Gartner for Startup Tech CEOs

Accelerating AI-Driven Innovation in Higher Education

Company Name: N2N Services Inc.
Industry: Higher Education
Revenue: -
Employees: 5,001-10,000

Mission-critical priority

Kiran Kodithala, Founder and CEO at N2N Services Inc., sought support from Gartner as the client integrated AI across their product line to better serve higher education and launch innovative solutions like Lightleap AI and a fraud detection platform. The client worked with Gartner to identify emerging technologies, refine product strategies, and accelerate time-to-market by leveraging expert guidance and industry insights.

How Gartner helped

The client used:

- **Analyst guidance and market insights** to evaluate LLM technologies and software for new AI product development.
- **Product recommendations** and solution briefs to enhance fraud detection capabilities with device metadata integration.
- **Advisory sessions** to refine buyer personas, accelerate go-to-market strategies, and foster industry collaboration.

Outcome

With support from Gartner for Startup Tech CEOs, the client:

- **Accelerated** product development and launch by leveraging Gartner's expert guidance on AI technologies and market trends.
- **Enhanced** fraud detection capabilities through Gartner's recommendations for device metadata solutions.
- **Improved** strategic decision-making and efficiency by accessing Gartner's advisory support and industry insights.

"Gartner analysts guided us to innovative products we didn't even know existed, making our team more efficient and saving us valuable time as we launched new AI-driven platforms." - **Kiran Kodithala**, *CEO and Founder of N2N Services, Inc.*

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