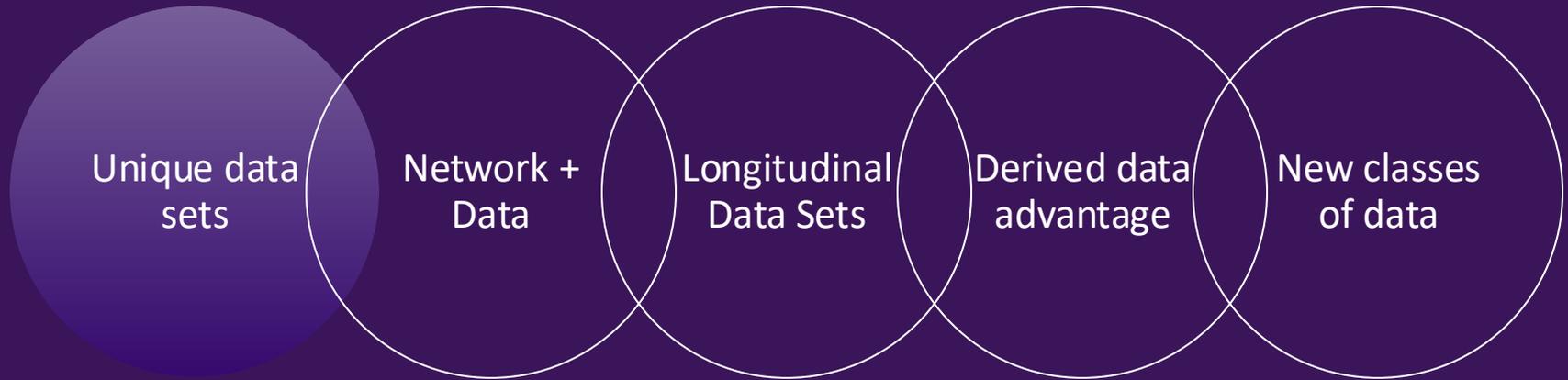
Network +
Data

Longitudinal
Data Sets

Derived data
advantage

New classes
of data

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?



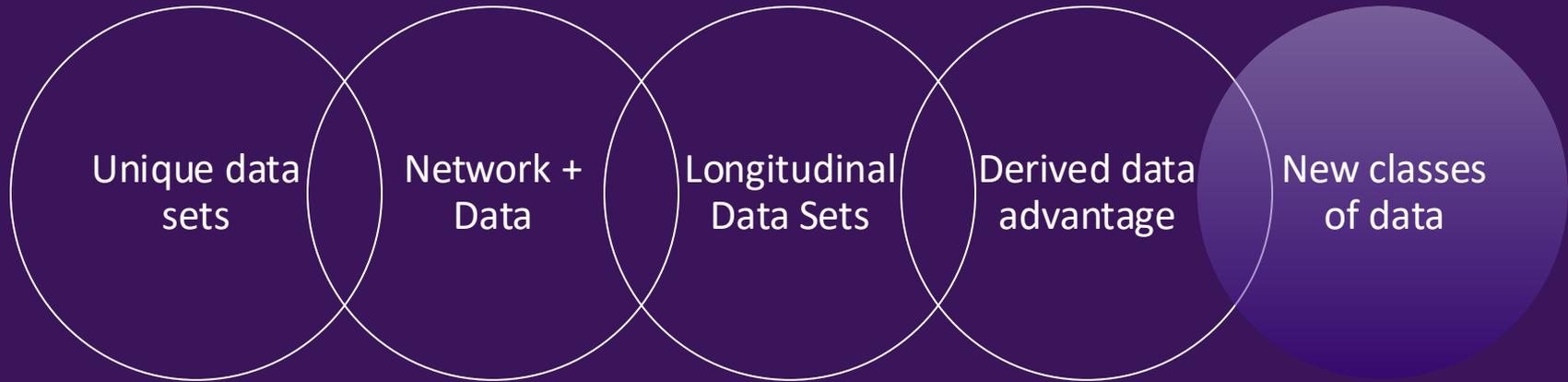
When we bring digital assets to life, we create new monetization models



Tesla has more data than auto insurers



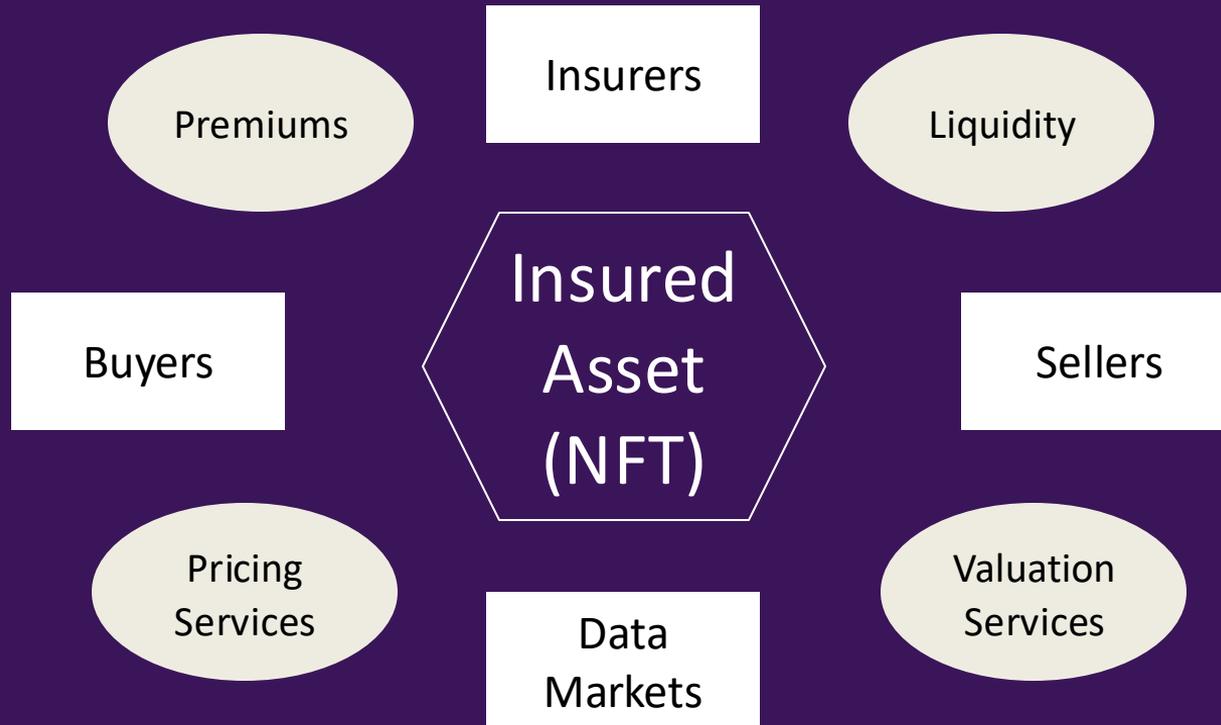
When we bring digital assets to life, we create new data monetization models



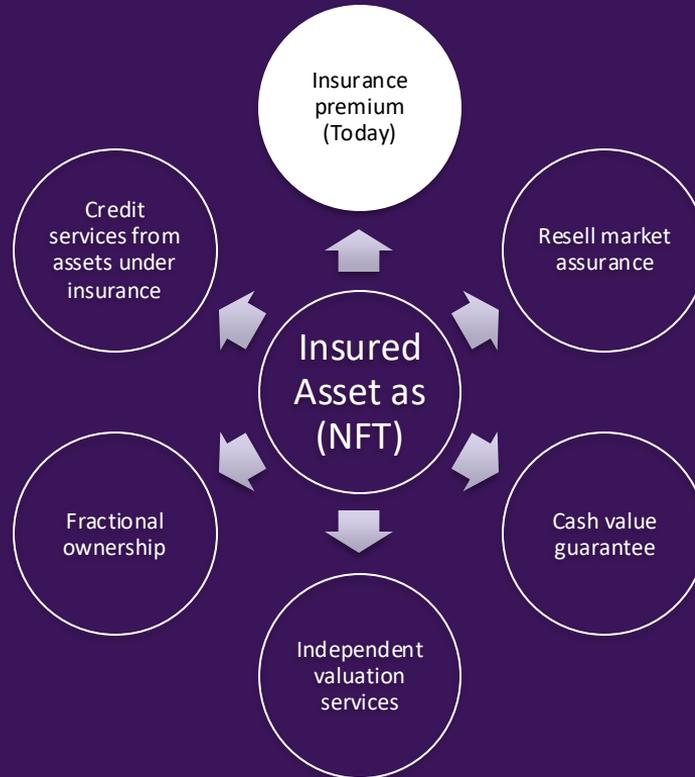
Take down the neighborhood pawn store

Multiple digital monetization models

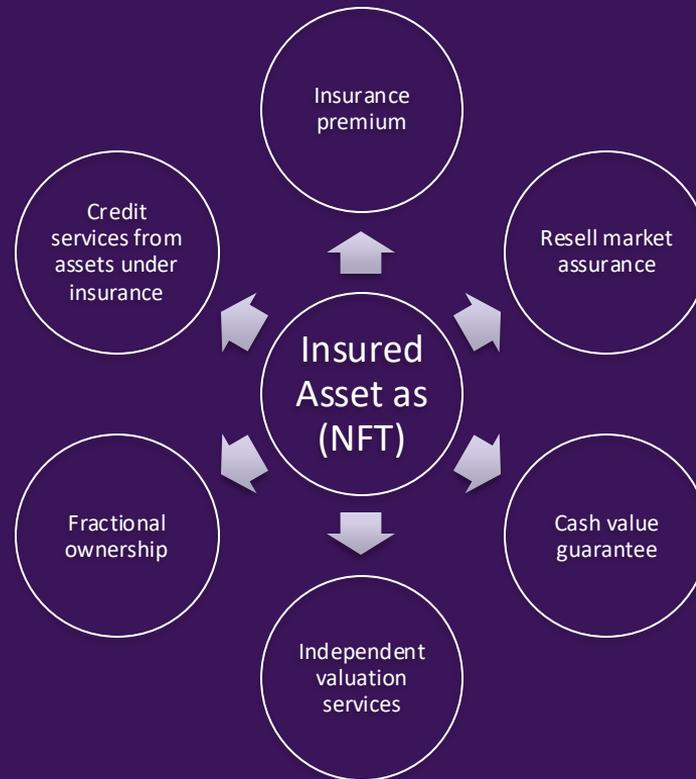
The digitization of the insured asset starts the process of monetizing this business model



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?

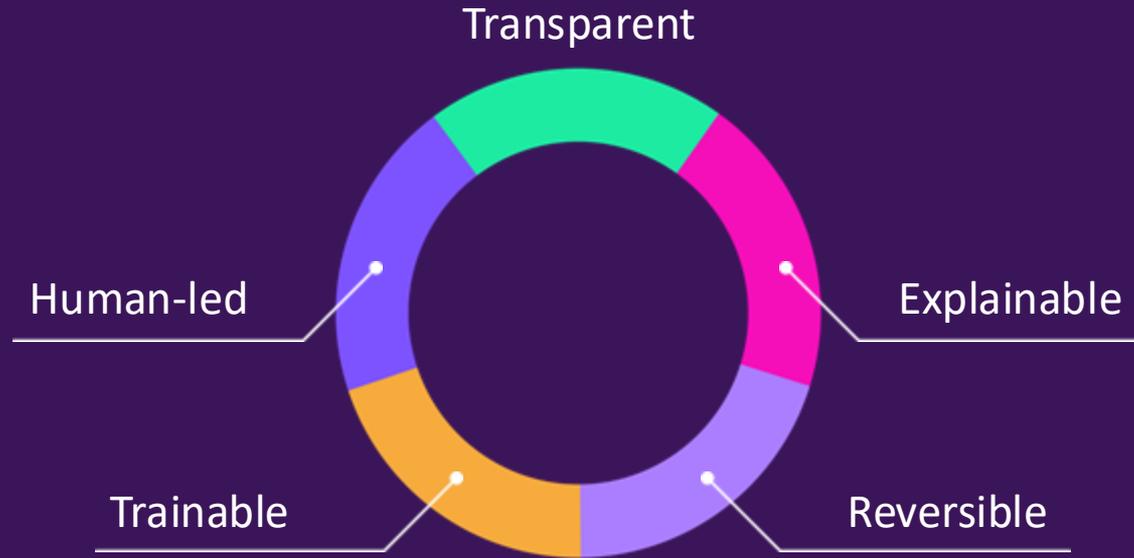


So an autonomous vehicle runs over a dog...

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?

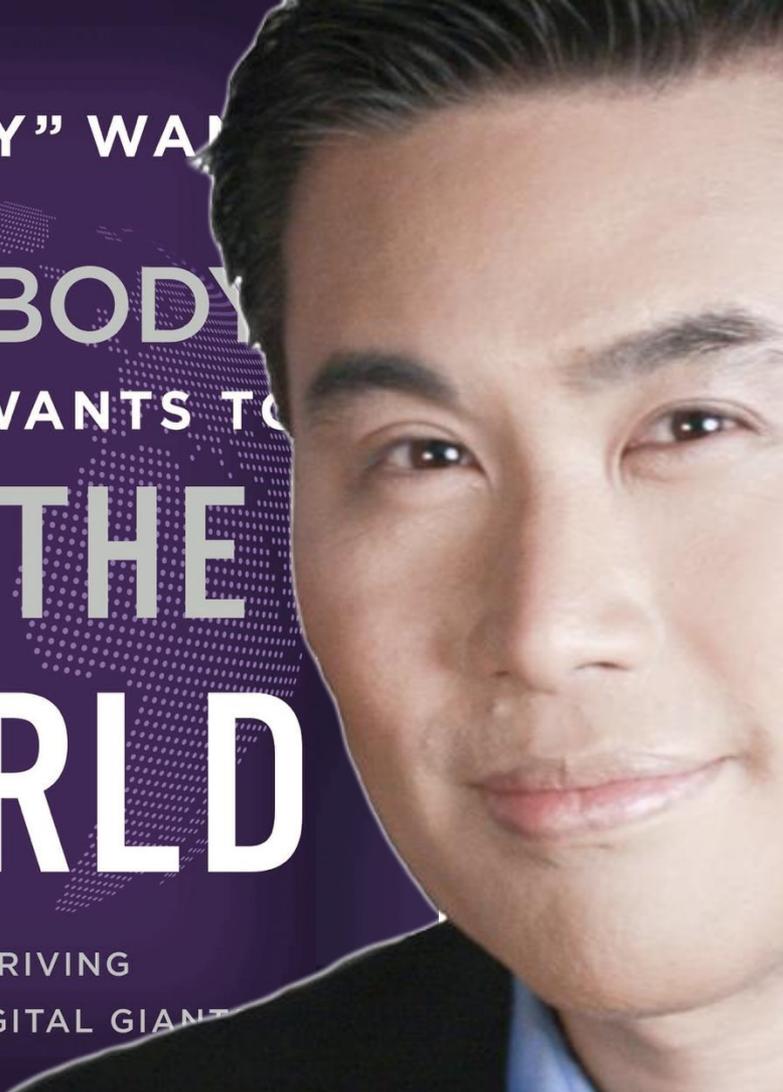
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