



How to generate value for your organization using AI

Cadran Analytics

30-09-2025

Here with you today

Team introduction

Who are you?



Pim Dröge
Data Scientist

- Over 5 years of experience in data analysis, modelling, and applying AI methods to real-world challenges
- Experienced in designing and implementing data-driven solutions, bridging technical architecture and business needs
- BSc and MSc in Astronomy & Data Science and a BSc in Physics (Leiden University)

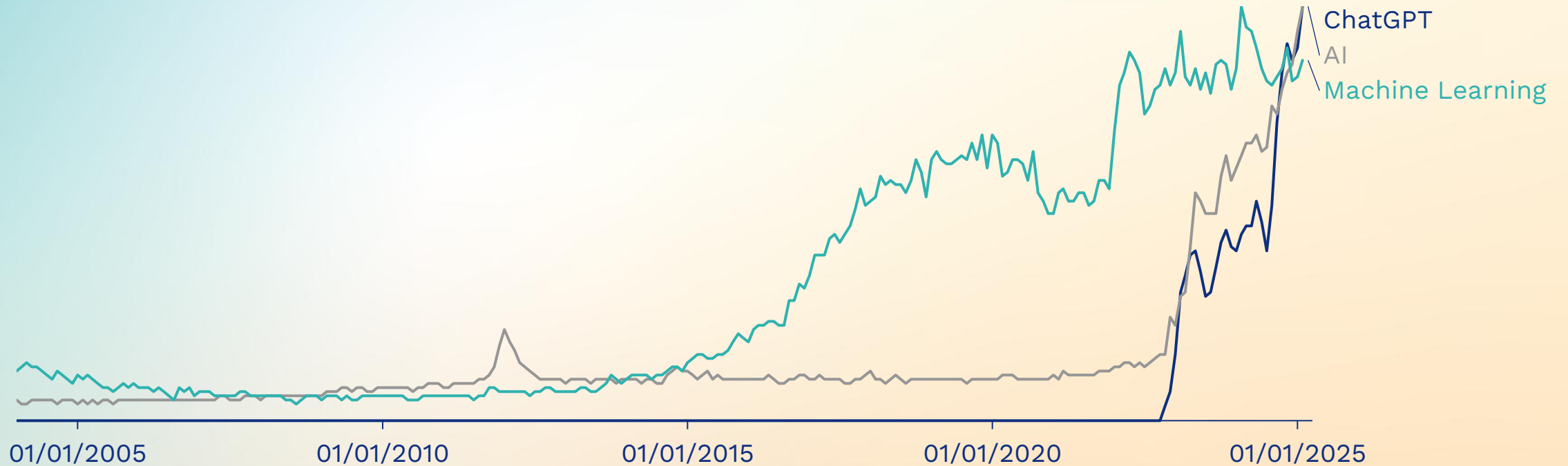


Daniel Smith
Delivery Manager

- Over 6 years of experience in analytics and AI
- Expert on business model design
- BSc and MSc in physical chemistry (Utrecht University) and MSc in financial management (Nyenrode Business University)

The AI-hype is real

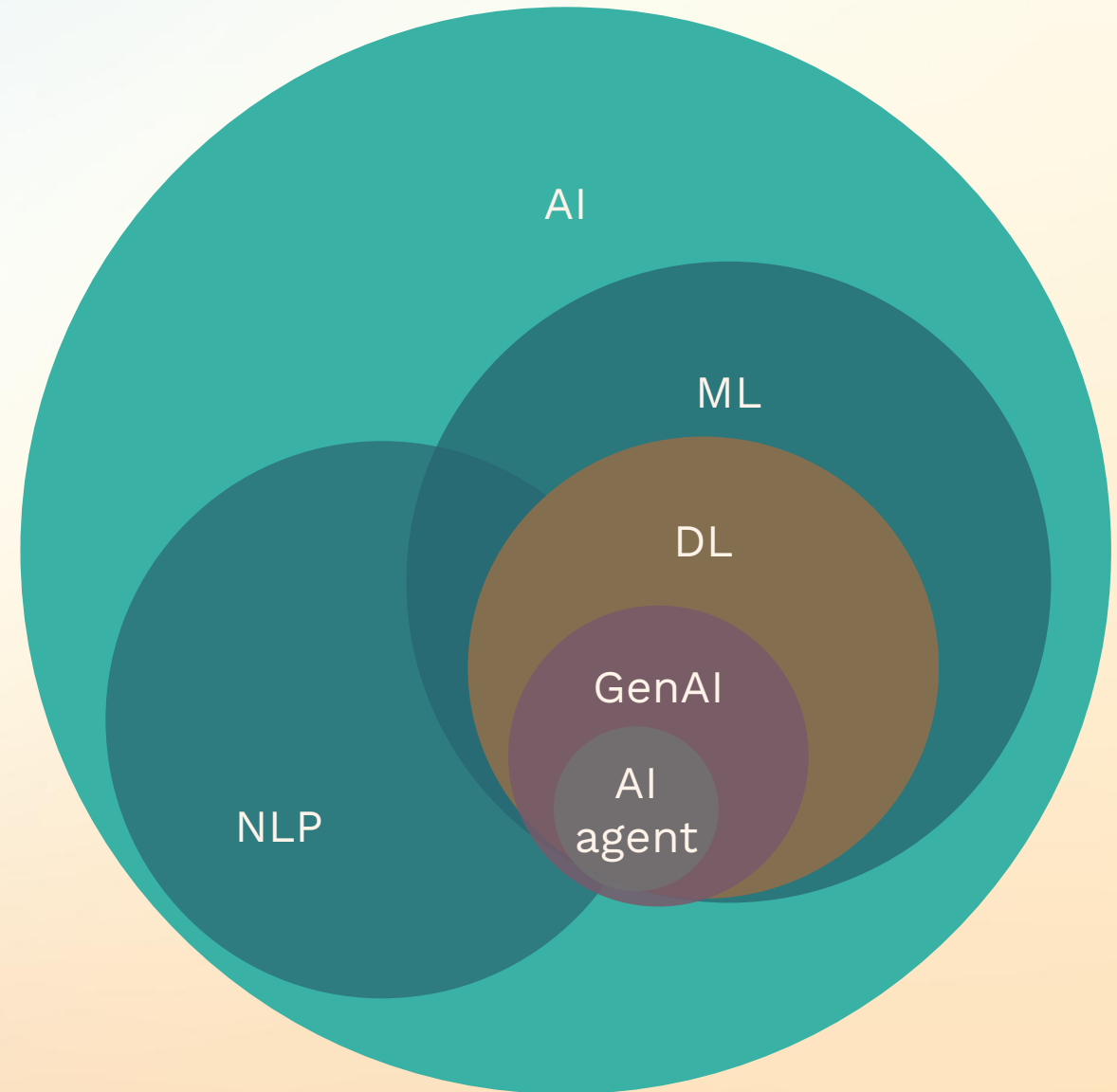
Search frequency AI-related terms



But what are we talking about?

Frequently used terms

- **Artificial Intelligence (AI):**
 - Solving problems using a machine
- **Machine Learning (ML):**
 - Advanced algorithms and pattern recognition
- **Deep Learning (DL):**
 - Neural networks that utilize large data to recognize complex patterns
- **Generative AI (GenAI):**
 - Generates new content based on input
- **Natural Language Processing (NLP):**
 - Technology to translate human language to systems
- **AI Agent**
 - Bot that is trained to execute a specific task (e.g. chatbot)



Ok, cool? But why should I bother?

The value of AI

AI-leaders have on average¹...

50%

More revenue growth

40%

More ROIC

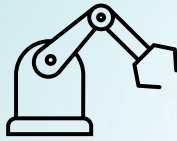
60%

Higher valuations

1) <https://www.bcg.com/press/24october2024-ai-adoption-in-2024-74-of-companies-struggle-to-achieve-and-scale-value>

Three key value drivers generate this value

Value drivers of AI



Automation and
optimization



New products and
business models



New insights from
data

AI can help you to navigate today's challenges

Typical challenges	Automation and optimization	New products and business models	New insights from data
Supply chain disruptions	Optimizing for bottlenecks and inventory levels	Advising on substitutes if disruptions occurs	Determining value pools (e.g. commercial excellence)
Labor shortages	Advanced automation using AI agents	Upskilling of new employees increasing productivity	Predictive maintenance
Rising energy prices & decarbonization	Optimizing production for energy prices and/or emissions	Suggesting products based on footprint	Identifying product footprints
Data fundamentals & digitization	Combining OT and IT	Digital Twin and Simulation Marketplace	Identifying data workflows and usage
Working capital management	Cash flow management based on demand and stock planning	Innovative finance constructions of e.g. inventory	Predicting payment behavior

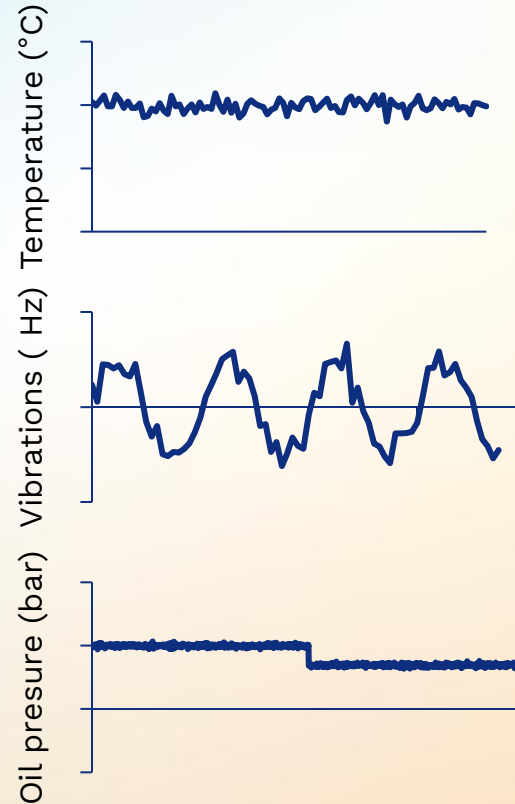
You can combine OT and IT to integrate predictive maintenance in your workflow

Example: Predictive Maintenance

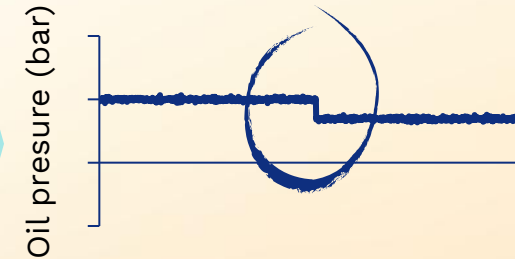
Production lines are operating



... OT data is continuously monitored...



... anomalies are detected...



...work orders are generated to change items



However, it's not straightforward to generate value

The challenge is clear

90

AI apps were produced per day in 2023 in Snowflake¹

54%

Of AI models reach production²

20–30%

Of AI models generate value³

1) <https://www.intelligentcio.com/me/2024/03/22/new-snowflake-report-unveils-average-of-90-ai-apps-built-per-day-in-2023/>; 2) <https://venturebeat.com/ai/new-gartner-survey-only-half-of-ai-models-make-it-into-production/>; 3) <https://www.mckinsey.com/capabilities/quantumblack/our-insights/the-state-of-ai-in-2023-generative-AIs-breakout-year>

You have to follow a disciplined approach to capture the value

Cadran's approach to AI

1

Are you ready for AI? Meet the requirements!

2

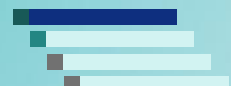
Determine where to start in your organization
by applying a benefit assessment

3

Follow a phased and structured approach
developing AI-models

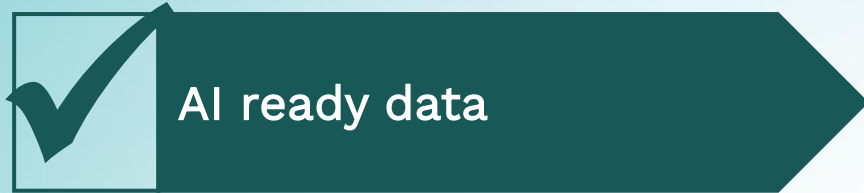
4

Scale use cases and lessons learned. And
formalize AI within your organization.



The basis needs to be in order before you start with a serious roll out

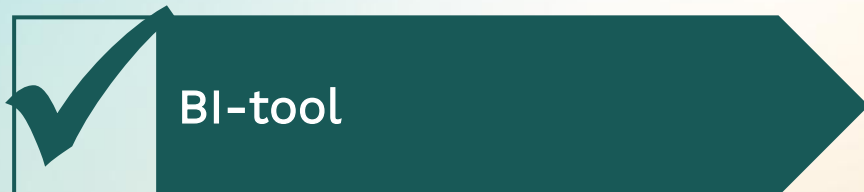
Prerequisites for AI



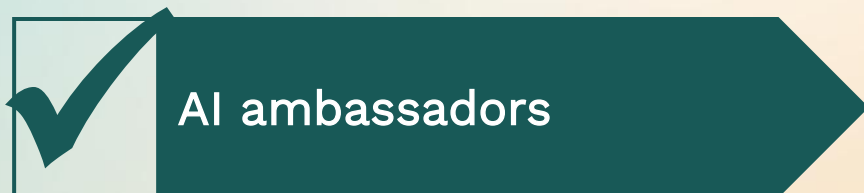
- Correct data formats (business ready data)
- Enough data to train your models
- Relevant data connections (how is your data related with each other)



- Technology (e.g. Databricks or Snowflake) to do MLops
- Computing power (cloud based) to generate outcomes in a meaningful time period



- To explore your data a priori
- To understand outcomes / predictions



- Internal ambassadors with time and top management support to experiment
- Ambassadors act as lighthouse to other colleagues

Getting AI-ready data takes time

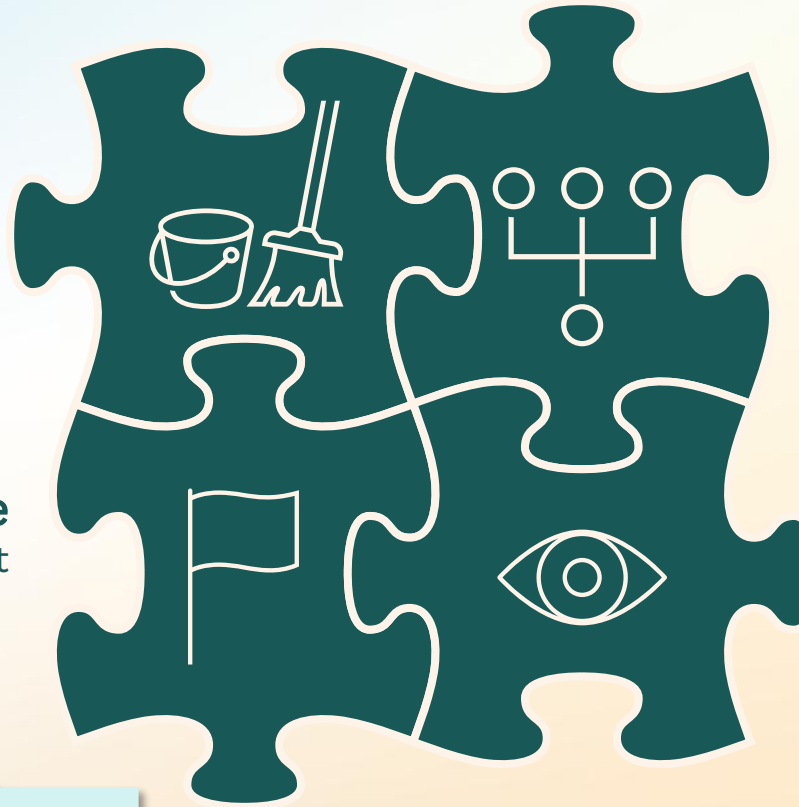
Characteristics of good data

Properly cleaned up

e.g. from Julian to Gregorian date

Automated checks in place

e.g. automatic flags if data is not correct



Correctly connected

e.g. connecting master data with sales orders

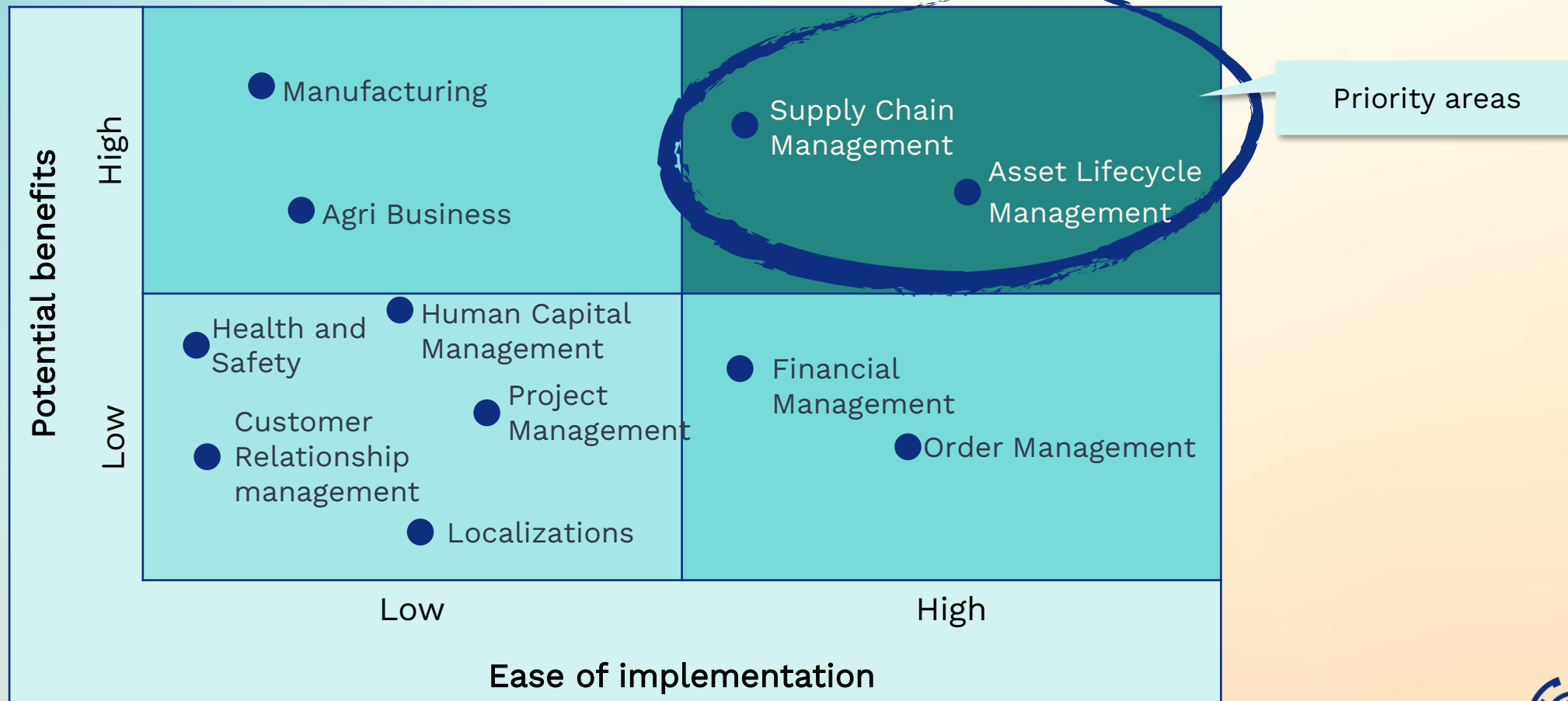
For your eyes only

e.g. only Finance can look at P&L

We offer Analytics4JDE. A solution that saves you the hassle from doing this all yourself. Saving >250 development days.

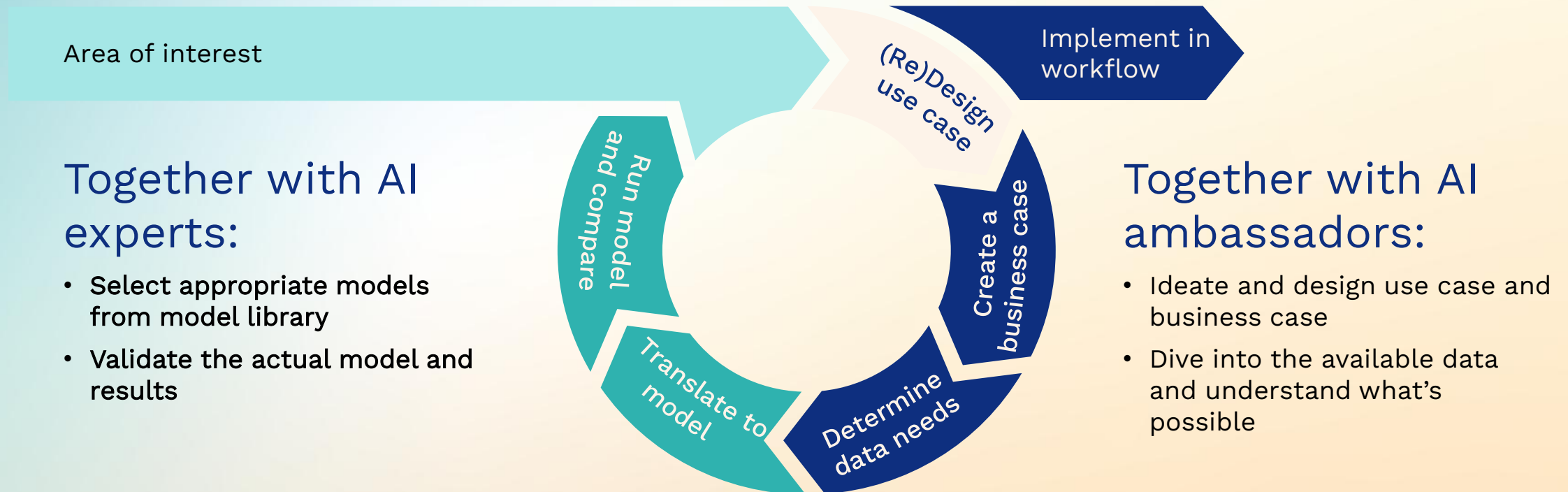
Starting of with a benefit assessment helps to bring focus

Example of a benefit assessment



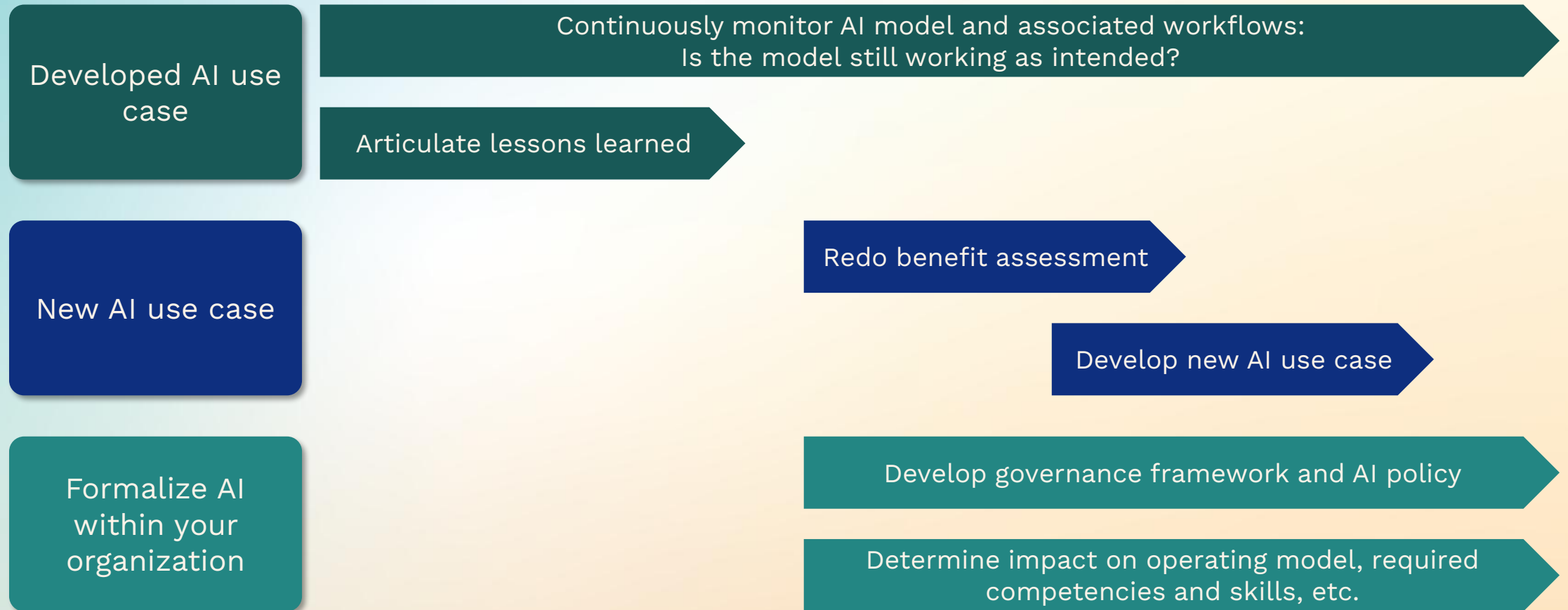
You have to follow an iterative approach to implement and scale AI

Iterative approach





Congratz! You developed your first AI use case. Now it's time to scale and embed AI in your organization



How we can accelerate your AI-journey

AI readiness assessment

- For if you have no idea where to start
- Within one day we scan your situation
- You receive a report detailing which steps to take to make the first AI step

Configuring the basics

- For if you already know one (or more) requirements need to be met
- We offer:
 - AI-ready data (Analytics4JDE)
 - AI-ready BI tool (usually combined with Analytics4JDE)
 - AI-ready infrastructure (our Azure Databricks platform)

Proof of Concept

- For if you meet the AI-requirements and want to develop use cases
- We offer:
 - Ideation / workshops for use cases
 - Developing one (or more) models to testable AI use cases

Want to know more?

Reach out to Daniel Smith:

- LinkedIn
- Schedule a call – and select the JDE Nordics option
- Or send an email to dsm@cadran.nl



The end

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