



## THE REDESIGN IMPERATIVE

*Why workflow redesign is the only AI strategy that actually works.*

PRESENTED BY  
AMIT PATEL

# The Perspective We Are Sharing Today

Seven moves. One conclusion

- 1 The Gap Is Real.** 88% have AI. 6% have results. The 82-point gap widens every quarter.
- 2 The Diagnosis Is Wrong.** Most boards think it's a technology problem. It is not.
- 3 The Rule Nobody Follows.** 70% of AI value lives in people and process redesign. Most budgets fund the other 30%.
- 4 What Redesign Actually Looks Like.** Leaders don't bolt AI on. They ask: would we build this process today?
- 5 The Proof Across Industries.** JPMorgan. Amazon. PwC/Moderna. Siemens/Stanford/Mayo Clinic. One pattern. Same lesson.
- 6 What's Accelerating the Stakes.** Agentic AI is live. Companies that redesigned first will capture it. Others won't.
- 7 The Decision in This Room.** There is no neutral path. Waiting is a choice — and it has a cost.

*This is not about AI adoption.* That race is over. *It is about who redesigns first* — and who pays the price for waiting.



# 88% Have AI. 6% Have Results.

TWO INDEPENDENT STUDIES, SAME CONCLUSION – IT IS BEYOND ADOPTION

# 88%

Use AI in at least one  
business function

Up from 78% in 2024. Adoption is no longer a competitive variable.

*McKinsey State of AI 2025*

# 82.

point  
GAP

# 6%

Attribute 5%+ of EBIT  
(Earnings Before Interest  
and Taxes) to AI

The other 94% are investing in AI without measurable enterprise returns.

*McKinsey State of AI 2025*

## OUR PERSPECTIVE

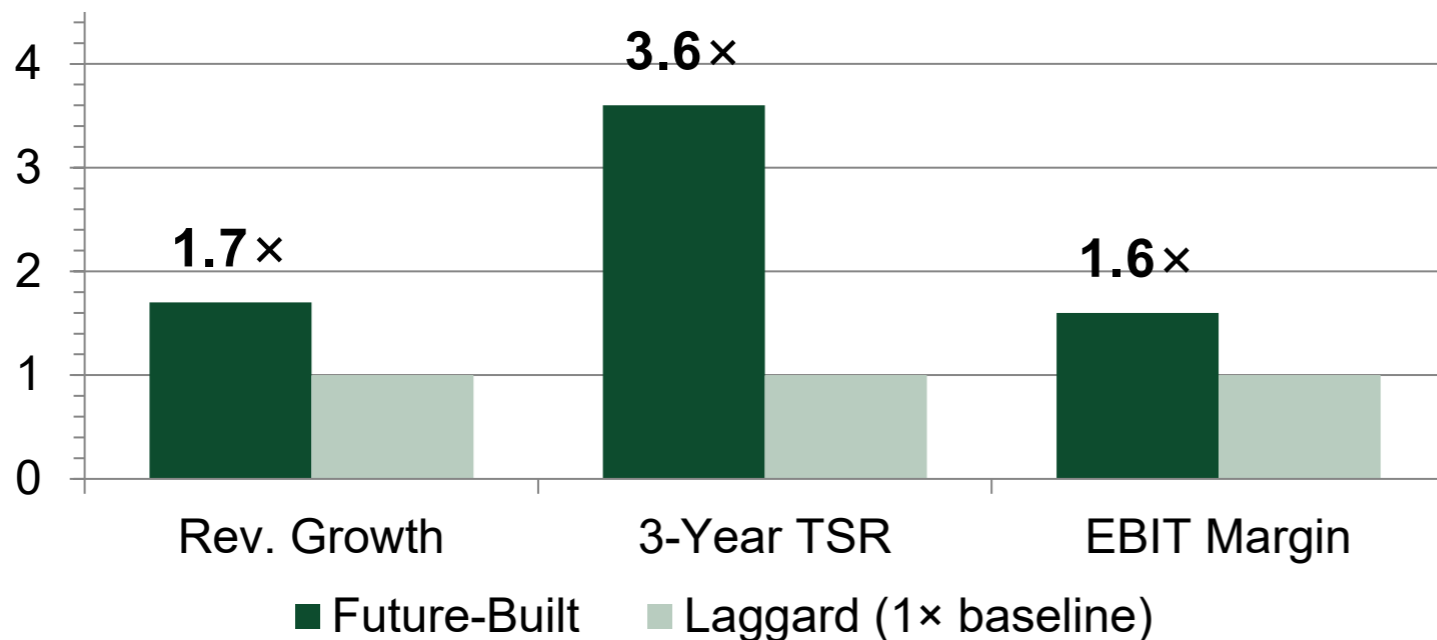
Two studies. Different methods. Same answer. The 82-point gap is not a technology problem. It is a workflow problem. That distinction changes everything.

*Mythos Group Synthesis | McKinsey State of AI 2025 (n=1,993, 105 countries) | MIT NANDA, The GenAI Divide: State of AI in Business 2025*



# Every Quarter You Wait, It Compounds

THE MATH NO LONGER FAVORS WAITING



*EBIT = Earnings Before Interest and Taxes; TSR = Total Shareholder Return*

Future-built firms spend 64% more of their IT budget on AI and reinvest each gain into the next advantage. They represent only 5% of the market. Laggards represent 60%.

The math no longer favors patience.

## OUR PERSPECTIVE

The 3.6x TSR gap is not a forecast. It is a current reading. The compounding began years ago for those who moved first.

Mythos Group Synthesis | BCG The Widening AI Value Gap: Build for the Future 2025



# The Pilot Always Works. The Scale Seldom Does.

95% OF AI PILOTS PRODUCE NO MEASURABLE BOTTOM-LINE IMPACT

# 95%

of AI pilots have no measurable P&L impact

## The model is not the barrier.

The pilot worked because conditions were controlled. The enterprise did not cooperate — legacy systems, siloed data, resistant workflows. Same model. Different outcome.

## Task wins don't cross silos.

Function-level ROI is real — engineering sees 10–20% cost reduction, marketing 10–15% uplift. But only 39% report any enterprise EBIT impact. Functions don't self-organize into transformation.

## The workflow was never redesigned.

MIT 2025: Most fail due to brittle workflows, lack of contextual learning, and misalignment with day-to-day operations. The barrier is always the process — not the model.

## OUR PERSPECTIVE

The strategic question is not whether your organization uses AI. It is which tier you choose to join — and whether you still have time to make that choice.

Mythos Group Synthesis | MIT NANDA, The GenAI Divide: State of AI in Business 2025

