

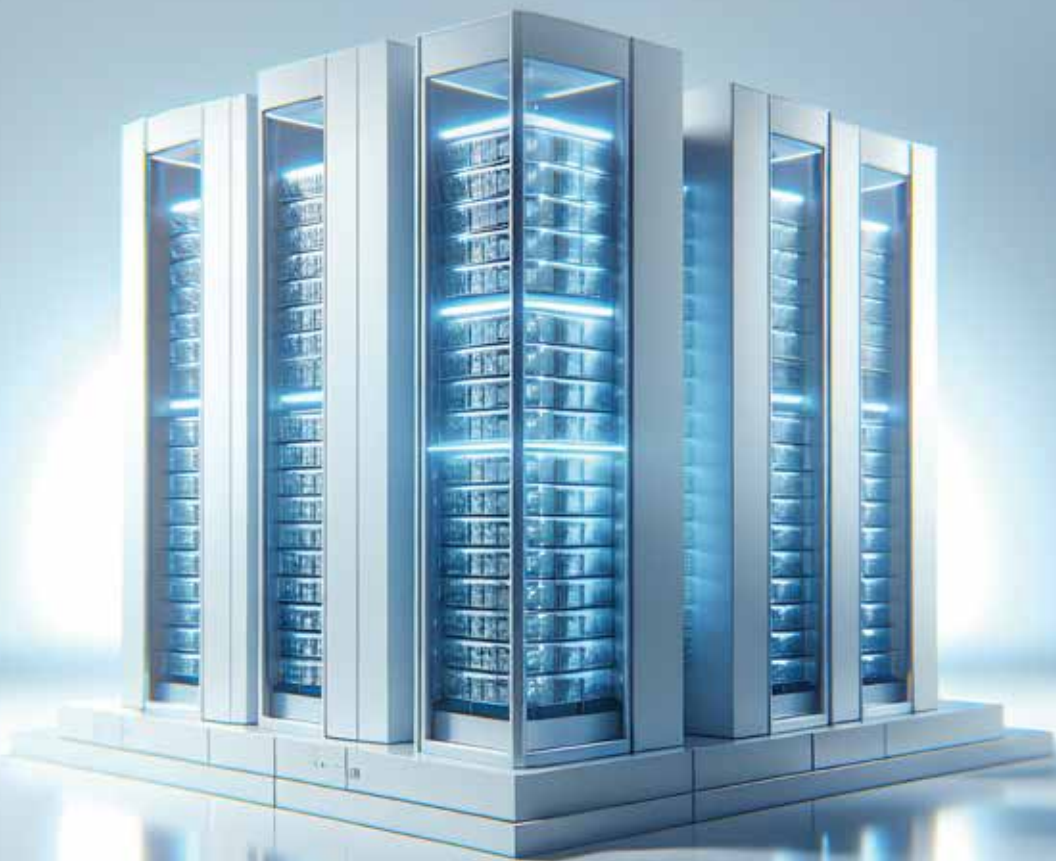


PRESENTS

Roundtable session with CXO Leaders

**Enhance workforce efficiency and
Boost productivity with the Power of AI**

Case Study



Session Overview:

The CXO Leadership Dialogue, hosted by Dell Technologies & Zones in collaboration with ObserveNow Media, convened senior technology leaders for a focused exchange on the theme: “Enhance Workforce Efficiency & Boost Productivity with the Power of AI.”

The session explored how enterprises can integrate Artificial Intelligence to drive operational excellence, empower employees, and unlock measurable productivity gains. CIOs and business heads shared their perspectives on overcoming infrastructure, governance, and adoption barriers while charting strategies for scaling GenAI across functions. The evening concluded with a networking dinner, enabling candid peer-to-peer conversations and collaboration opportunities.

Curated By:

ObserveNow Media is a leading B2B data intelligence company known for curating impactful, closed-door leadership dialogues and industry roundtables. With a focus on enabling brands to connect with their target audience, ObserveNow facilitates high-impact forums that showcase solutions, innovations, and ideas in the most engaging formats.

Dell Technologies empowers organizations to build their digital future and transform how they work, live, and innovate. From the edge to the core to the cloud, Dell’s technology and solutions portfolio enables businesses to harness the power of AI, modern infrastructure, and secure computing to boost productivity and efficiency.

Zones is a global IT solutions provider helping organizations accelerate digital transformation through end-to-end offerings in cloud, workplace modernization, cybersecurity, and lifecycle services. As a strategic partner to Dell Technologies, Zones delivers tailored, scalable, and secure IT solutions across industries.

Event Details:

Theme: Enhance Workforce Efficiency & Boost Productivity with the Power of AI

Time: 6:00 PM – 9:00 PM

Format: Closed-door CXO Roundtable & Networking Dinner & Cocktails

Venue: Le Meridien, Delhi

This high-impact gathering brought together India's most influential technology decision-makers to explore how AI is reshaping the future of work—driving workforce efficiency, enhancing productivity, and enabling agile decision-making.

Discussion Focus Areas:

- Reimagining infrastructure to power modern AI workloads
- Scaling intelligent ecosystems from edge to core
- Unlocking real-time insights for faster, smarter decision-making
- Strengthening security, performance, and sustainability with next-gen PowerEdge solutions
- Peer-to-peer learning with top CIOs, CTOs, and digital leaders

Industry Representation:

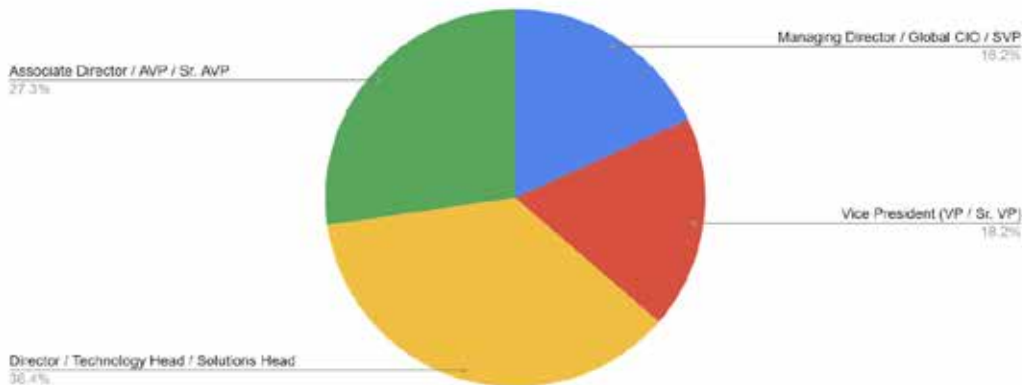
The roundtable brought together leaders from healthcare, BFSI, IT, cybersecurity, consulting, and manufacturing, offering a well-rounded perspective on AI-enabled transformation.

Outcomes & Next Steps:

- Strengthened cross-industry collaboration on AI adoption
- Shared real-world best practices for scaling AI across enterprises
- Identified common challenges in AI deployment and ways to overcome them
- Agreement to establish ongoing forums for AI innovation and strategic dialogue

Participating CXO's:

- **Mr. Praveen Bist** – CIO, Amrita Hospitals
- **Dr. Vishal Arora** – Chief Transformation Officer, Artemis Hospitals
- **Mr. Ritesh Kumar** – AVP IT, EXL
- **Mr. Naveen Mittal** – Vice President - IT, RateGain
- **Mr. Ummed Meel** – Associate Director - Cyber and IT Risk, Grant Thornton Bharat LLP
- **Mr. Mahesh Satapathy** – Head IT, Hero FinCorp.
- **Mr. Umakant Tripathi** – Director Cyber Security, LTIMindtree
- **Mr. Virendra Shukla** – Group Head-IT Infrastructure, Marengo Asia Hospitals
- **Mr. Harmaninder Singh** – VP - Information Technology, G4S
- **Mr. Jegatheeswaran Palsamy** – Head - IT & Cybersecurity, Orient Bell Limited
- **Mr. Amitava Sutradhar** – AVP, Amway



Key Takeaways:

AI as a Workforce Multiplier

- According to EY India (2025), GenAI can boost workforce productivity by 43–45% in India's \$254B IT industry over the next five years.
- 89% of companies are already piloting GenAI, and 33% are production-ready, with software development showing up to 60% efficiency gains.

Employee Adoption on the Rise

- 96% of Indian professionals already use AI tools at work, compared to 81% in the US and 84% in the UK (Atlantic Council, 2024).
- This signals a cultural shift: employees are driving bottom-up adoption, and CIOs must align governance and infrastructure to support them.

AI Market Momentum in India

- The Indian AI market is projected to reach \$17B by 2027, growing at a 25–35% CAGR (Nasscom-BCG, 2024).
- Enterprise adoption is being accelerated by the IndiaAI Mission, shared GPU infra, and the launch of indigenous LLMs like Sarvam AI.

Productivity & Efficiency Gains Beyond IT

- AI-driven automation in BFSI, healthcare, and manufacturing is enabling cost reductions of 20–30% in repetitive tasks (McKinsey, 2024).
- Customer-facing functions like sales & service see up to 50% faster response times when GenAI assistants are deployed.

Infrastructure & Governance Gaps Remain

- Only 37% of enterprises feel their infra is GenAI-ready, and 44% have strong governance frameworks in place (Hitachi Vantara, 2024).
- Leaders emphasized the need for hybrid-cloud, modular platforms and observability to ensure workforce tools scale securely and effectively.

Data Protection as a Productivity Enabler

- While AI adoption grows, only 11% of enterprises protect more than 75% of their AI/GenAI data (Dell, 2024).
- Data protection, security, and compliance are now directly tied to workforce productivity and resilience.

Conclusion:



The CXO Leaders' Roundtable, powered by Dell Technologies and Zones, proved to be an influential platform for exchanging ideas, experiences, and strategies on AI-driven productivity. The closed-door setting fostered candid discussions and actionable insights, underlining India's readiness to embrace AI as a driver of enterprise efficiency. This event not only reinforced Dell and Zones' position as thought leaders in AI but also laid the foundation for long-term partnerships and value creation.

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Industry Insight:

- 92% of B2B marketers report in-person events deliver the highest ROI compared to other channels (Source: Gartner, 2024).
- 1 in 2 attendees convert into qualified leads, with 20–30% advancing to active sales conversations within 30 days (Source: Bizzabo, 2024).
- Buyers are 1.7x more likely to finalize decisions after face-to-face interactions versus digital-only engagements (Source: McKinsey, 2023).
- 80–90% of attendees gain a better understanding of partner solutions after in-person discussions.
- On average, 60% of attendees become direct business leads, with 40% expressing intent to explore partnerships or solutions further.

And ObserveNow events consistently exceed these benchmarks:

-  80–90% of attendees report a better understanding of our partners' products and solutions after direct, in-person interactions.
-  On average, 60% of event attendees become direct business leads, and within that, 40% express clear interest in exploring partnerships or solutions further

BRANDING ELEMENTS



EVENT GALLERY



EVENT GALLERY

