MALA TECHNOLOGY ADVISORS

Independent Technology Guidance. Market Intelligence. Better Decisions.

AI · SOLUTION DATA SHEET

AI Strategy, Not Hype.

Organizations are scaling AI faster than they can govern it. Infrastructure gets bought under pressure before success is defined, and unsanctioned AI is already running in most businesses. MALA helps you decide what to build, buy and govern, with no platform to sell.

AI Strategy + AI Governance + Shadow AI + Sovereign AI + Workflow Automation

THE CHALLENGE

Most AI stalls between pilot and production.

Mismatched compute

Idle GPUs burning budget, or production starved for capacity.

Shadow AI

Unsanctioned tools inside licensed software and browsers.

Governance lag

Production AI without model risk, lineage or access controls.

Data control

Contracts that let vendors train on your data.

OUR APPROACH

From pilot to production, with cost checkpoints.

01 **Inventory**
Find the AI already in use, sanctioned or not.

02 **Assess**
Separate training, fine-tuning and inference needs.

03 **Decide**
Build vs. buy vs. cloud vs. sovereign.

04 **Govern**
Align to NIST AI RMF, the EU AI Act and sector rules.

05 **Scale**
Phase the roadmap with cost checkpoints.

The pilot-to-production gap is almost always an infrastructure gap, not a model limitation.

WHERE MALA HELPS

Right-sized, governed and ready for production.

AI strategy
Use cases prioritized against business value and readiness.

AI infrastructure
Capacity and platform matched to real workloads.

AI governance
Model risk, data lineage and access controls.

Shadow AI
Inventory, data access mapping and remediation by exposure.

Sovereign AI
Data, model, compute and operational control evaluated.

Workflow automation
Automation and AI agents with managed identities.

Agents and machine identities need access governance too: they now vastly outnumber human users.

BY THE NUMBERS

Why this matters now.

1 in 5
organizations reported a breach caused by unsanctioned AI
IBM COST OF A DATA BREACH 2025

~$670K
added breach cost with heavy shadow-AI use
IBM COST OF A DATA BREACH 2025

37%
of organizations had policies to manage or detect AI use
IBM COST OF A DATA BREACH 2025

109:1
machine identities per human
PALO ALTO NETWORKS 2026

WHO IT'S FOR

Built for the people who own the decision.

CEO / Owner	A clear AI plan without building an in-house team.
CIO / CTO	Compute and platforms matched to actual workloads.
CISO / Risk	Shadow AI and agent access brought under control.
CFO	AI spend tied to cost checkpoints and real demand.
Regulated industries	Sovereignty and audit trails for regulated decisions.

THE MALA MODEL

Unbiased. Vendor-sponsored.

Our services are sponsored through strategic referral agreements with 430+ technology solutions providers, never billed to you. MALA is paid by the vendor only if you move forward with a vendor we recommend.

- **Unbiased recommendations**
  Providers within each category have similar compensation models, so your requirements drive the answer.
- **Paid only if you move forward**
  The selected vendor compensates MALA, and only when you choose a recommended vendor.
- **No obligation**
  You are never required to move forward with any recommended vendor.

COMMON QUESTIONS

What clients ask first.

Q Where should we start?
Usually with an inventory of the AI already in use, then a strategy that fits your data and risk.

Q What does sovereign AI mean for us?
Control over where data sits, who hosts the model, whose compute it runs on and what happens if the vendor relationship ends.

Q Why do AI pilots stall?
Pilot infrastructure rarely scales economically or operationally.

Q Do you sell an AI platform?
No. Recommendations are unbiased, and MALA is paid by the vendor only if you move forward.

ENGAGEMENT AT A GLANCE

Scope	Strategy, infrastructure, governance and shadow AI
Frameworks	NIST AI RMF, EU AI Act and sector regulators
Deliverable	Phased roadmap with cost checkpoints
Cost to you	None. Vendor-sponsored, no obligation

RELATED Data Cloud Cybersecurity

THE FIRST STEP

Get a vendor-neutral read on AI. No obligation.

Talk with a senior advisor about AI strategy, governance or infrastructure. No obligation, no cost to you regardless of outcome.

Vendor-sponsored: MALA is paid by the vendor only if you move forward with a recommended vendor. No obligation to do so.

Let's simplify your next technology decision. Talk to an advisor.

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