RN SPEAKER ONE-SHEET

# Ranjit Nethi

Leads AI and data for commercial operations at a global industrial manufacturer, across marketing, sales, pricing and quoting. Kellogg Executive MBA · MS, Computer Science.




## Enterprise AI doesn't fail on models. It fails on operating models.

### ABOUT

Ranjit works at the intersection of business strategy, technology and finance. His teams operate as forward-deployed data and AI engineers embedded with commercial functions, building on governed data products and answering to a Value Council that books benefits only after finance validates them.

He writes and speaks on AI value engineering, evaluation as an executive skill, agentic AI governance and commercial AI for B2B industrials, and is developing a book, *From Pilot to P&L*.

### SIGNATURE FRAMEWORK · THE VALUE CHAIN OF CUSTODY

| | | |
|---|---|---|
| 01 | **Job** | Whose job changes, signed by the business |
| 02 | **Workflow** | The decision that changes, with a baseline |
| 03 | **System** | Where the change lands and is observed |
| 04 | **Ledger** | The real financial line it moves |
| 05 | **Signature** | Finance validates; a Value Council books it |

> **No baseline, no benefit. No signature, no claim.**

### FORMATS

Keynote · Panel · Fireside · Leadership session · Podcast · Roundtable

### SIGNATURE TALKS

**From Pilot to P&L: The Operating Model for AI That Finance Will Sign**
Why so few enterprises report material AI value, and the five-link chain that turns a pilot into a number a CFO will sign.

**The Exit Gate: Why AI Portfolios Need a Back Door**
Stop rules, exit conditions, and why defunding a use case does not retract its benefit.

**Evaluations Are an Executive Skill**
What leaders should ask before buying, shipping or scaling AI: golden datasets, rater agreement, cost per resolved task.

**Commercial AI for B2B Industrials**
Pricing, quoting, sales and marketing: where industrial AI value is most measurable, and how to prove margin impact.

**Forward-Deployed: Designing AI Teams for Flow**
Pods, platforms, decision rights for agents, and why handoffs per use case predict delivery better than headcount.

### WHAT ORGANIZERS CAN EXPECT

- A preparation call to tailor content to the room
- Generalized operating examples, never a product pitch
- One framework and one rule the audience remembers

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