

pAIinless AI adoption

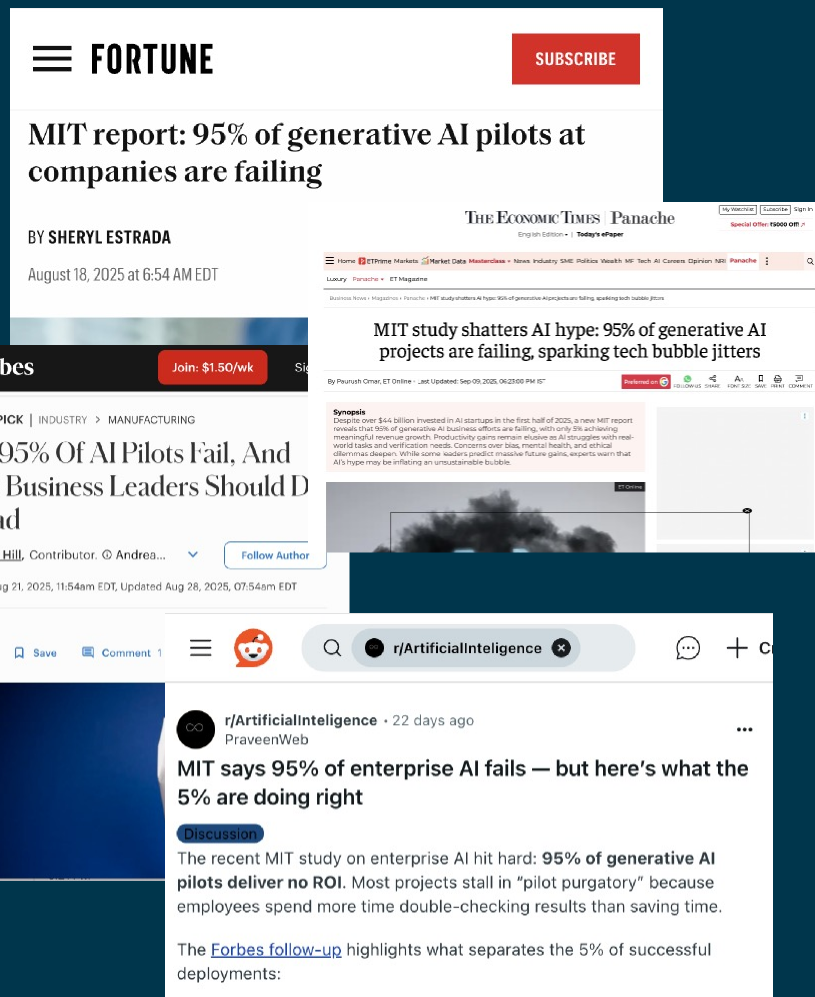
AI makes things really easy until it doesn't

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THE STATE OF ENTERPRISE AI ADOPTION

95% of AI projects fail

Defined as unsuccessfully going from pilot to production



In practice, three types of adopters

General AI

Buy everyone chatgpt, hope for the best

Vertical AI

Replace a design or accounting team with a few tools, black box

AI Paralysis

Stuck with a mis-match of IT & processes, unsure outcomes

can be company wide or team-specific

WHY THIS MATTERS NOW

Competitive Advantage

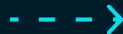
Customers care about faster response, fewer errors and better service

Operational Resilience

Incremental adopters integrate new AI capabilities faster

Employee Retention

Talent seeks companies that aren't stuck in the stone age



IN PRACTICE

AI for underwriting can approve a small business loan that traditional underwriters would reject

Basic AI for invoice processing can quickly adopt advanced AI agents to can negotiate past due payments

Software engineer writing boilerplate code manually may jump to a company using AI development tools

Successful AI implementations may not start or end with AI

AI projects fail when they start with "How can we use AI?" vs. "What problems are we trying to solve?"



AI
- - - ->

Money

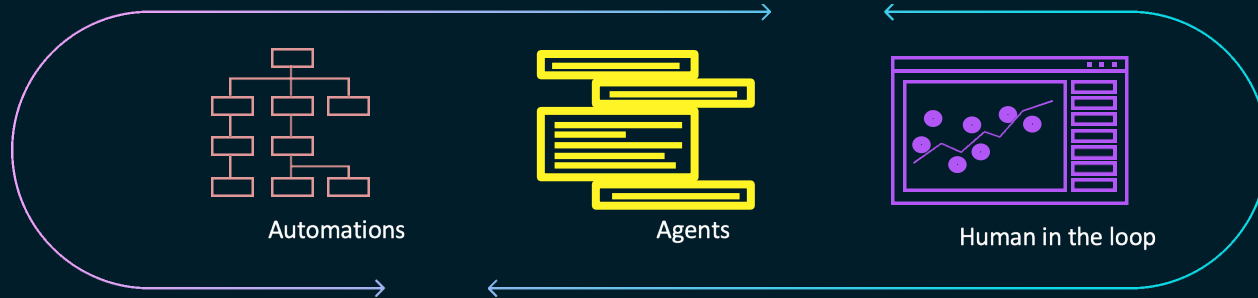
Insight

Speed

the tool not the solution

Successful AI != 100% AI

AI should be used in conjunction with automation and humans-in-the-loop



iGPS: AI-powered transformation in logistics

Tracking down missing pallets is a **key loss**

Suspicious forms are flagged and reviewed with UI

iGPS saves ~80hrs/mon, increases cash flow by ~2 days, and improves customer experience-- creating a competitive advantage in a fast growing industry

[illegible]

SUCCESS STORY

CarboNet: AI-powered transformation in manufacturing

Before



Hard to track invoicing across hundreds of vendors

Reviews took days with a complex matrix of approvers

After



Automation maps to appropriate reviewer

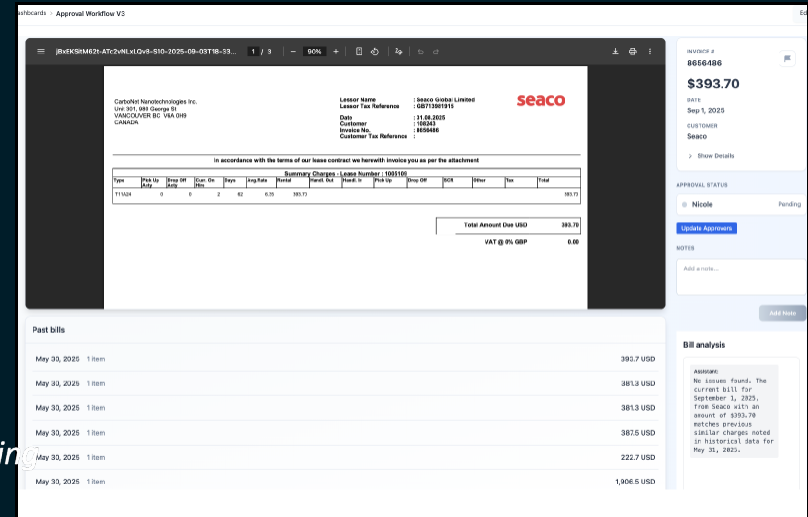


AI highlights deviations from vendor baseline



One-click review and full audit trail

CarboNet saves ~52hrs/week, processes invoices 8x faster, and gains instant responses to approval questions-- enabling the finance team to shift from administrative tasks to strategic analysis.




AGENDA

pAIinless AI Adoption

- 1. Pick one specific pain point**
- 2. Engage the actual end user**
- 3. Map their current workflow**
- 4. Choose the right tool for the job**


MYTH #1

 Start with processes that are already documented

 Start small and iterate

MYTH #2

 Look for “copy-and-paste” workflows

 Applications include PDFs, large amounts of data, etc.

MYTH #3




Success is measured in time saved



Business metrics (e.g. fewer returns, more sales)

MYTH #4

 Avoid people who don't want to adopt AI

 Lead with answers not AI

AI taking on multiple steps

AI moves from application to workflows

AI iteration speed becomes the competitive moat

Q&A