

# BRING YOUR OWN AI



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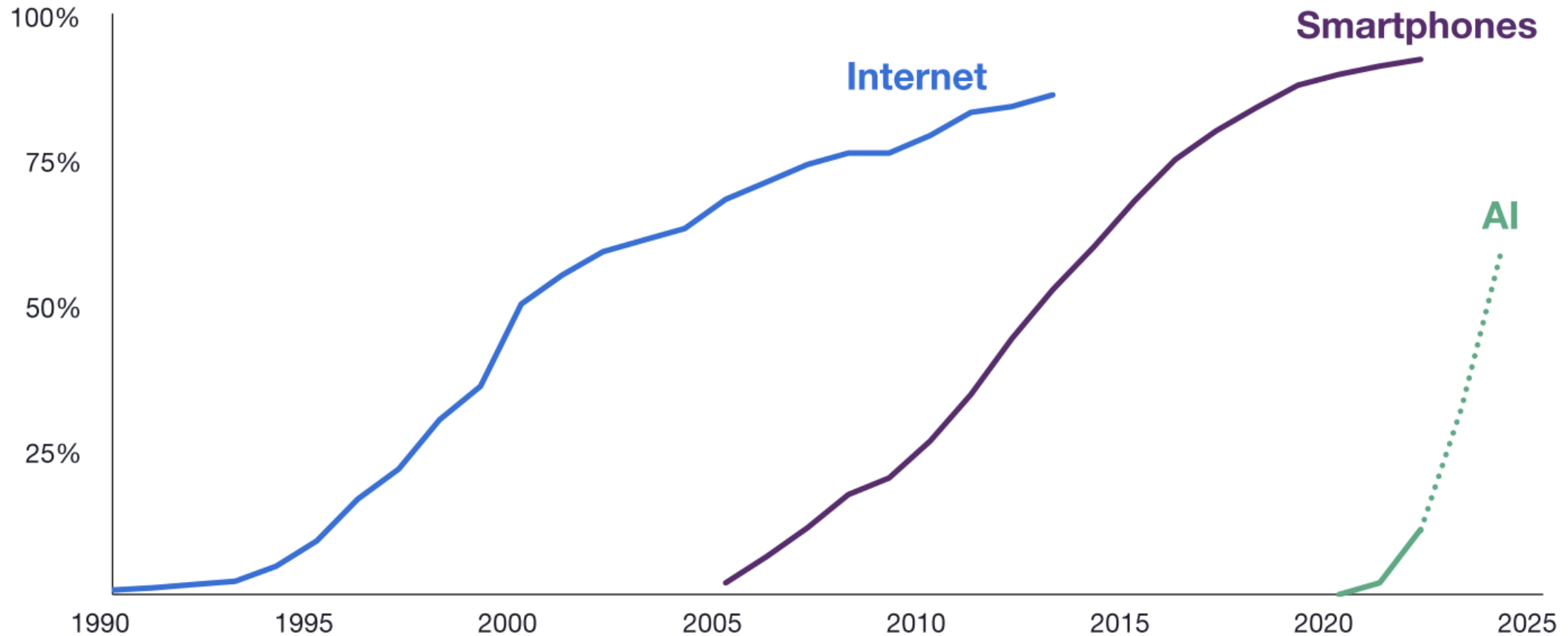


As AI-driven devices become commonplace in the workplace, how prepared is your organization to enable your teams to work alongside AI devices as a daily companion?



# We're at Day 1 of AI...and riding on top of past waves

→ % US Technology Adoption



# PROGRESS



**THE JOURNEY OF TRANSFORMATIVE  
TECHNOLOGIES IN THE WORKPLACE**







# DEVICES



**MEET SOME OF YOUR NEW AI COMPANIONS**









...ESSI/OPTICA Made in China

Ray-Ban

Ray-Ban

A man with dreadlocks is shown in profile, wearing Ray-Ban Meta smart glasses. He is in a living room with large windows and a drum set visible in the background. The lighting is warm and indoor.

THE NEXT GENERATION OF SMART GLASSES

Ray-Ban

| ∞ Meta

# ai pin

 hu.ma.ne





PLAUD









## 6. Key account workflow issues

- Key account workflows involve a long purchase cycle but are lucrative.
- There are 11 million possible permutations of part numbers for one series, making data management complex.
- Configuration tools do not integrate well with 3D model tools.
- Order management, delivery dates, and tracking information are important for key accounts.

## 7. Integration of 3D models and technical data

- The current system does not integrate well with 3D model tools.
- Best-in-class examples like Aegis provide a better user experience by integrating part numbers, lead times, prices, and technical data.

## 8. Search product tools

- Three OPCOs use Algolia, and one uses Hawk Search by BridgeLine.
- Search functionality is not prioritized across all OPCOs.

## 9. Preparation for the next meeting

- A high-level reference architecture and current state of data and front-end landscape documents are needed.
- A list of items and a small questionnaire will be sent to prepare for the next meeting.

## Action Items

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- Send a list of items and a small questionnaire to prepare for the next meeting. – [Dinesh] [Mike] [Vineet]
- Schedule a detailed half-day session early next week to discuss the identified problems and potential solutions. – [Santosh] [Hajime Sargu] 10 a.m.

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UE ROLL



ChatGPT

P

EFFECTIVE REACHOUT

60% REV # 20 WINS

Effective Communication

+ Win Rate

TODAY 40% WIN RATE

150K AVG DEAL SIZE

Maintain Healthy Active Pipeline

30K-50K Portfolio AV

DATA QUALITY

150 DEALS

50% TARGET WIN RATE

BDD + TEAM MINDSET

MORE OPPORTUNITIES

200 DEALS

Shorten Sales cycle

WIN RATE



4.3M Deals

More operational Complexities

\$250,000 + + AVG. 1 Year SALES CYCLE

Solid whale Pipeline

60% Current

Developer DIGGER

LEAD TIME WHALES

Lifestyle

Job small

70% WIN RATE CURRENT

DEVELOPER Control vs. Home runner

master & SUBS

2000 UNITS

Buyer Enablement

Better data

SELF Managed

LEAD TIME



The post-it notes from the "Win Bigger Deals" section of your workshop can be synthesized into the following key themes and strategies:

Pipeline & Deal Size:

- Emphasis on maintaining a solid whale pipeline, focusing on large, high-value deals.
- The goal of reaching \$3M in total deals is noted.
- A specific target of 2,000 units is mentioned, indicating the scale of the deals being pursued.

Increase Win Rate:

- A current win rate of 60% is mentioned, with the goal to maintain or increase this for larger deals.

Address Operational Complexities:

- There's an awareness of more operational complexities that come with bigger deals, indicating the need to manage and mitigate these challenges effectively.

Sales Cycle & Lead Time:

- The average sales cycle of 1+ year is noted, suggesting that winning bigger deals requires patience and long-term strategic planning.
- Lead time is also mentioned, reinforcing the importance of managing the timeline for these larger deals.

Client Segmentation:

- Several notes reference different types of clients or deal scenarios:
  - Developer control vs. Homeowner highlights the difference in approach depending on who controls the decision-making process.
  - Master & Subs possibly refers to larger deals involving multiple stakeholders or subcontractors.
  - Self-managed indicates a specific segment or type of deal.

Lifestyle & Buyer Enablement:

- Lifestyle and Buyer Enablement suggest that understanding the buyer's needs and enabling them to make informed decisions are critical components of closing bigger deals.

Data & Analytics:

- Data is referenced, implying the importance of using data to inform decisions and strategies when pursuing larger deals.

These themes indicate that winning bigger deals involves a focused approach on maintaining a pipeline of large opportunities, managing the complexities and extended timelines associated with these deals, and effectively segmenting clients to tailor strategies that resonate with their specific needs.

# NEXT



**TRANSFORMATIVE BUSINESS TOOLS**





Caught my Roommate using AI

## Copilot

Based on my experience as a consultant I would approach the healthcare project by first conducting a thorough analysis of the patient flow and operational processes within the hospital. This would involve identifying any bottlenecks or inefficiencies that may be causing long waiting times for patients. Once those areas are identified, I would then recommend changes and optimisations to improve patient care and reduce waiting times. This could include things like streamlining processes, improve resource allocation and implementing technology solutions where applicable. Ultimately the goal would be to provide the client with a comprehensive proposal that addresses their specific needs and helps them achieve their desired outcomes



**It's not always right**

**Could lead to intellectual laziness**

**You can't stop it**



