

THE AI & INFRA INFLECTION SHOW

SEGMENT 03 EPISODE

Financial Case of AI Infrastructures

2 MIN READ · SUMMARY OF A 15-MINUTE CONVERSATION



Rajaneesh Kurup

Ng Ling Kok

The bigger picture

In Segment 3 of The AI & Infra Inflection Show, Rajaneesh Kurup of Equinix and Ng Ling Kok of Orange Business unpack the financial case for AI infrastructure, from consumption models and hidden costs to resilience and ROI.

Changing the CFO Conversation (The ROI Case)

AI spend becomes easier to justify when the conversation moves from adoption to what the investment is actually producing

- **AI adoption is not the return:** Usage matters less than whether revenue or profitability improves
- **Existing spend can create room:** Network optimisation is cited at 60–70% savings, which can be redirected into AI
- **Business outcomes shape the case:** Revenue growth, profitability and customer impact determine which use cases matter most

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Global Resilience (The Continuity Shift)

The focus is shifting from recovering after disruption to keeping business operations running with as little impact as possible

- **Recovery → continuity:** The goal shifts from restoring systems to keeping the business running
- **Scalability matters:** Networks need to adapt when demand or access patterns change suddenly
- **COVID as an example:** Networks designed mainly for office access struggled when employees suddenly had to work remotely

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Measuring Infrastructure ROI (The Business Return)

The return becomes clearer when it is measured at three levels:

- **Efficiency:** Egress cost as % of total AI spend
- **Performance:** Better latency, throughput and workflow completion
- **Business outcomes:** Customer service cost reduction, revenue from new AI-enabled products, operational efficiency in manufacturing

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