

95% of enterprise Al pilots fail to move the needle. But the top 5% succeed — delivering measurable ROI, productivity, and growth.



## Start with one pain point

- → Don't boil the ocean.
- → The 5% zero in on a single, *high-impact use case* (fraud reduction, compliance automation, customer upsell).
- → Success builds confidence, budget, and scale.



#### The Play:

Pick a use case with a clear KPI, measurable in <6 months.



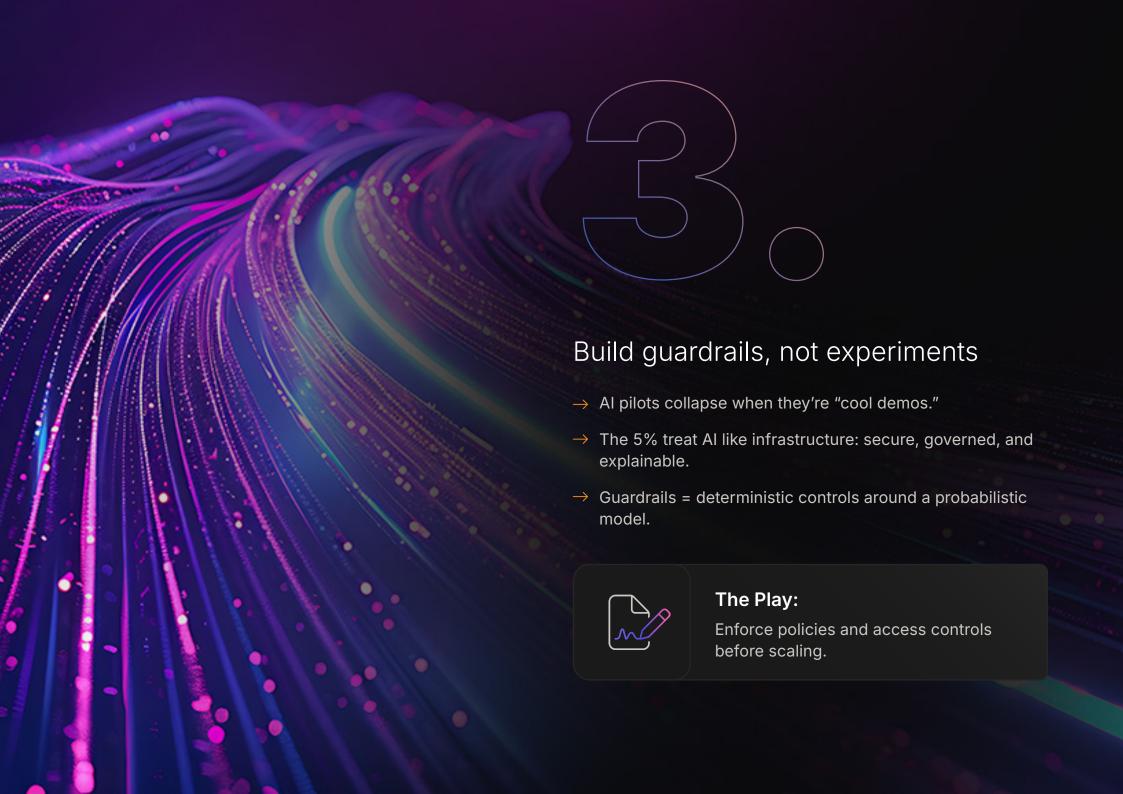
## Connect AI to context

- → Generic AI tools fail because they lack enterprise context.
- → The 5% tie Al into their **data**, **policies**, **and workflows** so outputs are relevant and trustworthy.



#### The Play:

Enrich Al with your own data layer, not just public LLMs.





## Partner smartly

- → Winners didn't go it alone. They tapped specialized vendors for data integration, security, and orchestration.
- → The 5% avoided DIY traps by focusing on business value, not plumbing.



#### The Play:

Outsource complexity. Keep strategy in-house.





## Measure $\rightarrow$ Learn $\rightarrow$ Scale

- ightarrow The 5% treated Al like product development.
- → They ran **tight feedback loops**, measured business outcomes, and iterated fast.
- → Only after proving value did they expand to the next use case.



### The Play:

Create a "success flywheel" — pilot  $\rightarrow$  measure  $\rightarrow$  scale  $\rightarrow$  repeat.

## IndyKite powers the 5%

IndyKite gives enterprises the foundation that separates hype from outcomes

- → Context-Aware AI: Enriches AI with knowledge graph context, identity, and trust-centric metadata such as provenance and trust scoring.
- → Deterministic Guardrails: Fine-grained, policy-driven authorization ensures only the right people, systems, and agents access data.
- → **Faster Time-to-Value:** Ready-to-use services connect cleanly to apps and AI, skipping months of DIY plumbing.
- Security by Design: Every actor human, machine, or Al
   is authenticated and authorized at runtime.

The 5% don't gamble on Al. They **design for certainty**, connect to context, and build trust from day one.



#### The Play:

Use IndyKite to connect context, secure data, and enforce policies so your Al pilots land in the *5% that succeed*.

# Don't just run Al pilots, use IndyKite to win with Al at scale

# Want to learn more?

For more information on how IndyKite can help you with AI, book in for a call or demo with the IndyKite team at indykite.com/contact-us.

