

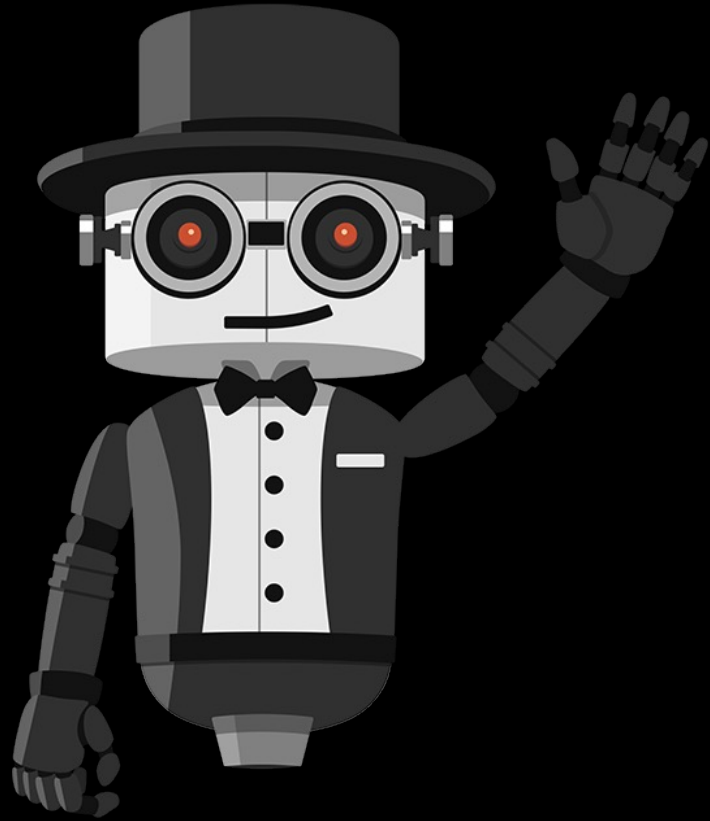
Are You Ready For AI?

Center Stage

3:00

Kevin Carney
Managing Partner
Kingsmen Software





Hello. KAI here again.

Has your organization had a strategic conversation about using Generative AI yet?

How will Generative AI impact your industry?

Is your organization ready to adopt/adapt?

Come learn the framework Kingsmen Software uses to assess an organization's readiness to tackle AI.

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AIEXPO
FUTURE WORLD

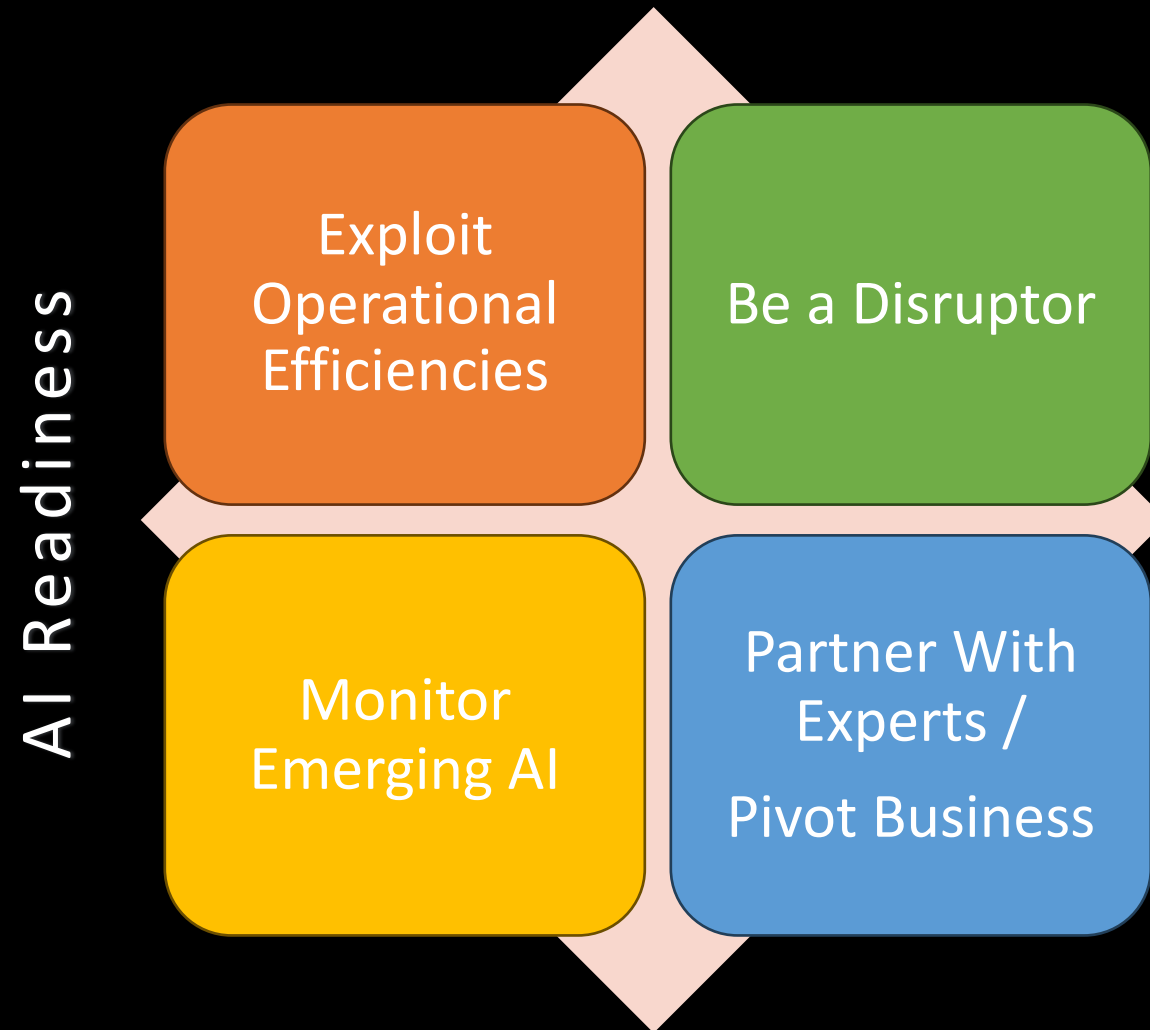


Kingsmen's AI Readiness Assessment



How Worried Should You Be?

Your organization's readiness is dependent upon your industry

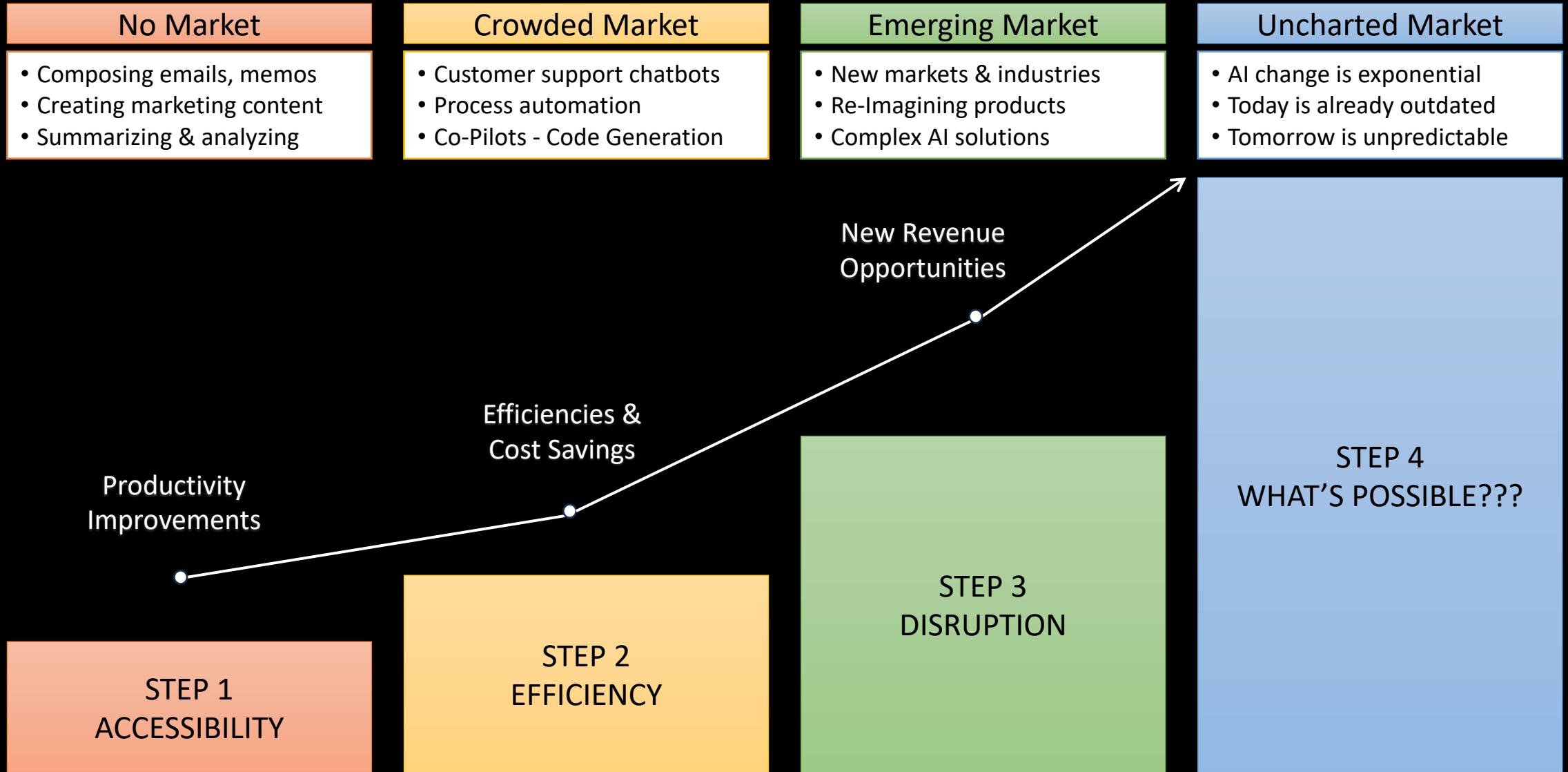


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Potential for AI Disruption

Where Is Your AI Mindset?

What level of AI are you considering?



Measuring Your AI Readiness

Kingsmen assesses companies across four key dimensions



AI Business Strategy

- Develop an understanding of how AI will impact your industry
- Identify areas where AI can provide value, optimized processes, and made data-driven decisions
- Continuously monitor and assess the competitive landscape to identify emerging AI trends and adapt the strategy accordingly to maintain a competitive edge
- Develop a comprehensive AI roadmap aligned with business objectives, clearly defining priorities, milestones, and resource allocation



AI Talent & Expertise

- Understand the capabilities of Generative AI (both business and technical)
- Foster hands-on experience in incorporating various Generative AI capabilities
- Plans for upskilling workforce
- Identify & hire external talent
- Partner with technology firms with AI expertise



AI Technology Adoption

- Experience in incorporating various Generative AI capabilities
- Establish AI Center of Excellence
- Create AI Sandbox environment for safe, quick prototyping
- Alignment between AI integration and the company's overall business strategy



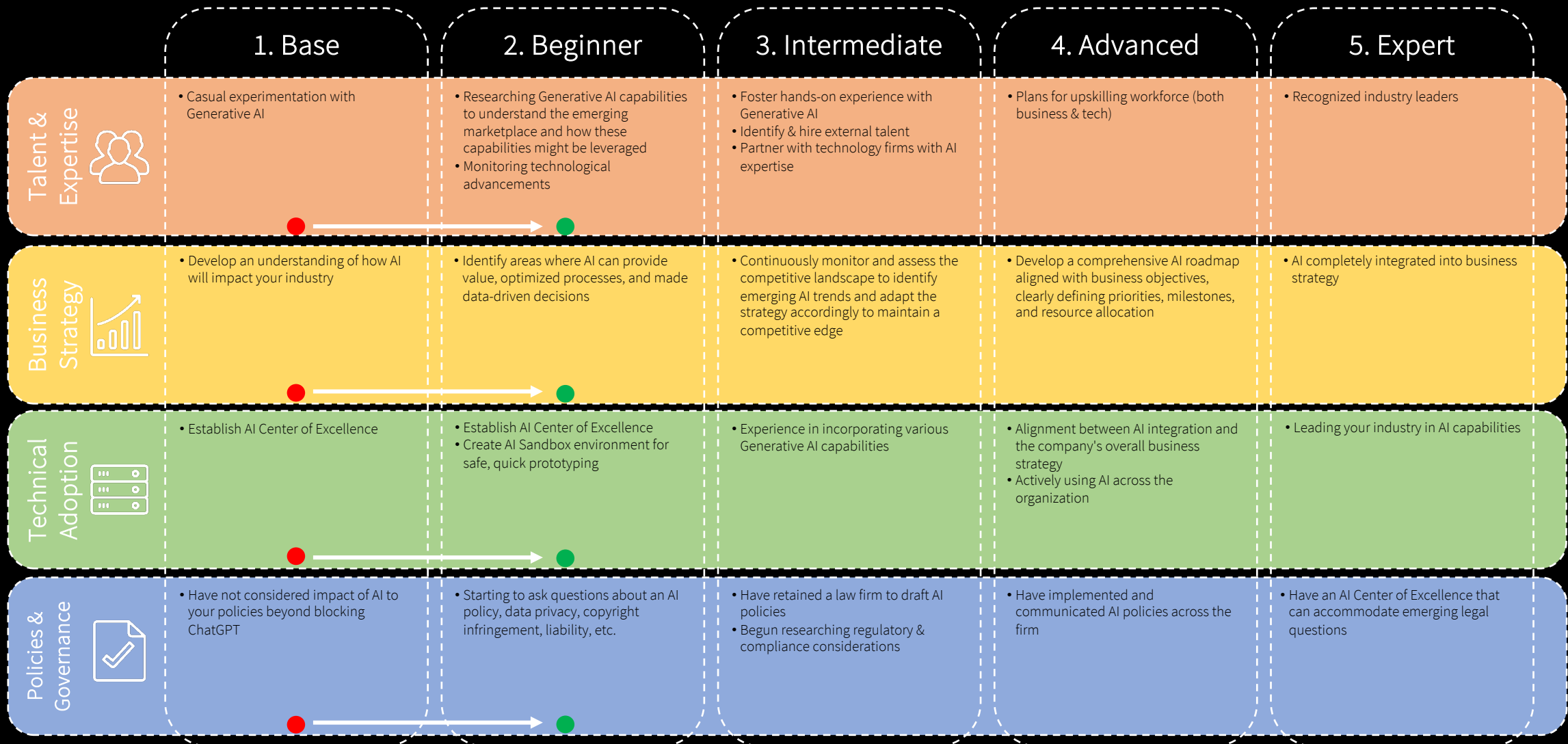
AI Policies & Governance

- Establish company-wide AI Policy
- Understand the technological considerations (data privacy, security, data governance)
- Understand the legal considerations (IP, copyright)
- Understand the regulatory considerations (bias)
- Understand the other risks (reputation)

AI Maturity Model

● Current
● Target

Where does your company stand in the AI Maturity spectrum?



Kingsmen's AI Assessment

A measured approach to assessing & recommending

Activities

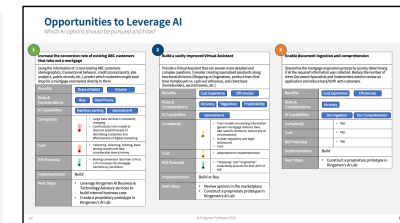
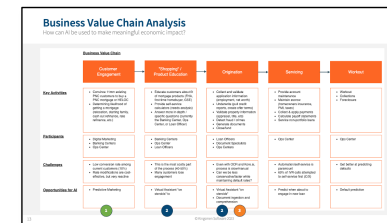
What we'll do

- **Kickoff Presentation & Discussion:**
 - Assessment overview
 - Generative AI level-set (presentation of AI 101 and discussion to clarify we are all speaking of the same thing)
- **Workshop:** Business overview & value-chain identification
- **Workshop:** How can AI be leveraged in non-value-add areas
 - Back Office
 - Customer Service
 - Marketing
 - Coding
- **Workshop:** How can AI be leveraged in value-add areas
- **Analysis:** Industry/Competitor Analysis

Outcomes

What we'll deliver

- **AI Maturity Assessment**
- **Industry/Competitor Analysis**
- **Opportunities to use AI**
 - Benefits of implementing (cost savings, revenue generation)
 - Cost to implement
 - Risks
 - Complexity to implement
 - How to implement (buy, build)
 - Product suggestions



- **Analysis:** Industry/Competitor Analysis
- **Workshop:** How can AI be leveraged in value-add

Thank You!

