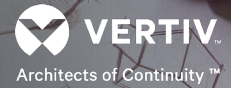


# Vertiv delivered **4 analytics and AI projects** in **28 days** and proved out solution for a scalable Center of Excellence for Data Science teams



## Company Profile

Brings together hardware, software, analytics and ongoing services to enable its customers' vital applications

## Industry

Appliances, Electrical, and Electronics Manufacturing

## Region

Global

## Challenge

Vertiv aimed to leapfrog their competitor's approach in establishing a Center of Excellence for Data Science, encompassing large teams of data scientists at low-cost offshore locations. They wanted to use Aible to show success rapidly on a wide variety of use cases to prove a different approach to establishing a scalable CoE.

## Solution

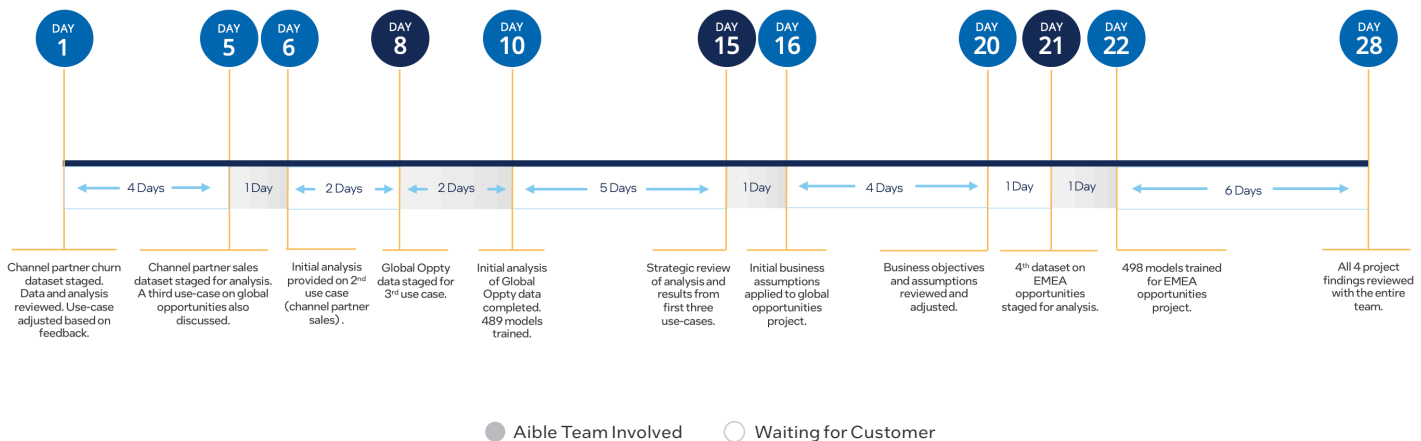
Aible delivered results for multiple use cases: partner sales optimization, churn prevention, marketing spend optimization and global sales optimization.

## Use Case & Project Details

- **Use cases analyzed:**
  - Channel partner churn prevention
  - Channel partner sales optimization
  - Global sales optimization
  - Marketing spend optimization
- **Project Results:** Delivered results across 4 different use cases
- **Time from data provision to project completion:** 28 days
- **Elapsed time for model training to completion of 987 models on serverless infrastructure:** 22 min

## Outcome

Delivered recommendations for all 4 use cases in 30 days.



“AI is key to delivering our corporate strategy. We need something fast that will help us adjust our actions in line with our strategy based on latest market conditions. Throwing a lot of people at the problem was not the solution. Aible showed us a different scalable way of achieving the same goals at a far lower overall cost than alternative approaches.”

- Martin Coulthard, Senior Global Director, Digital Customer Experience, Vertiv