

A white humanoid robot with large blue eyes and a name tag that says "Pepper". The robot is positioned in the center of the frame, looking slightly to the right. The background is a blurred indoor setting with wooden paneling and a metal grate.

# THE AI ENABLED ENTERPRISE

GET READY FOR AUTONOMOUS AUTOMATION

**Sam Gross**

CTO and Co-Founder  
Digital Americas Pipeline Initiative

# ABOUT ME



## Sam Gross

- Digital America Pipeline Initiative
  - CTO and Co-Founder
    - Robotic Process Automation & Artificial Intelligence
- ChoiceWORX.ai
  - Founder & CEO
    - Apptinum
    - Opstinuum
    - Robotinum
- Chief Technology Officer
  - CompuCom
  - Unisys
  - Computer Sciences Corp (now DXC)
  - Siemens/ENTEX



@Sam\_Gross



# ARTIFICIAL INTELLIGENCE

*The goal of AI is to develop machines that behave as though they were intelligent.*

*-- Prof. John McCarthy, 1955*

John McCarthy, an American computer scientist pioneer and inventor, was known as the father of Artificial Intelligence (AI)

**AI AND AUTOMATION**  
IT'S IMPACT WILL BE,  
AS BIG AS THE COMPUTER!



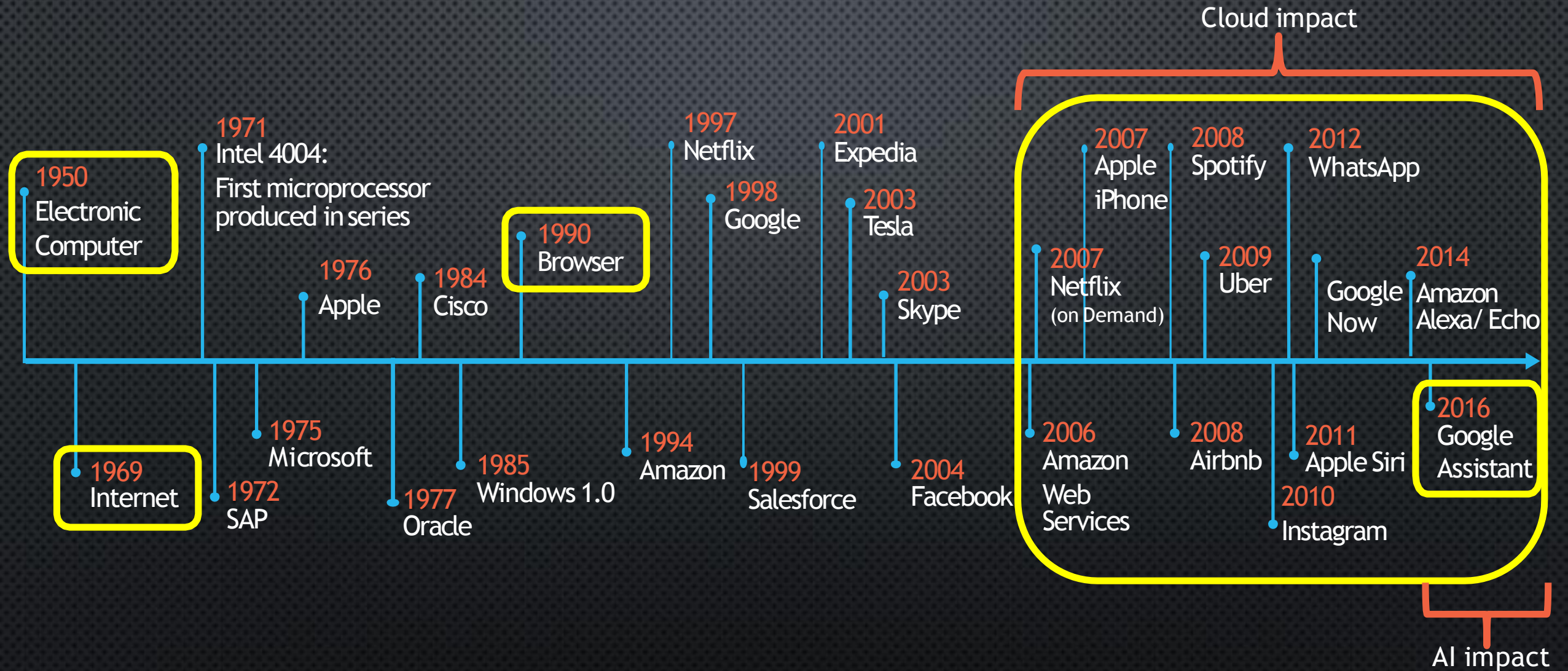
**AI AND AUTOMATION**  
IT'S IMPACT WILL BE,  
AS BIG AS THE INTERNET!

**AI AND AUTOMATION**  
IT'S IMPACT WILL BE,  
AS BIG AS THE BROWSER!



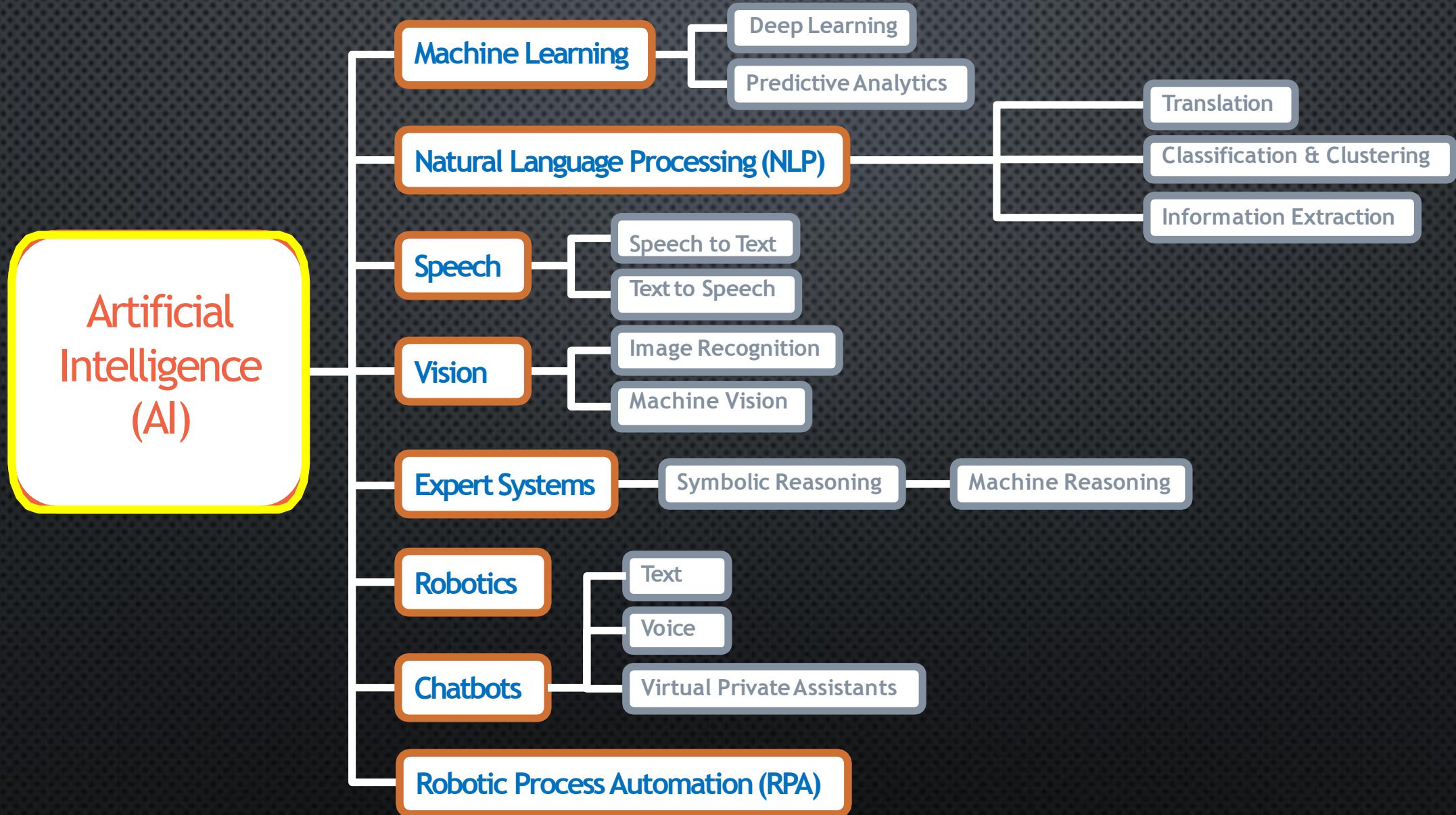
**AI AND AUTOMATION**  
IT'S IMPACT WILL BE,  
AS BIG AS THE CLOUD!

# THE DIGITAL EVOLUTION

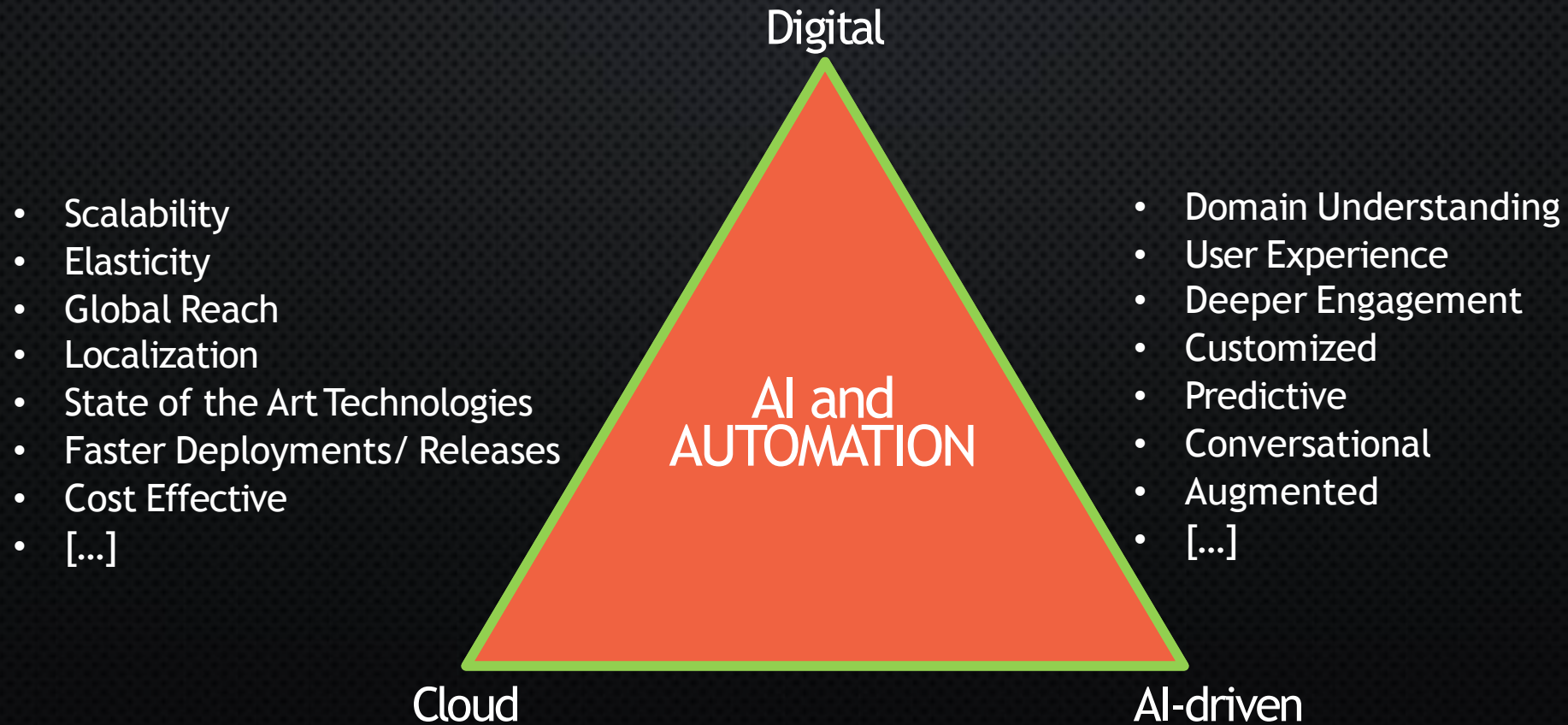




# THE AI LANDSCAPE



# THE AI AND AUTOMATION TRIANGLE





# AI ENABLES NEW BUSINESS MODELS, PRODUCTS AND SERVICES

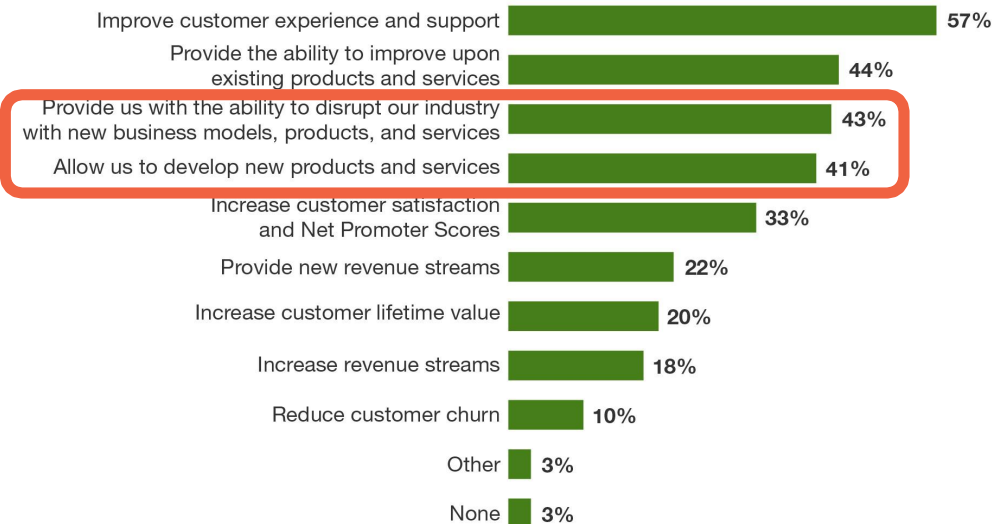
FORRESTER RESEARCH

## Enterprises Believe The Benefits Of AI Will Be To Improve Customer Experience And Support

Artificial Intelligence: What's Possible For Enterprises In 2017

### “What are the biggest strategic/growth benefits AI will contribute to your organization?”

(Please select up to three)



Base: 598 business and technology professionals

Source: Forrester's Q2 2016 Global State Of Artificial Intelligence Online Survey

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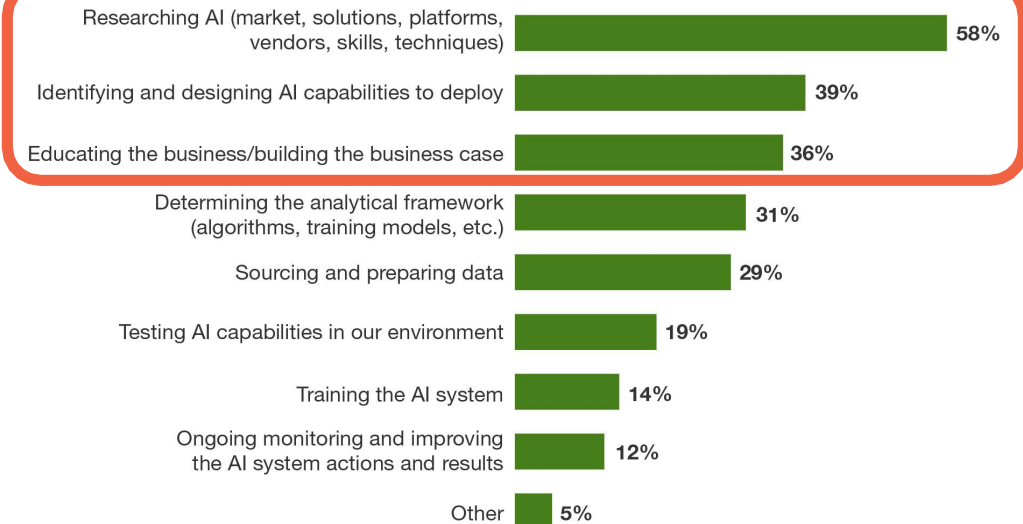
FORRESTER RESEARCH

## Forrester Expects More Organizations To Research And Implement AI Capabilities

Artificial Intelligence: What's Possible For Enterprises In 2017

### “Where does your organization spend most of its time with AI systems?”

(Please select up to three)



Base: 391 business and technology professionals

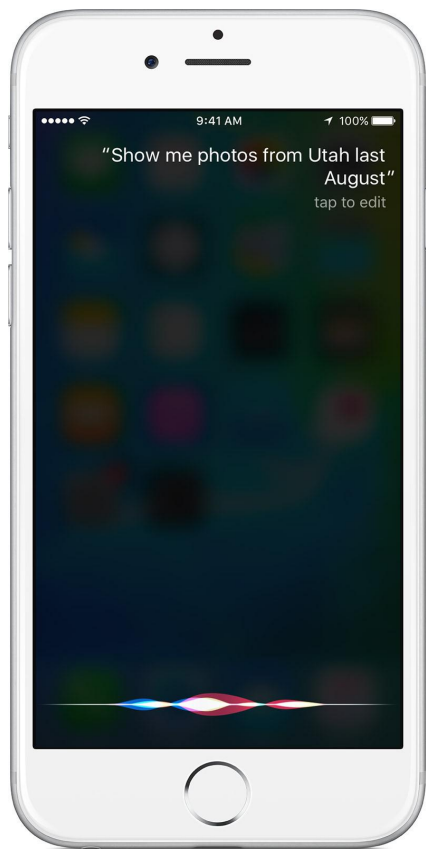
Note: “Don't know” responses were excluded from analysis.

Source: Forrester's Q2 2016 Global State Of Artificial Intelligence Online Survey

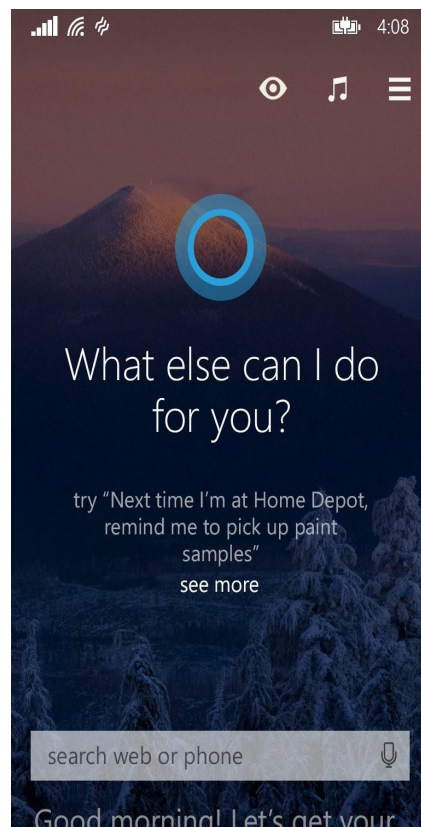
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# THIS IS PROBABLY WHAT YOU KNOW AS ARTIFICIAL INTELLIGENCE



Apple Siri



Microsoft Cortana



Google Now (Home)



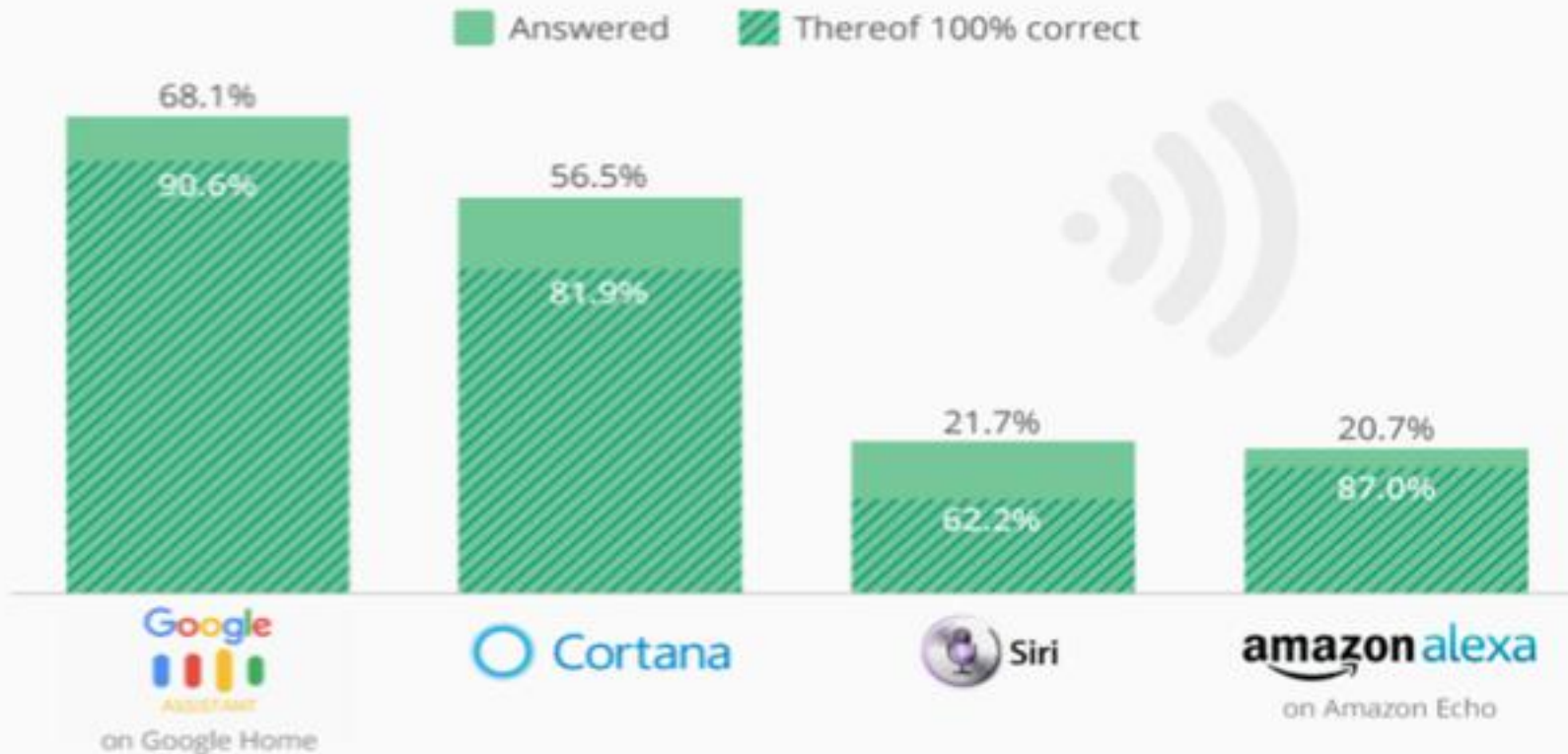
Amazon Alexa (Echo)



# VIRTUAL ASSISTANTS: THE REALITY

## How Smart Are "Smart" Assistants?

Percentage of general knowledge questions (correctly) answered by smart assistants



Based on a sample of 5,000 questions about factual everyday factual knowledge  
Source: Stone Temple

statista



# THE DIFFERENCE BETWEEN THE MARKETING AND THE SCIENCE

## 1. MACHINES DO NOT UNDERSTAND

Machines pattern match data against predefined patterns of understanding. The level of a machines understanding is equivalent to the size of the data pool. The more data that can be matched to something that we can understand, the more “understanding” a machine can have.

## 2. MACHINE LEARNING IS NOT EQUAL TO AI

AI research has been oscillating between several techniques. Whenever one technique does not do “the job completely” data scientists turn to another one. Human thinking patterns or decision patterns are composed of many techniques. Machine learning is only one component of a general AI, not the AI.

## 3. VIRTUAL ASSISTANTS DO NOT HAVE HUMAN LIKE BRAINS

Large neural networks have millions of neurons, brains have billions of neurons. Neural networks only simulate the electrical system in a brain. The layer based modelling approach required for deep learning networks is needed to simplify training, the brain has no such dependencies. Neural networks are about as far away from a brain in thinking power as a snail is from a jet plane in speed.



# FORMS OF AI THAT ARE POSSIBLE TODAY.

## 1. SPEECH RECOGNITION AND NATURAL LANGUAGE PROCESSING AND GENERATION

Conversational systems, where the computer not only recognizes what the person is saying but can also engage in a two way (Duplex) dialogue.

## 2. PREDICTIONS USING MACHINE LEARNING AND MACHINE REASONING

"Next Best Action" leverages a variety of machine learning techniques to optimize recommendations and personalization.

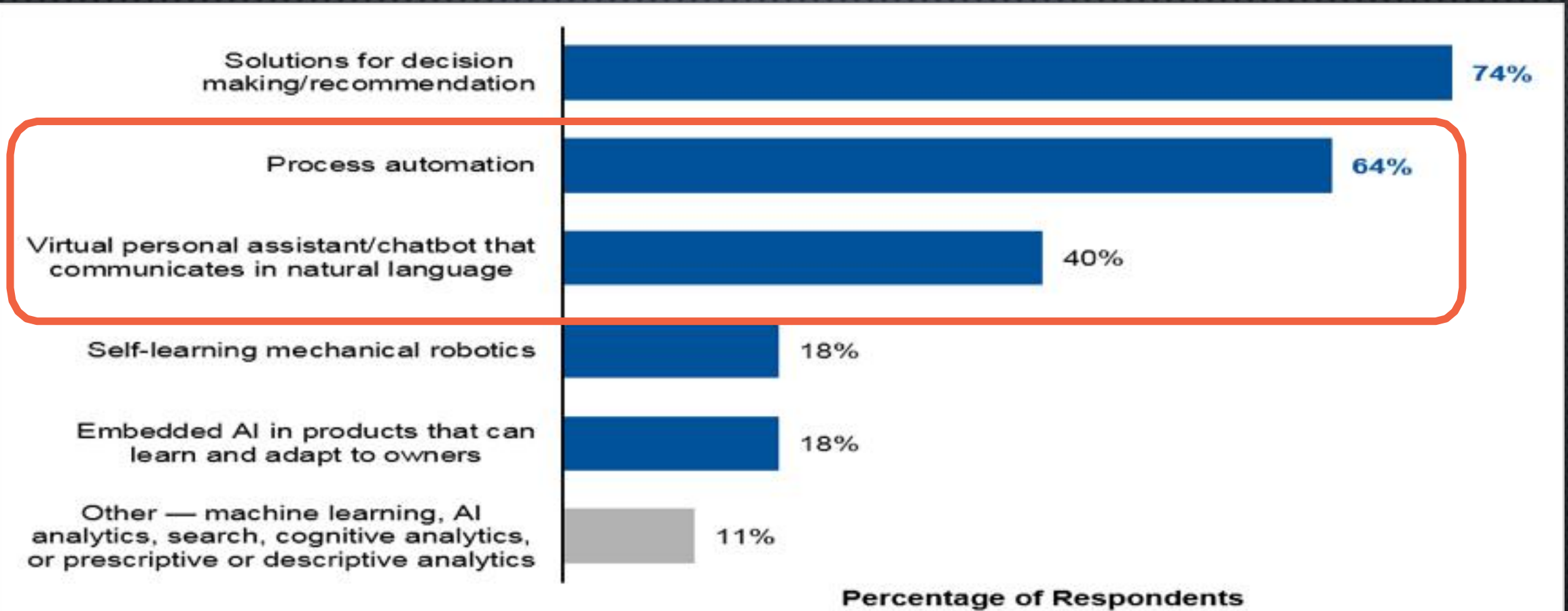
## 3. IMAGE RECOGNITION IN COMBINATION WITH MACHINE LEARNING AND DEEP LEARNING

Optical Character Recognition will be superseded by Computer Vision. Alternatively a machine vision system can detect flaws on a production line that are difficult for a human to identify and it can do so more quickly.

## 4. COGNITIVE DISCOVERY TECHNIQUES

Machines can beat humans any time when it comes to searching through vast amounts of information either structured (e.g. from transaction or financial systems) or unstructured (e.g. legal texts, medical literature or call center notes).

# ENTERPRISES ARE FOCUSED ON PROCESS AUTOMATION AND AI

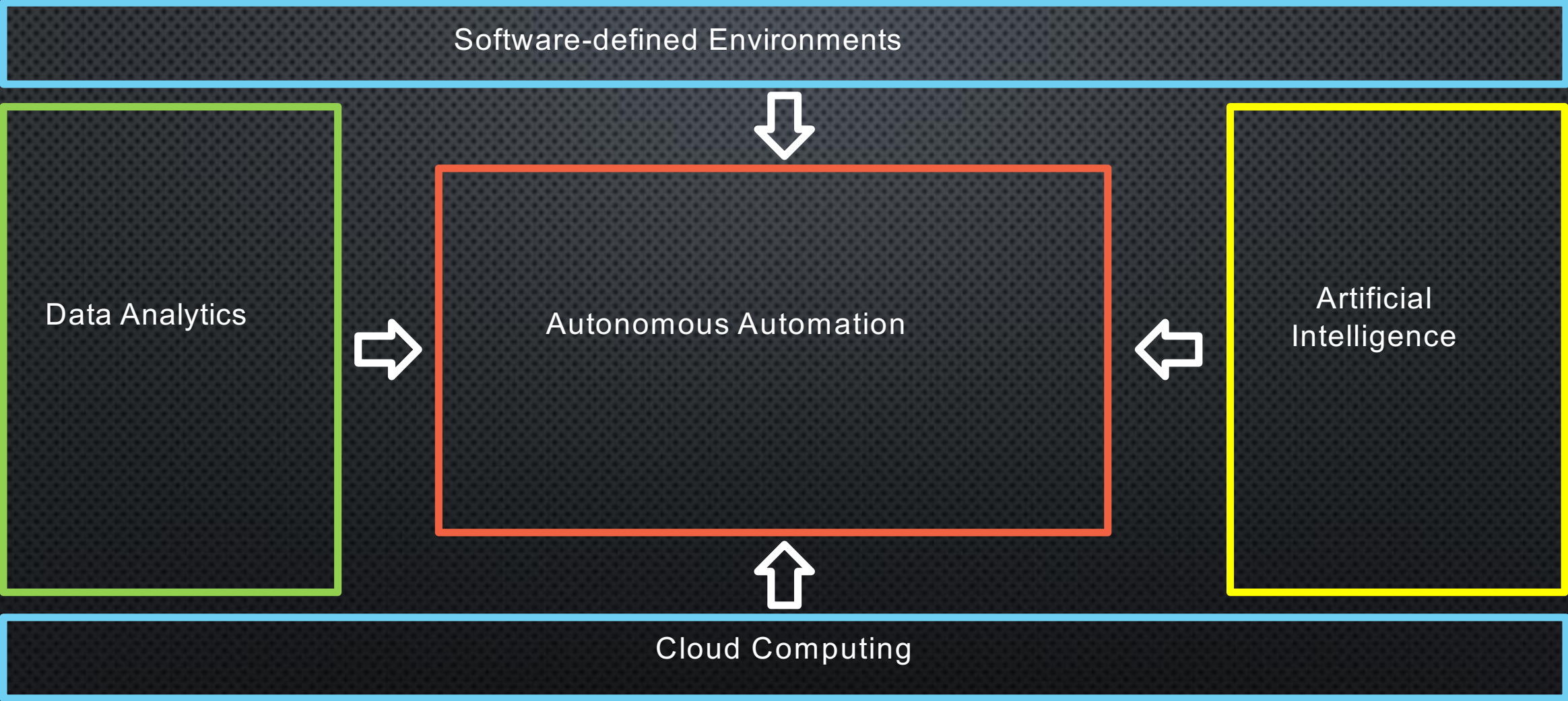


Base: n = 80 Gartner Research Circle members; excludes "Haven't decided yet"

Q01: What type of artificial intelligence initiatives is your organization investigating or developing, or has your organization deployed or is planning to deploy?



# THE AI ENABLED ENTERPRISE: AI AND AUTOMATION



# THE AI ENABLED ENTERPRISE: AI AND AUTOMATION

## GET READY FOR AUTONOMOUS AUTOMATION

Digital Enterprise 1.0  
(1970 - 2000)

- Mainframes
- Terminal Systems
- Personal Computer
- Local Area Networks
- Client-Server-Architecture
- Enterprise Computing
- Software & Applications
- Internet

Digital Internet Enterprise 2.0  
(2001 - 2015)

- Mobile Computing (Smartphones, Tablets)
- Cloud (IaaS, PaaS, SaaS)
- Web-Centric-Architecture
- Software-defined X (SDx)
- Internet of Things (IoT)
- Interconnection with Partners, Customers, Suppliers and Ecosystems

Digital AI Enterprise 3.0  
(2016 - ...)

- End-to-End offerings (Devices + Services)
- Sophisticated Interconnection of People, Objects, Locations and more
- Context-Economy based on Data & Knowledge
- AI-defined Smart/ Intelligent Environments





Digital Americas  
Pipeline Initiative  
*RPA & AI Talent on Demand*

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**Our PARTNER PROGRAM  
Is Launching!**

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to schedule a call