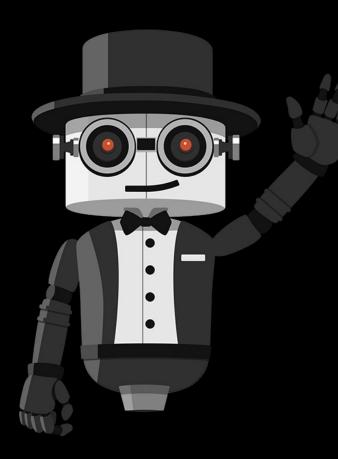


Are You Ready For AI? Center Stage 3:00



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.

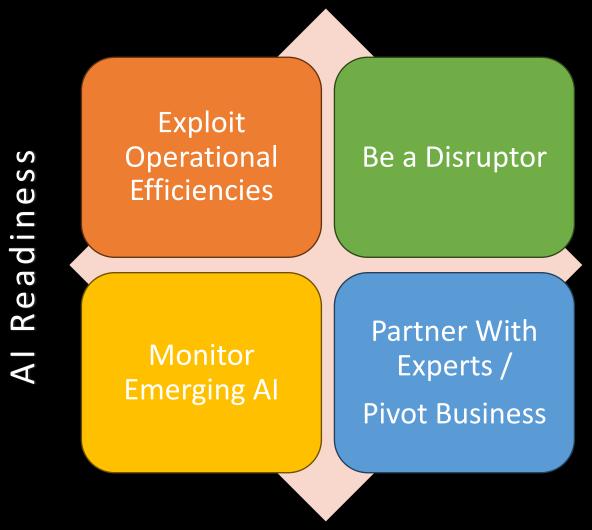


Kingsmen's Al Readiness Assessment



How Worried Should You Be?

Your organization's readiness is dependent upon your industry

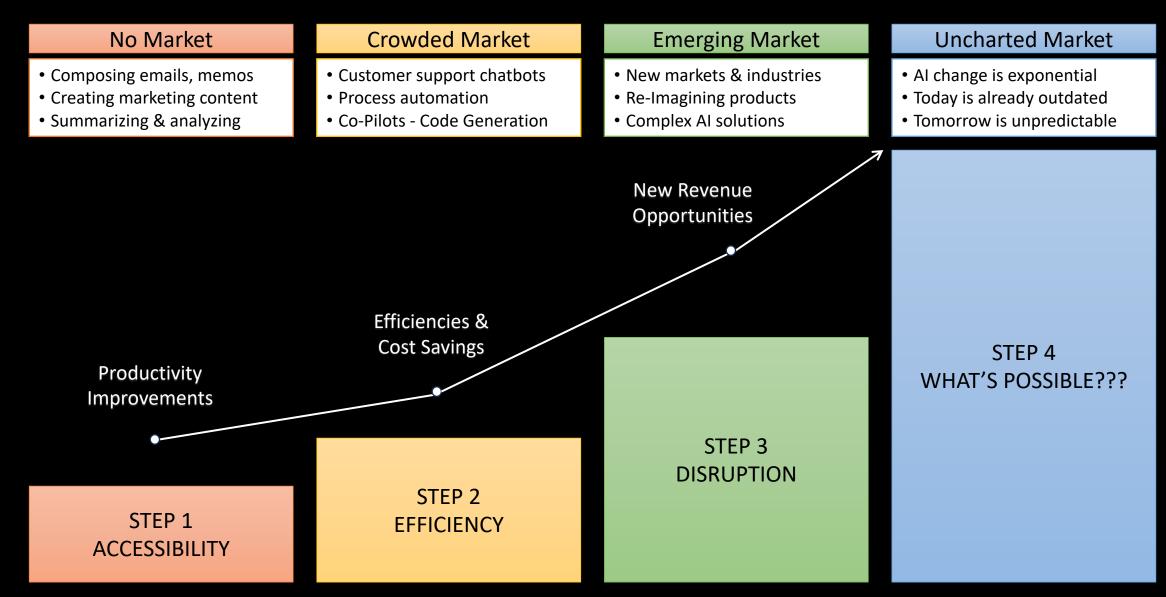




Potential for AI Disruption

Where Is Your Al Mindset?

What level of AI are you considering?



Measuring Your Al Readiness

Kingsmen assesses companies across four key dimensions

Al Business Strategy	Al Talent & Expertise
 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 	 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	Al Policies & Governance
 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 	 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)

Al Maturity Model Where does your company stand in the Al Maturity spectrum?



/ / 	1. Base	2. Beginner	3. Intermediate	4. Advanced	5. Expert
Lalent & Expertise	• Casual experimentation with Generative AI	 Researching Generative AI capabilities to understand the emerging marketplace and how these capabilities might be leveraged Monitoring technological advancements 	 Foster hands-on experience with Generative AI Identify & hire external talent Partner with technology firms with AI expertise 	• Plans for upskilling workforce (both business & tech)	• Recognized industry leaders
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	• Al completely integrated into business strategy
Adoption آ آ آ آ اواله	Establish AI Center of Excellence	 Establish AI Center of Excellence Create AI Sandbox environment for safe, quick prototyping 	• Experience in incorporating various Generative AI capabilities	 Alignment between AI integration and the company's overall business strategy Actively using AI across the organization 	• Leading your industry in AI capabilities
Folicies & Governance	• Have not considered impact of AI to your policies beyond blocking ChatGPT	• Starting to ask questions about an Al policy, data privacy, copyright infringement, liability, etc.	 Have retained a law firm to draft Al policies Begun researching regulatory & compliance considerations 	• Have implemented and communicated AI policies across the firm	• Have an AI Center of Excellence that can accommodate emerging legal questions

Kingsmen's Al 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

areas

 Workshop: How can AI be leveraged in value-add areas

workshop: How can Al be leveraged in value-add

- Analysis: Industry/Competitor Analysis
- Analysis: Industry/Competitor Analysis

Outcomes What we'll deliver

- **AI Maturity Assessment** ٠
- 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



