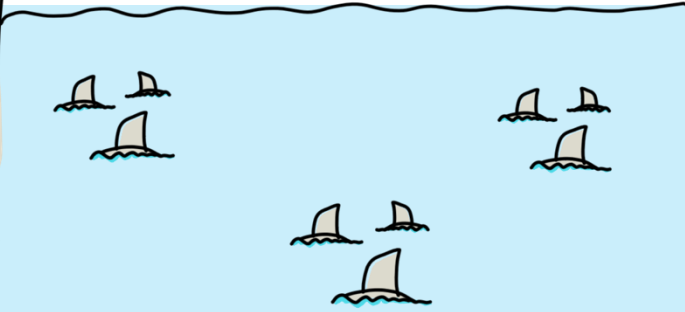
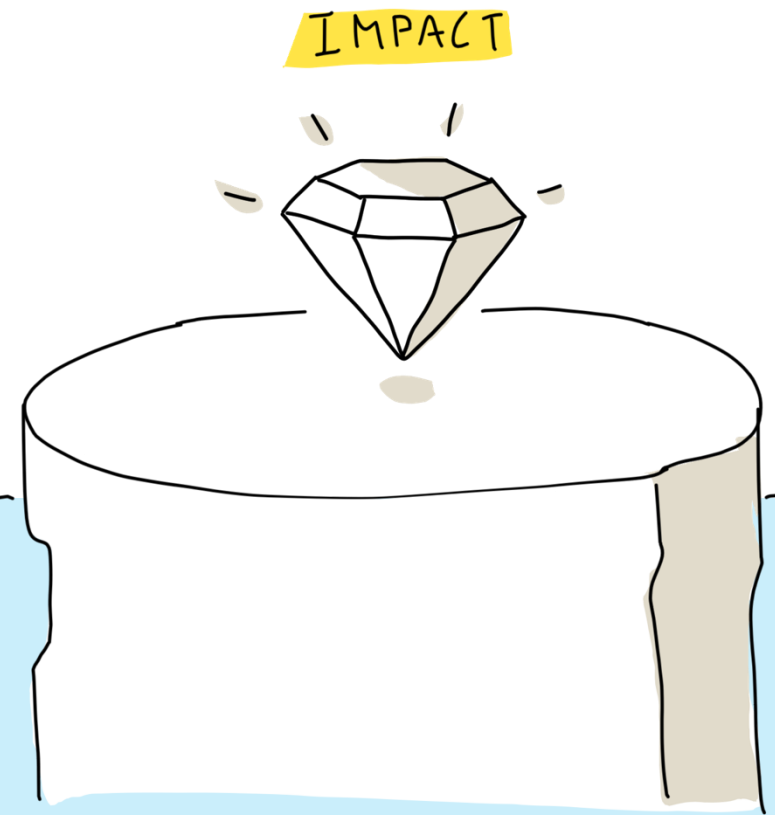
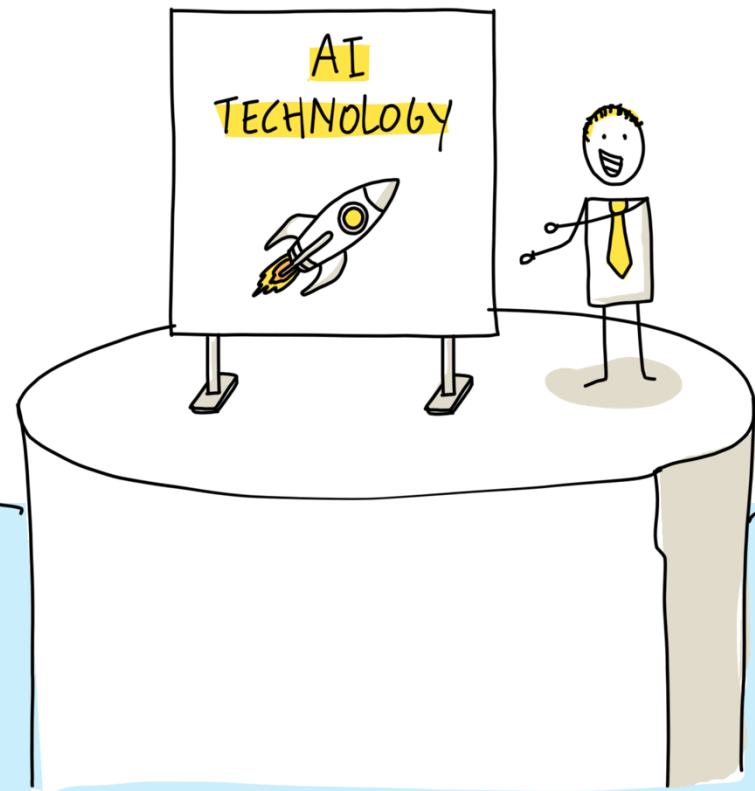


From Pilot to Impact: Building the Foundation for Enterprise AI Strategy

Jan Meskens

jan@sievax.be

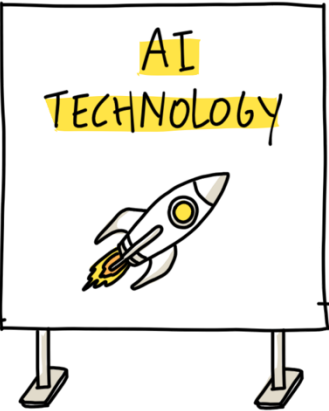
Beyond Data & AI NETWORK



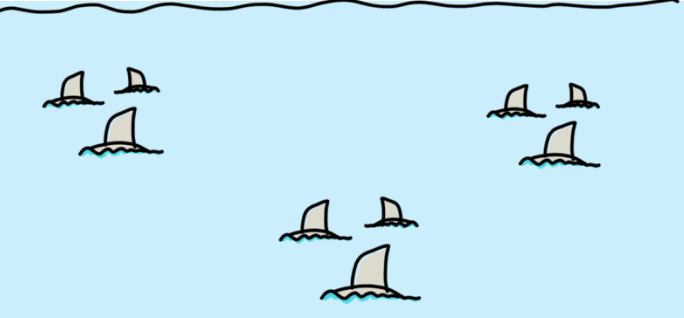
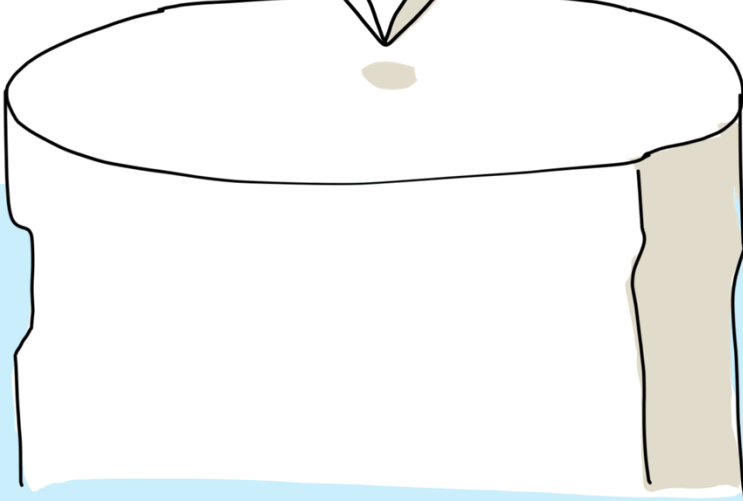
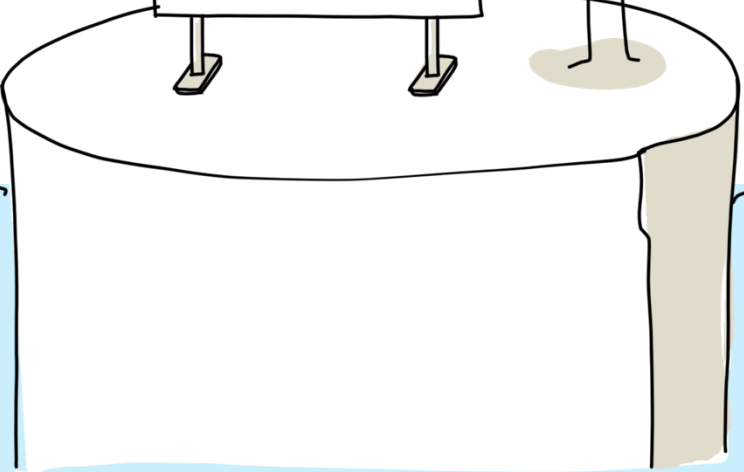
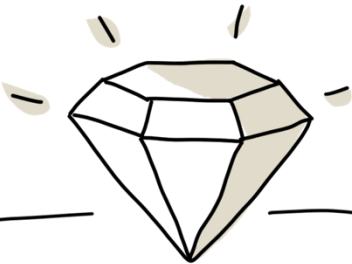


8%

Global AI Pulse,
April 2026, KPMG, n=2110

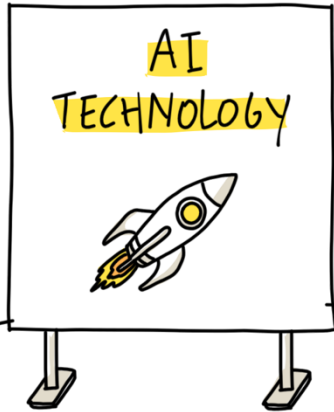


IMPACT

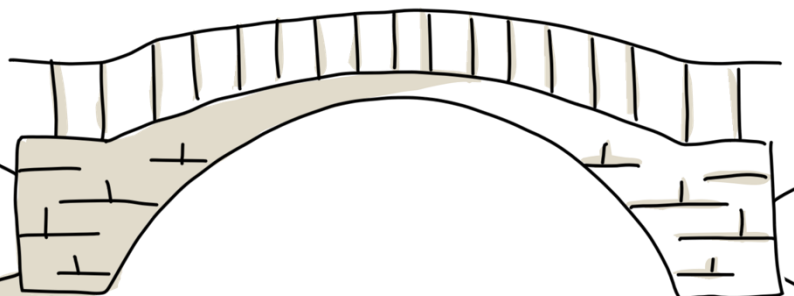




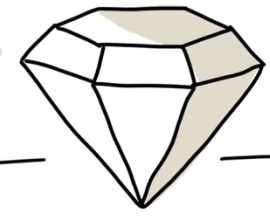
PART I



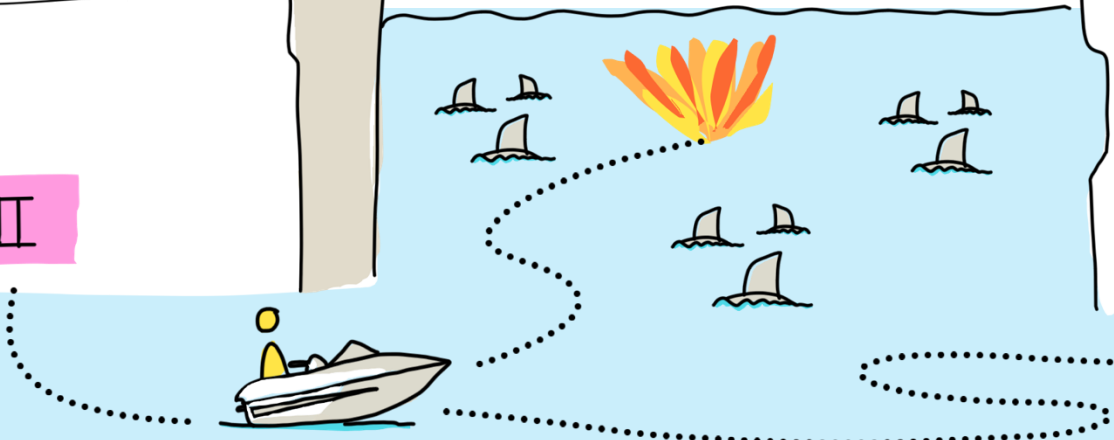
PART III



IMPACT

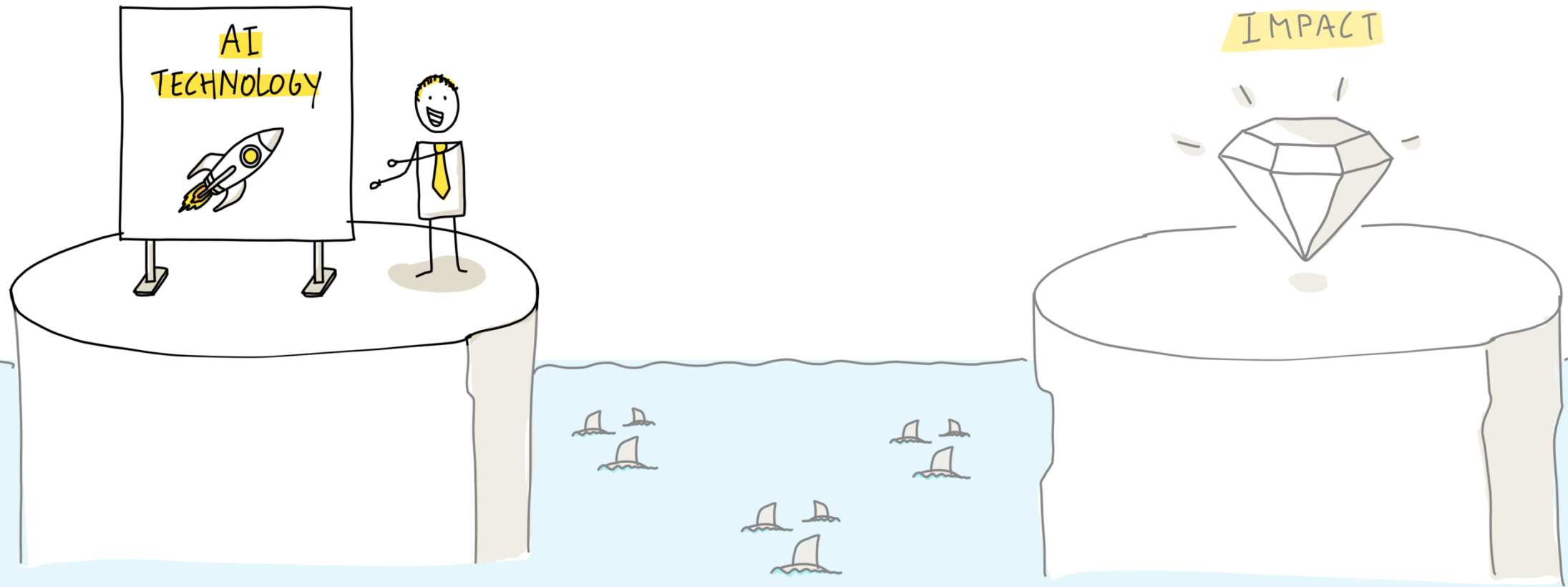


PART II





AI Technology = Powerful Commodity





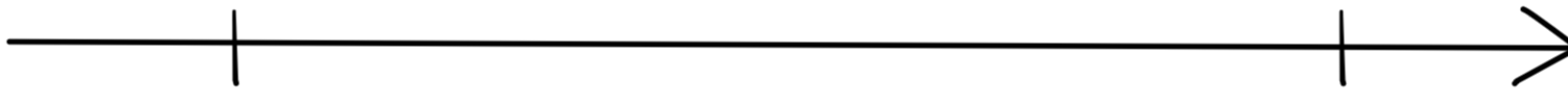
LET'S GO
10 YEARS

BACK IN TIME



2016

2026





0 3 1 9 7 5 7 7 m³

G4 RF1

T_m = -10°C...50°C
EN 1359:199
1 imp = 0,1 m³

Q_{max} 6 m³/h
Q_{min} 0,04 m³/h
DVGW-Reg.-Nr.: NG

V 2 dm³
p_{max} 0,1 bar
01BN0089

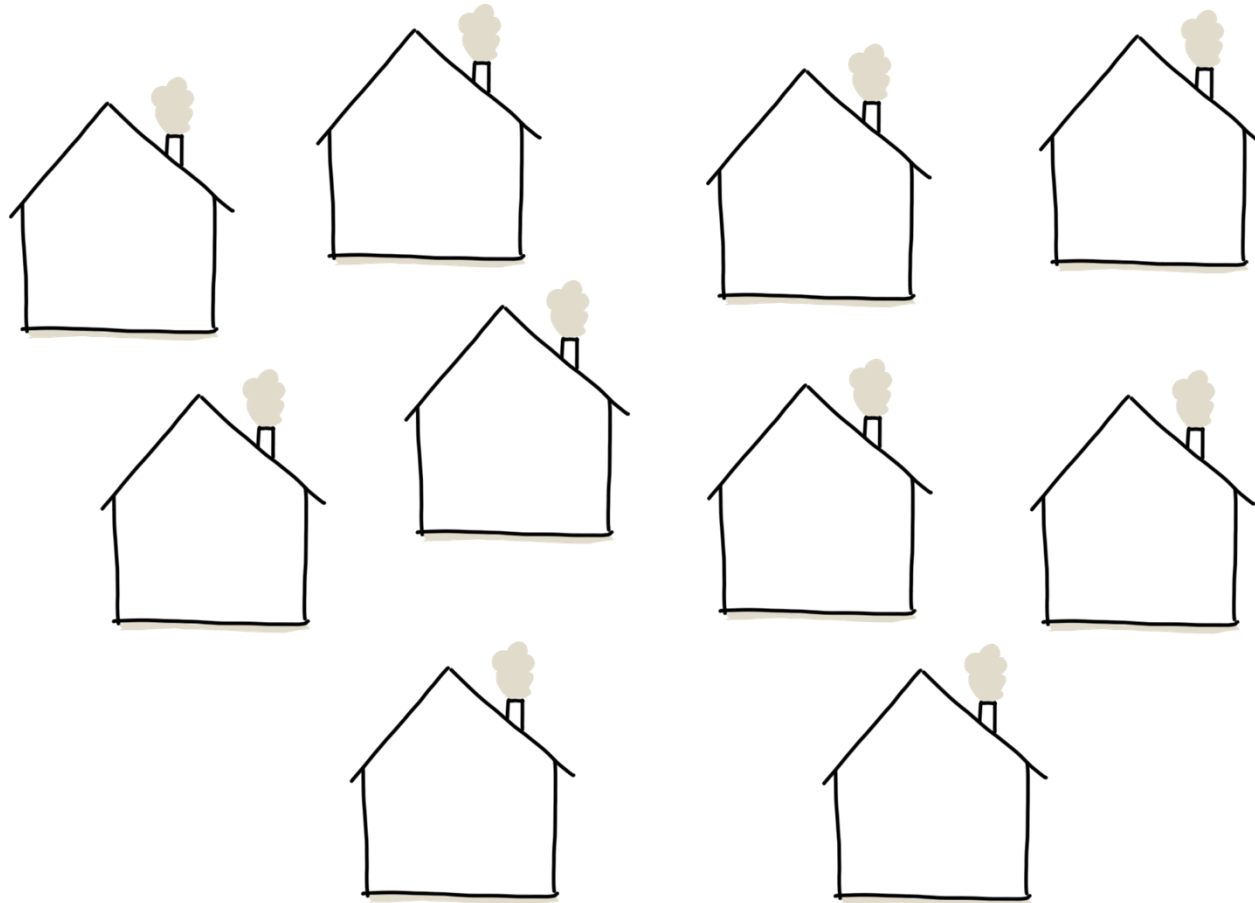
T { DB 7.122 } 2

9218115



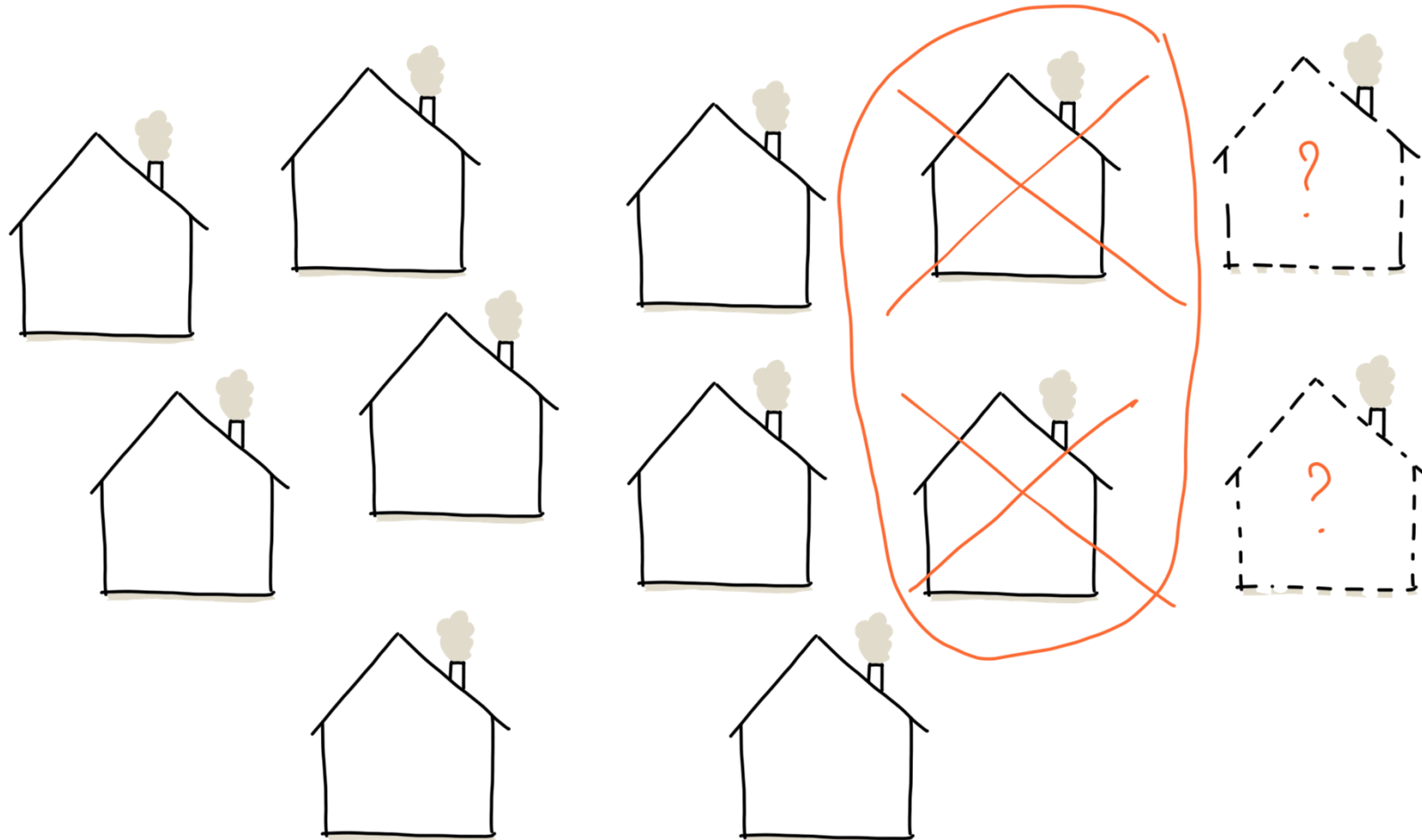


20% of the Belgian Electricity and Gas consumers switch to **another supplier**. The highest number of switches ever.



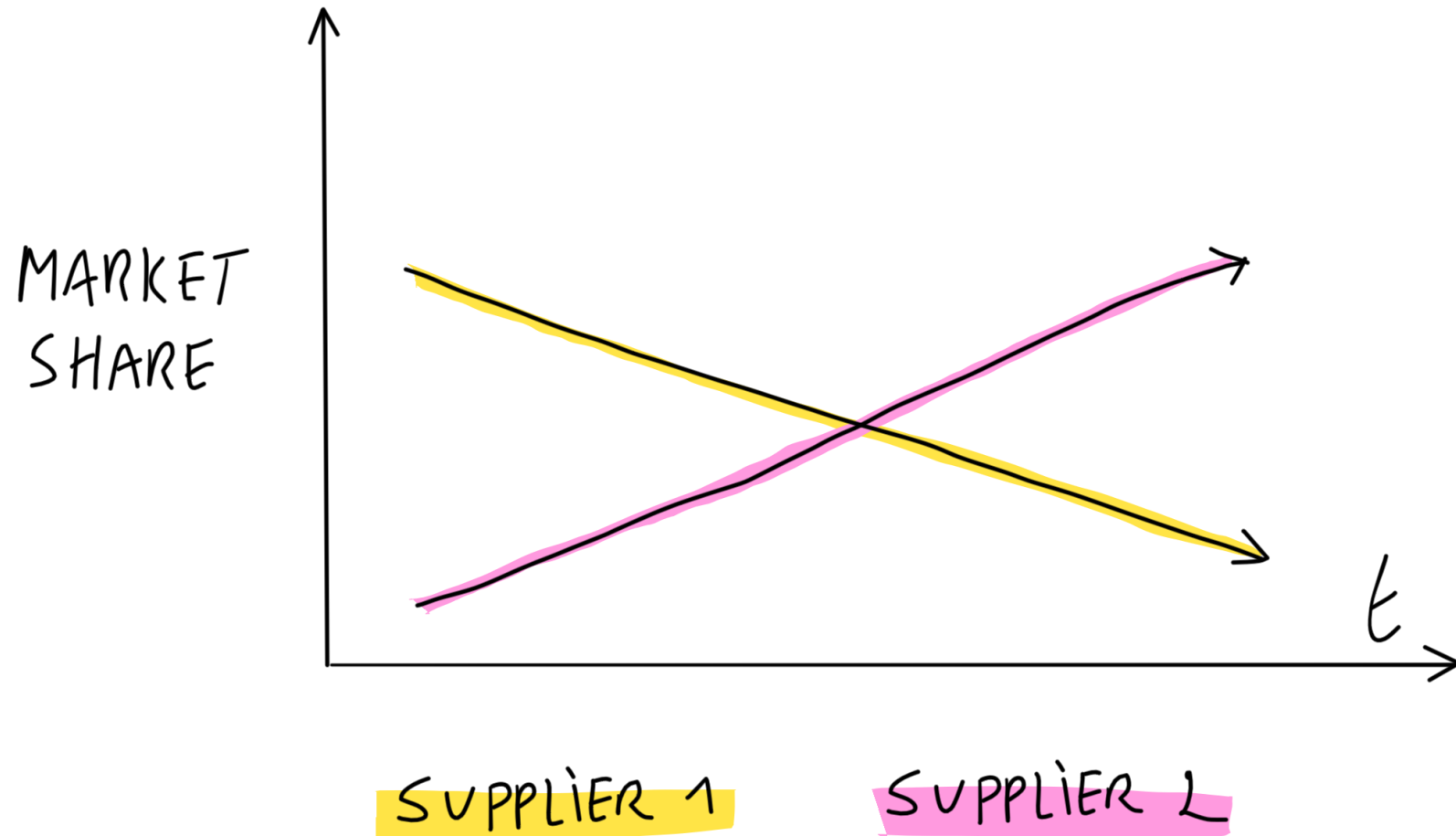


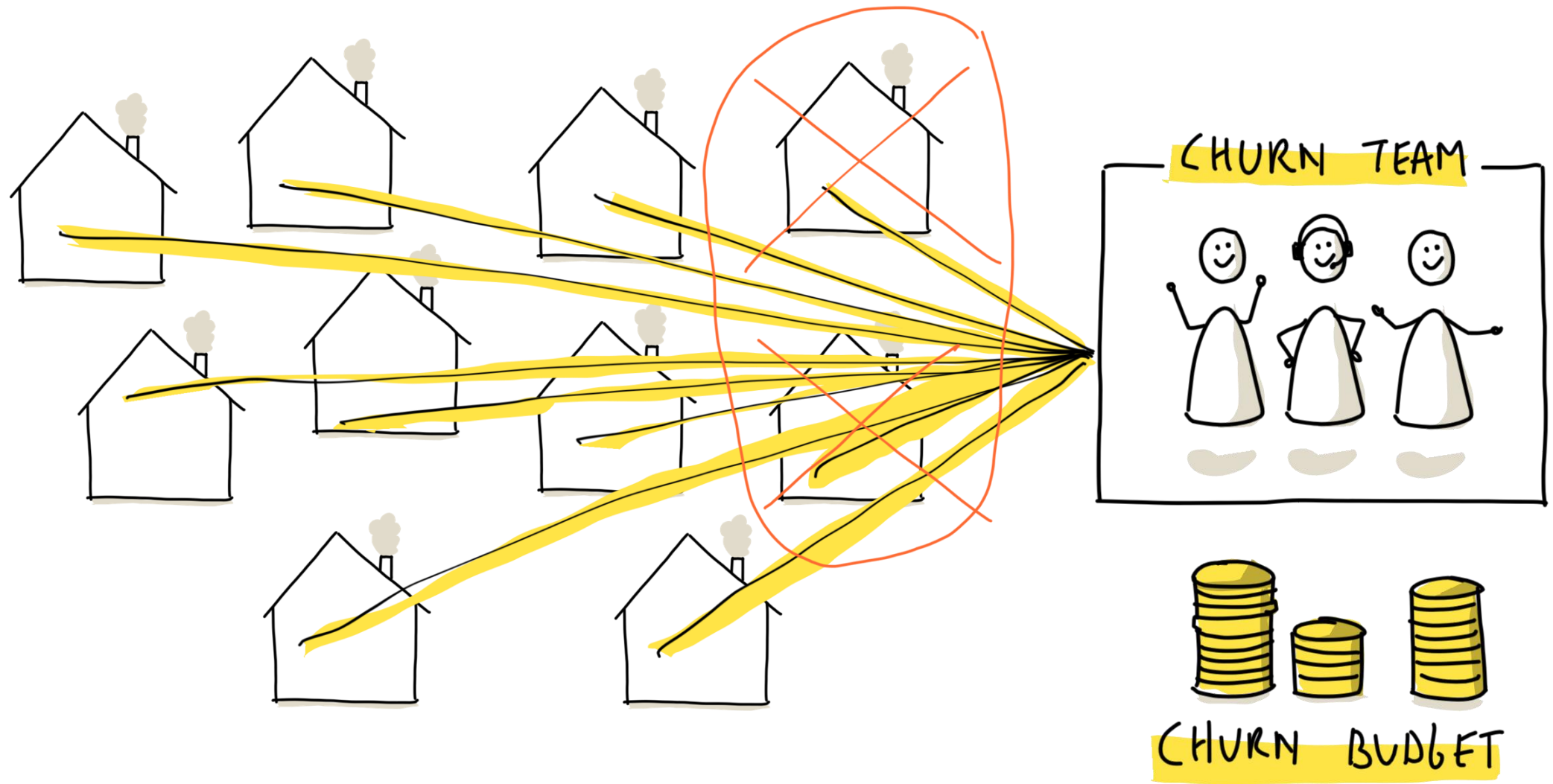
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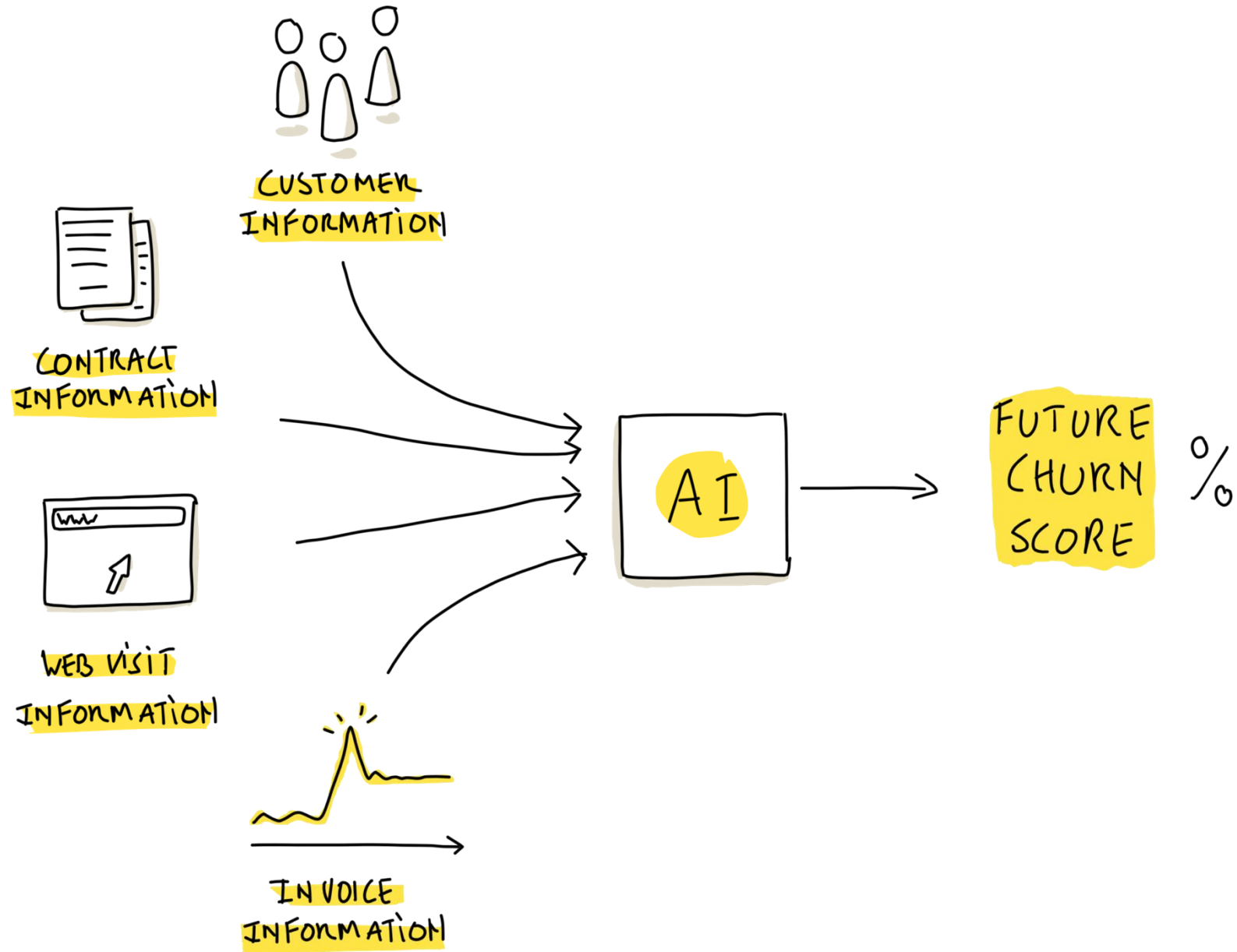




20% of the Belgian Electricity and Gas consumers switch to **another supplier**. The highest number of switches ever.

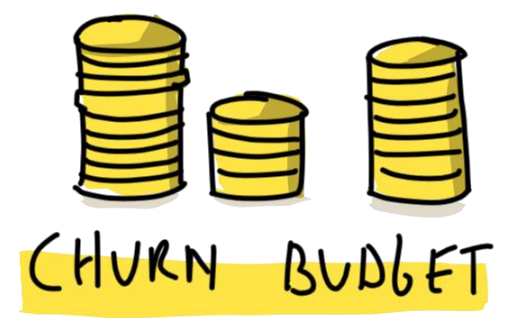
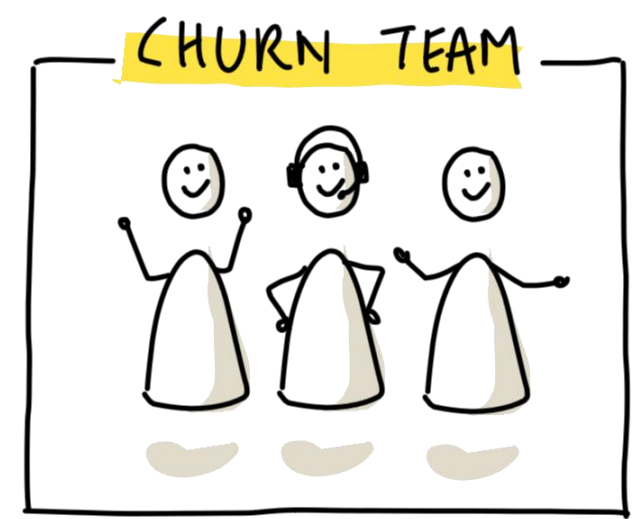






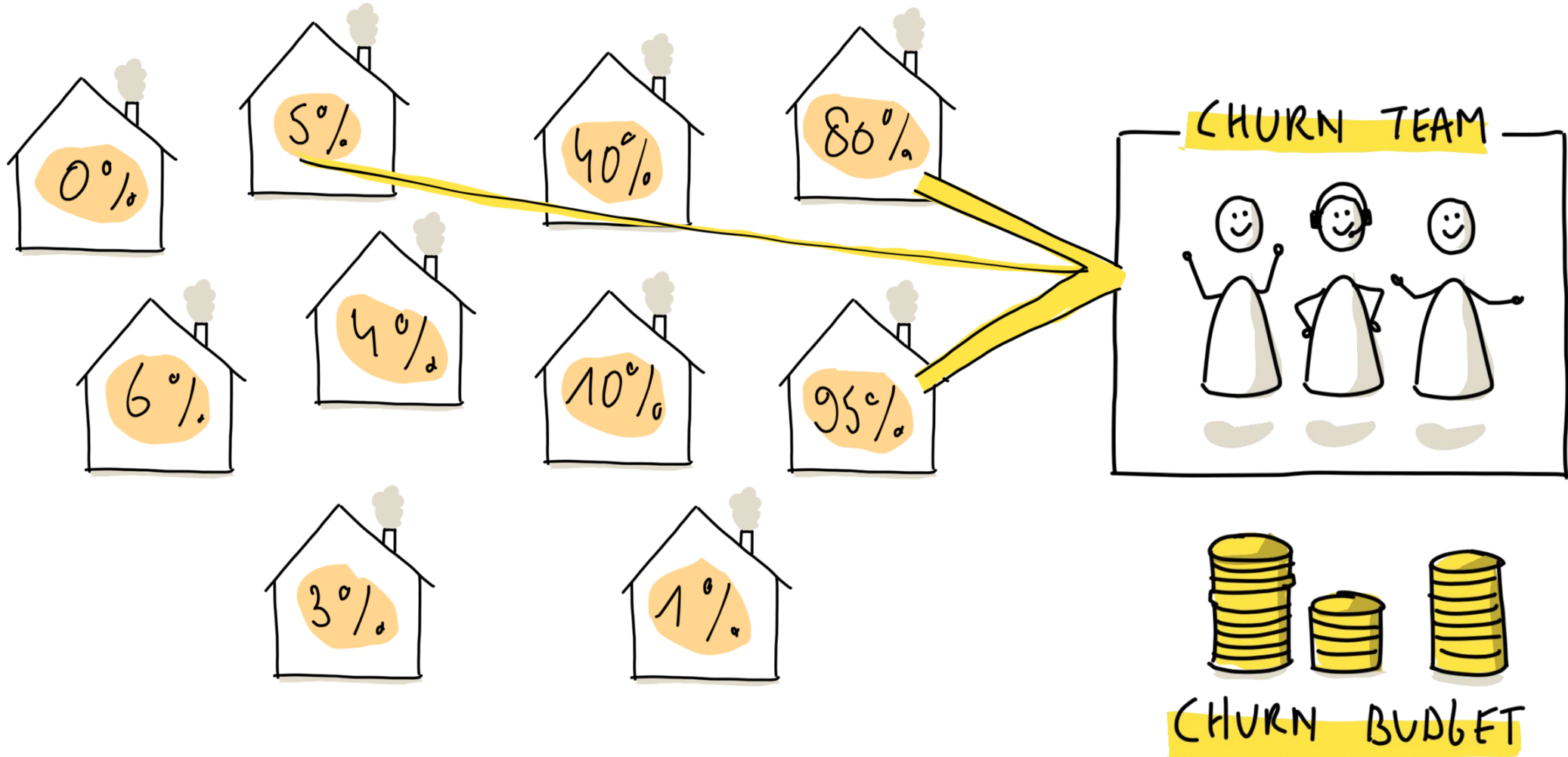


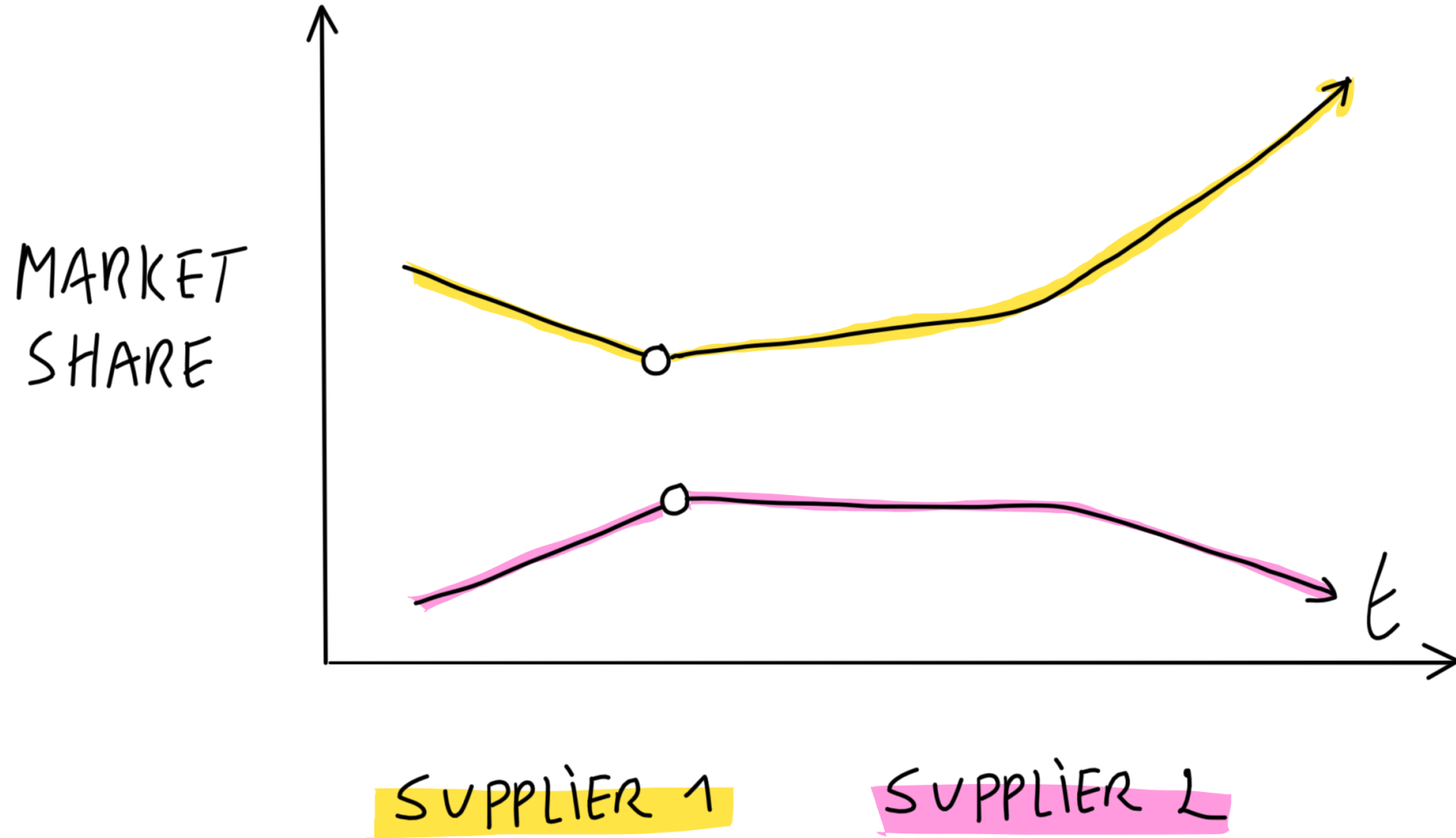
AI MODEL → FUTURE CHURN SCORE





AI MODEL → FUTURE CHURN SCORE



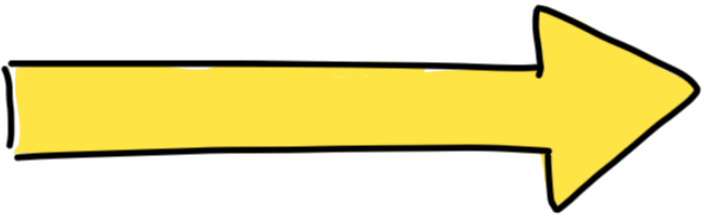




LET'S GO

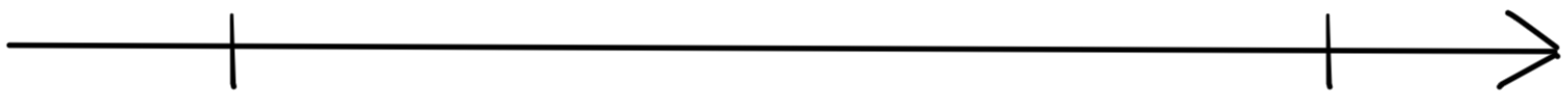
TO

TODAY



2016

2026





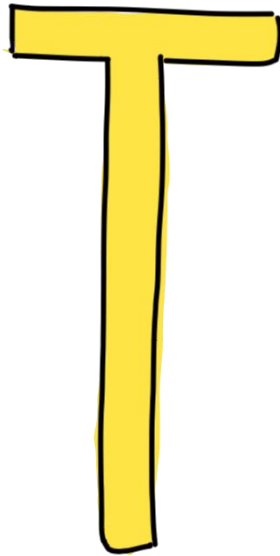
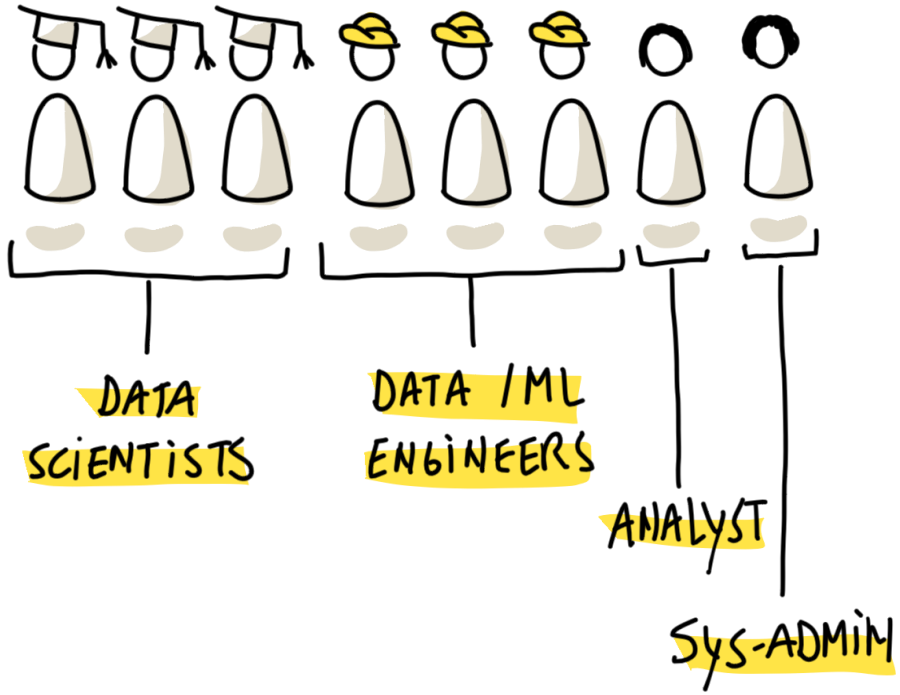
Higher gas tariffs on the way: is it wise to switch to a fixed contract next week?



Energieleveranciers passen op 1 april opnieuw hun tarieven aan en zeker voor aardgas zullen die fors de hoogte in schieten door de oorlog in Iran. Dan is de hamvraag: moet je nog voor die datum overschakelen naar een vast contract? Dit zeggen de experts.

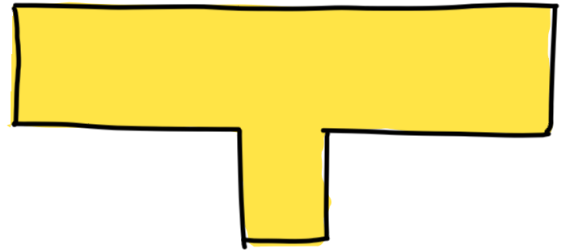
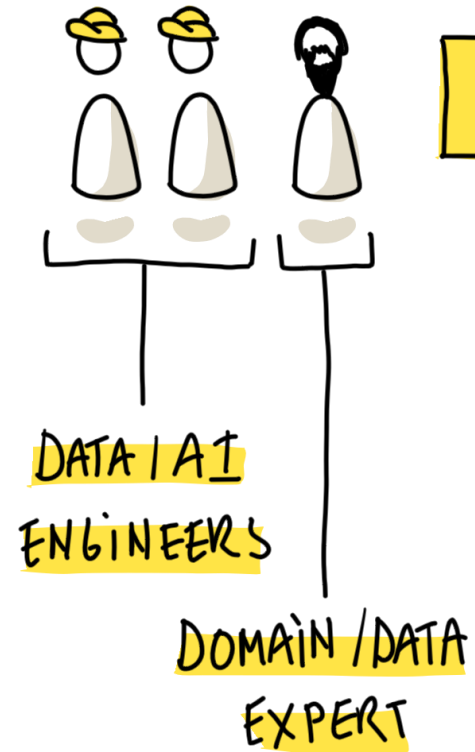
2016

+ 8-10 FTE



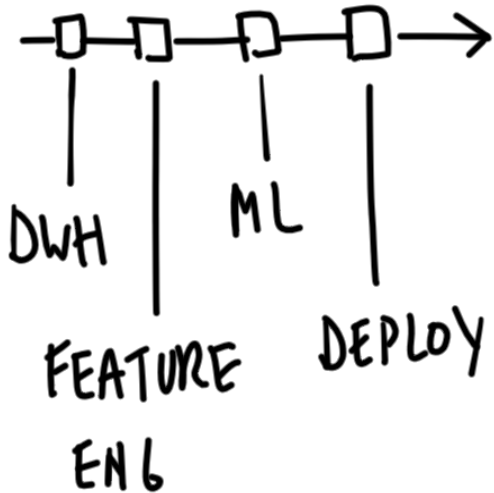
2026

+ 3-5 FTE



2016

6-12 m



PILOT

2026

2-12 W (*)



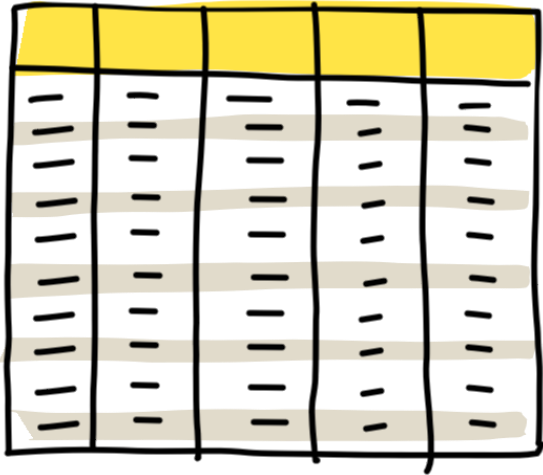
PILOT

- PROMPTING
- MCP
- DEPLOY AS ENDPOINT
- FINE-TUNE
- ...



2016

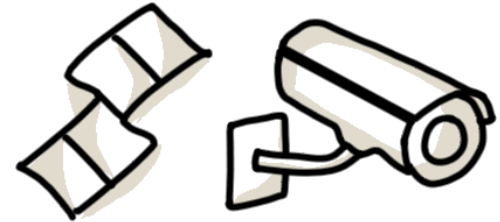
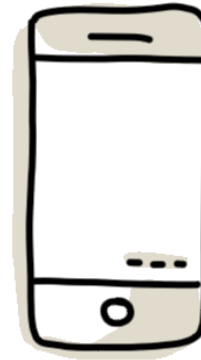
STRUCTURED
DATA



-	-	-	-	-
-	-	-	-	-
-	-	-	-	-
-	-	-	-	-
-	-	-	-	-
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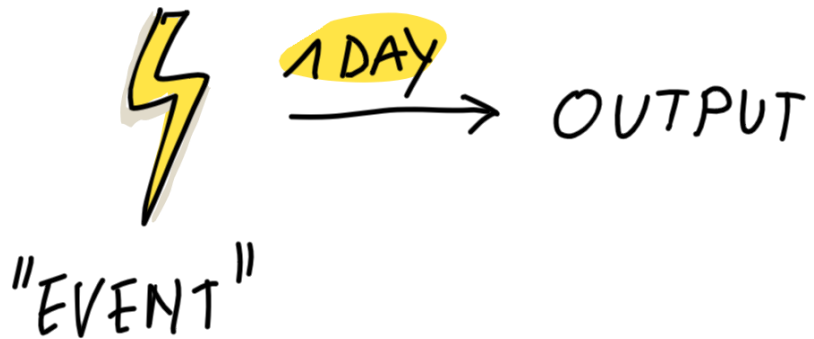
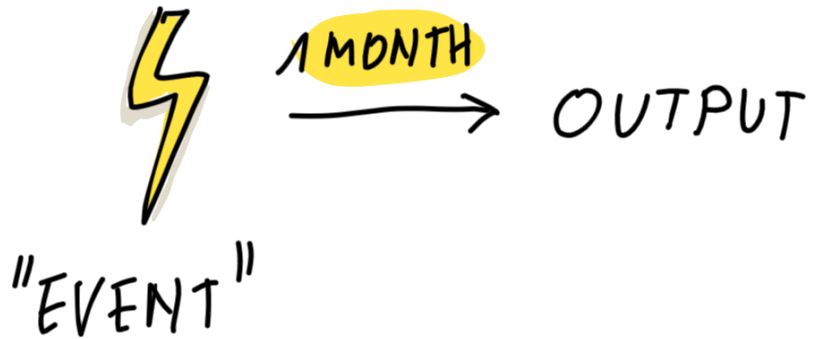
2026

(UN) STRUCTURED
DATA



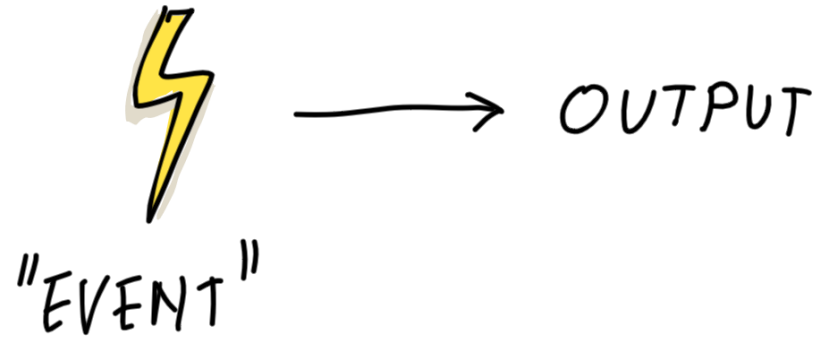
2016

BATCH

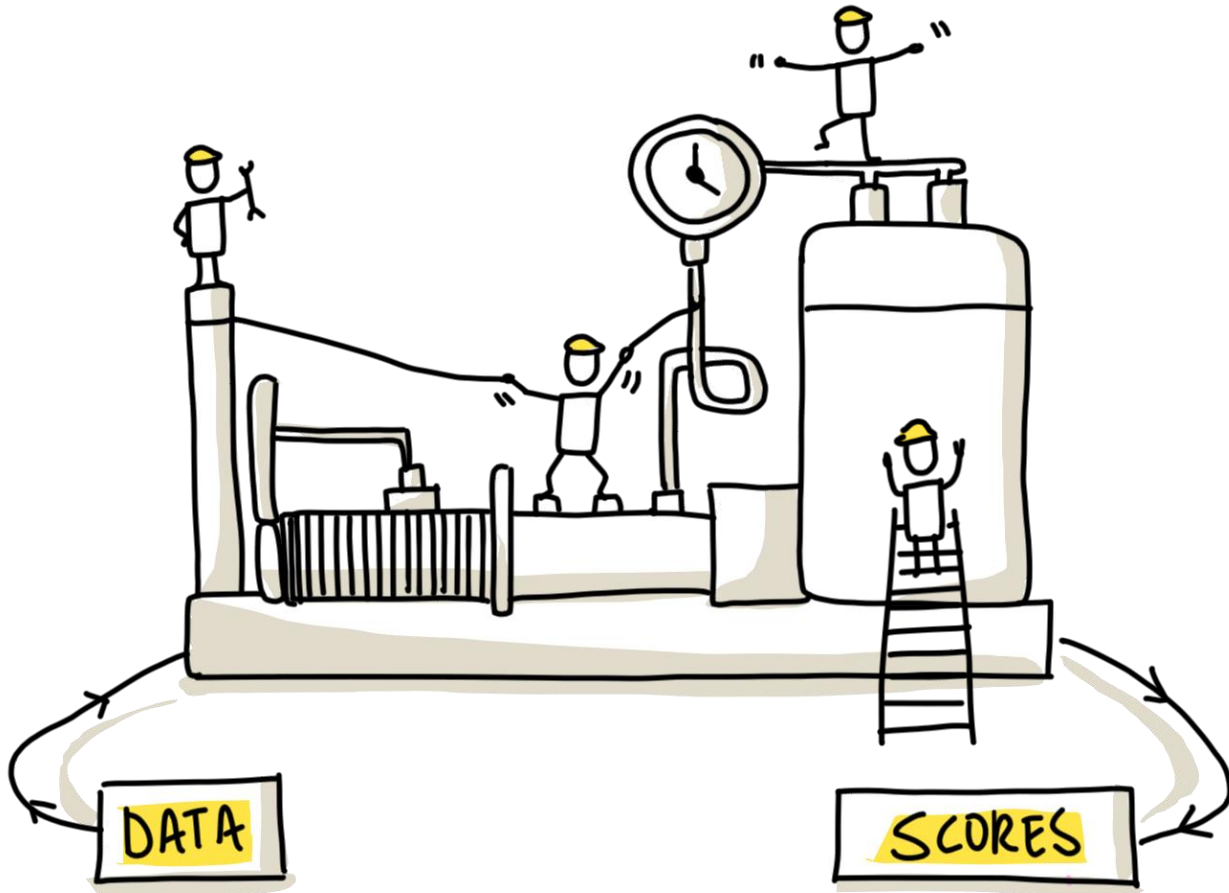


2026

(NEAR)
REAL-TIME

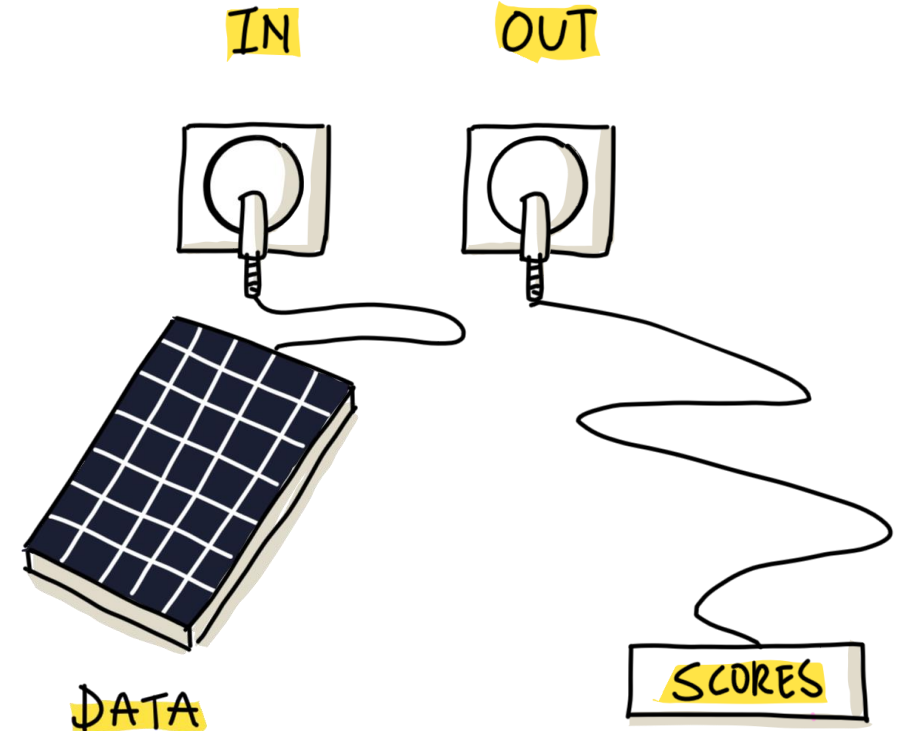


2016



AI = CUSTOM BUILT &
STATE OF THE ART

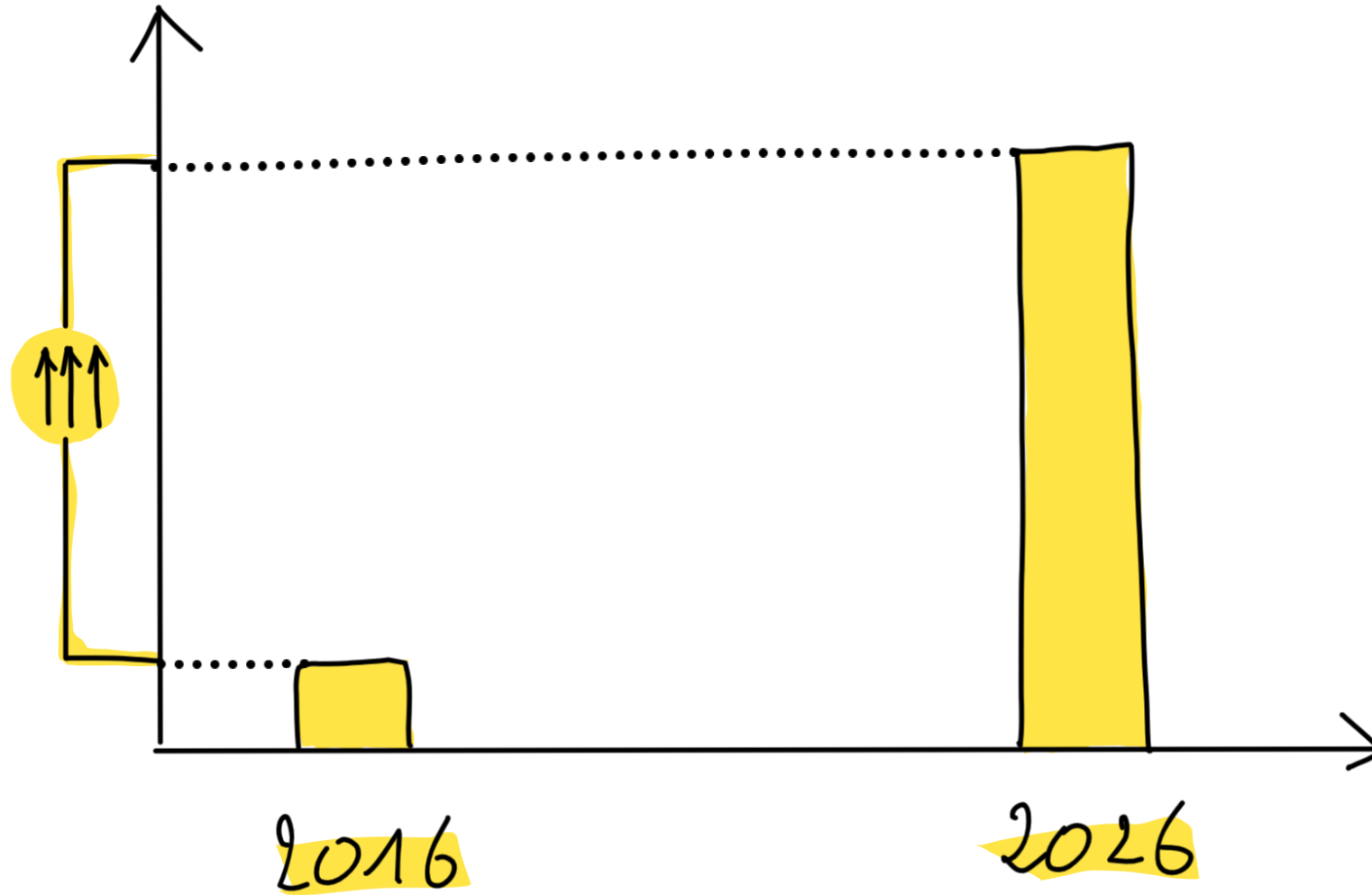
2026



AI = POWERFUL
COMMODITY

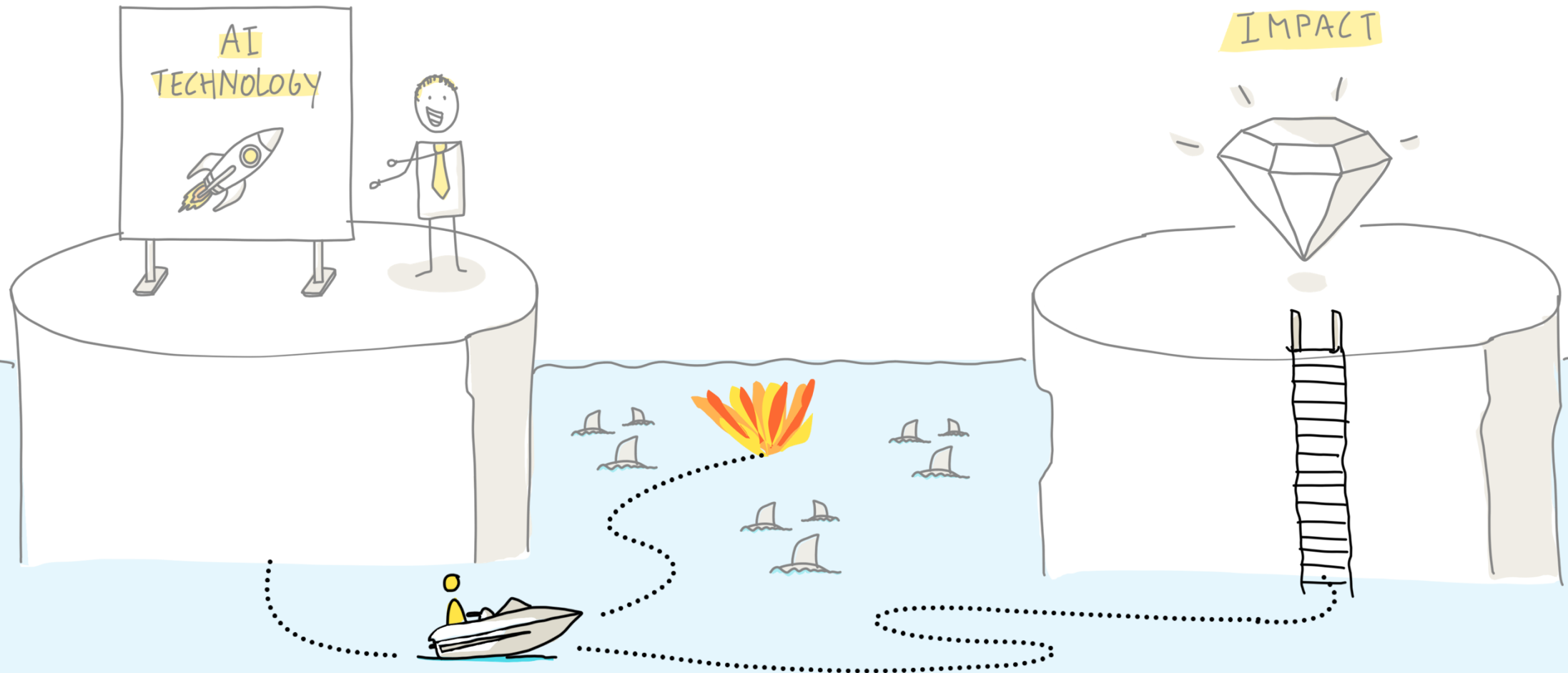


TECH AI CAPABILITIES



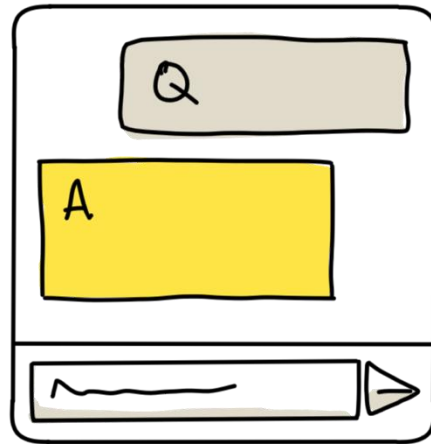


AI Speedboats = Fragmented Attempts

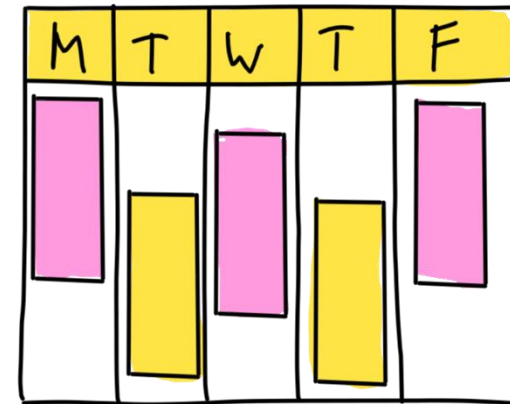




2 Honest AI Use Case Stories



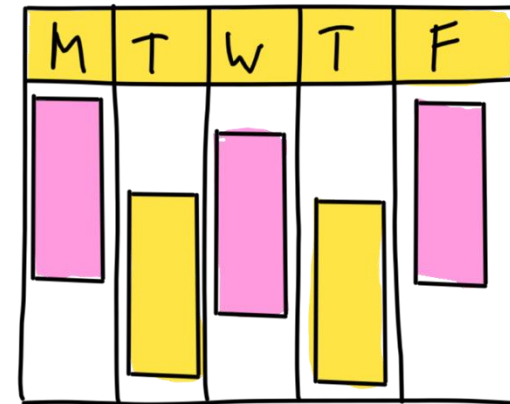
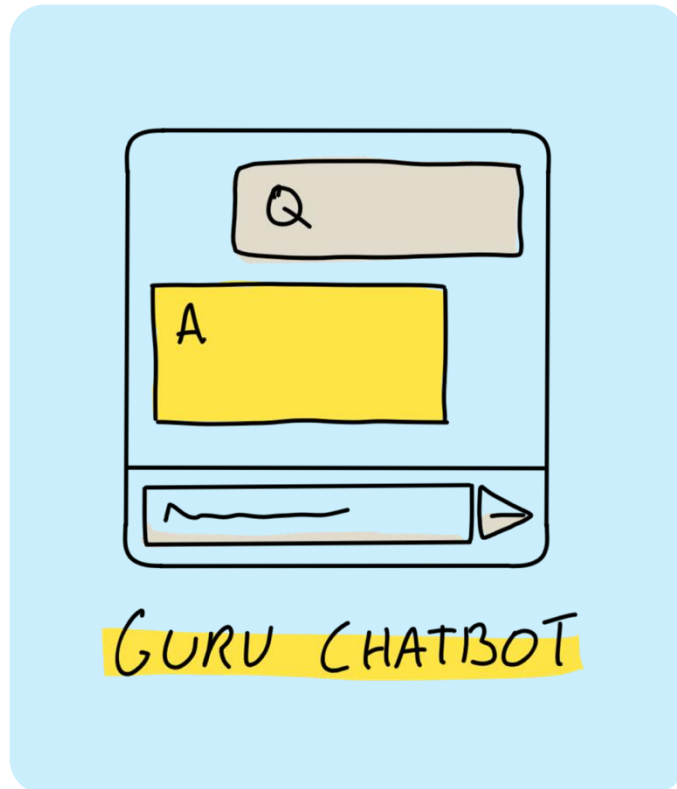
GURU CHATBOT



PRODUCTION
PLANNING



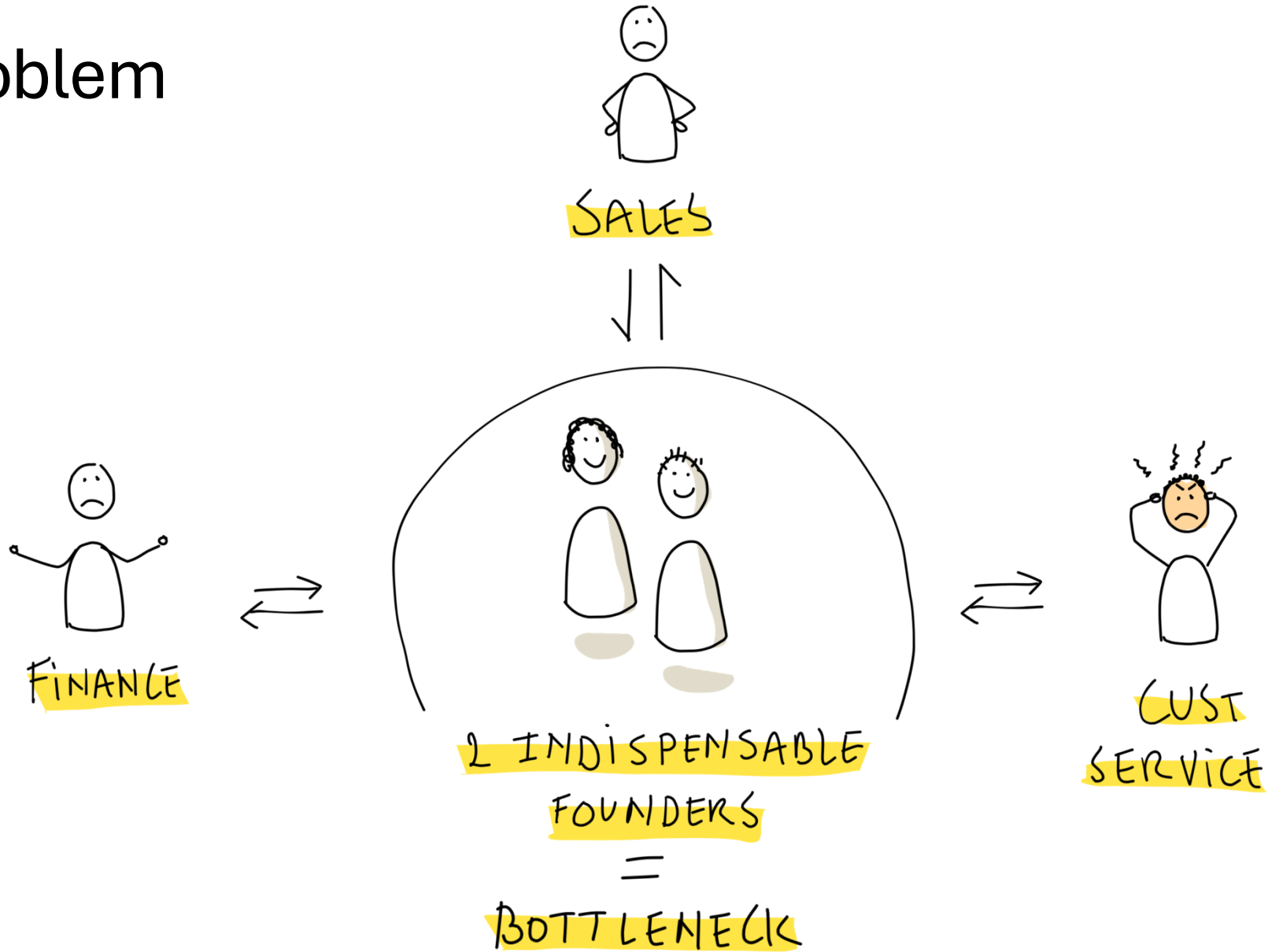
2 Honest AI Use Case Stories



PRODUCTION
PLANNING

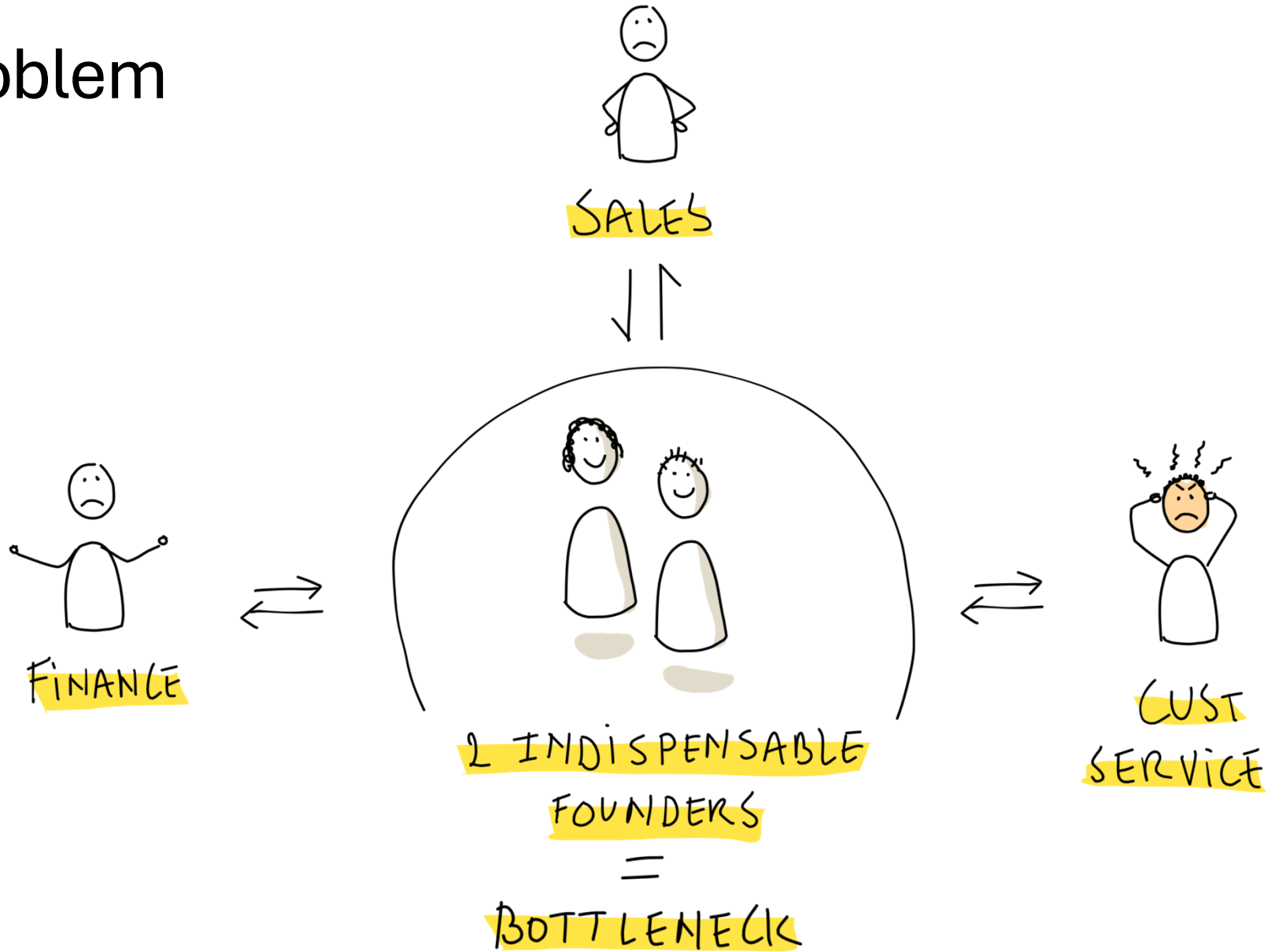


The Problem



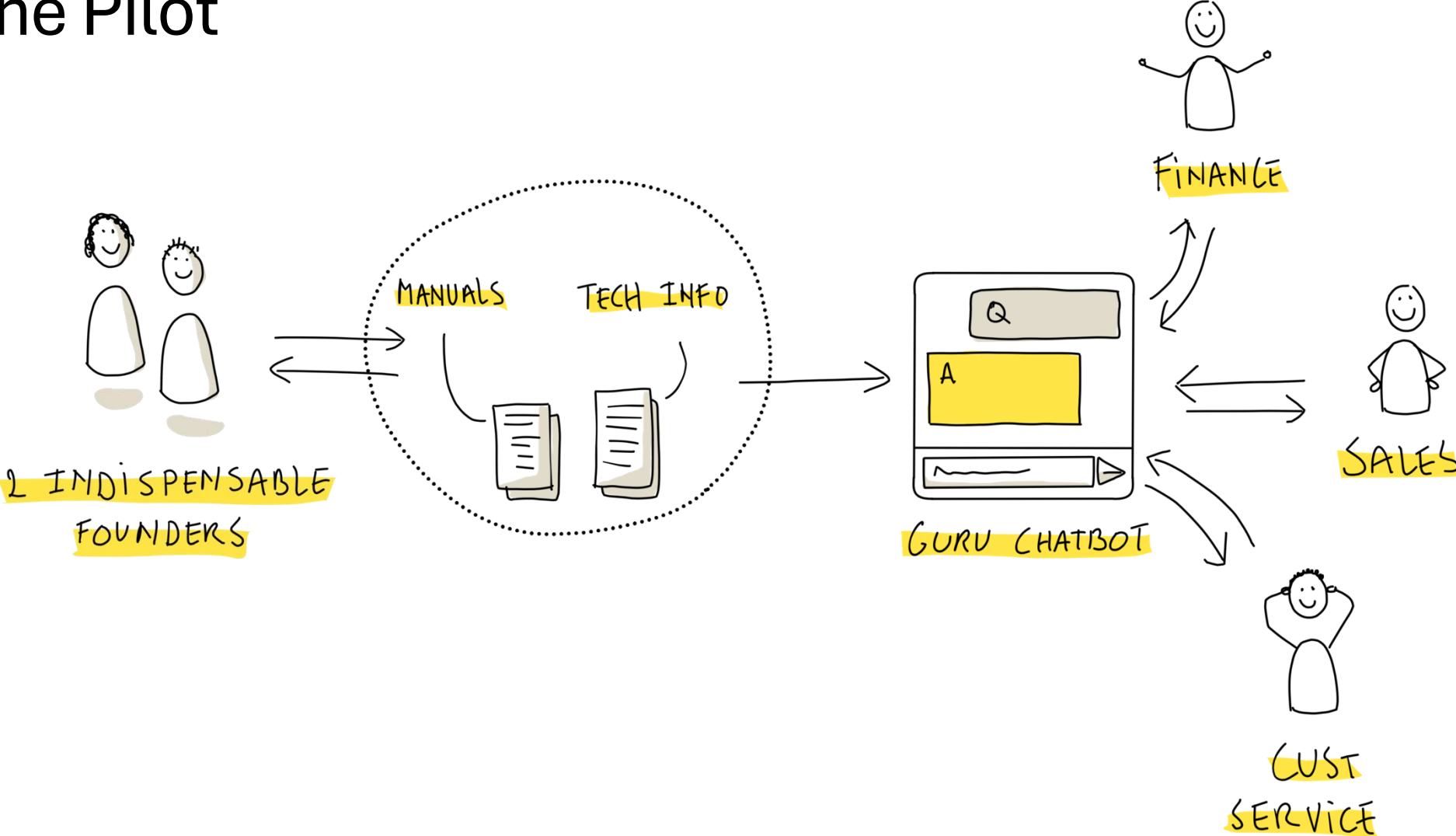


The Problem



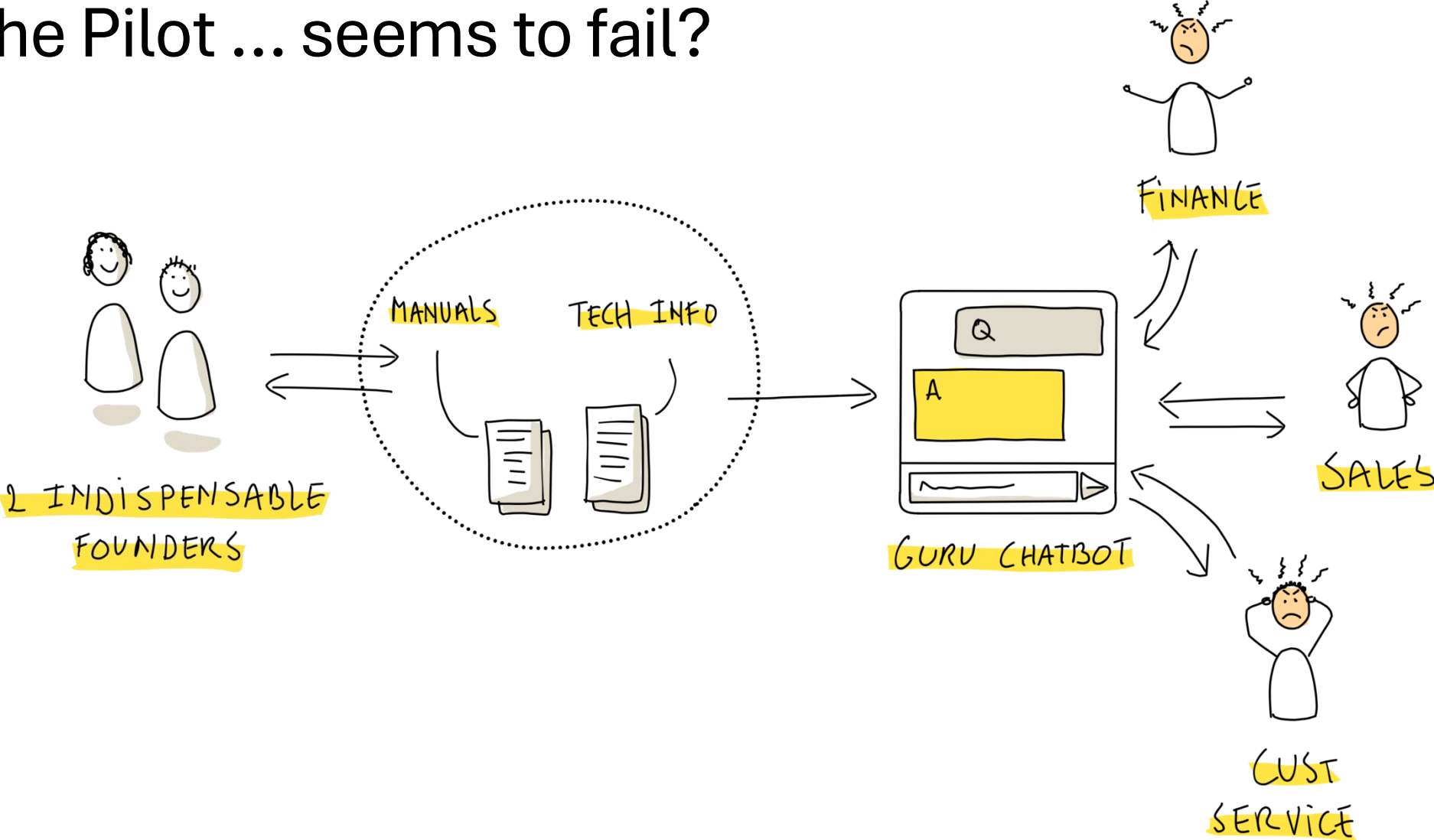


The Pilot



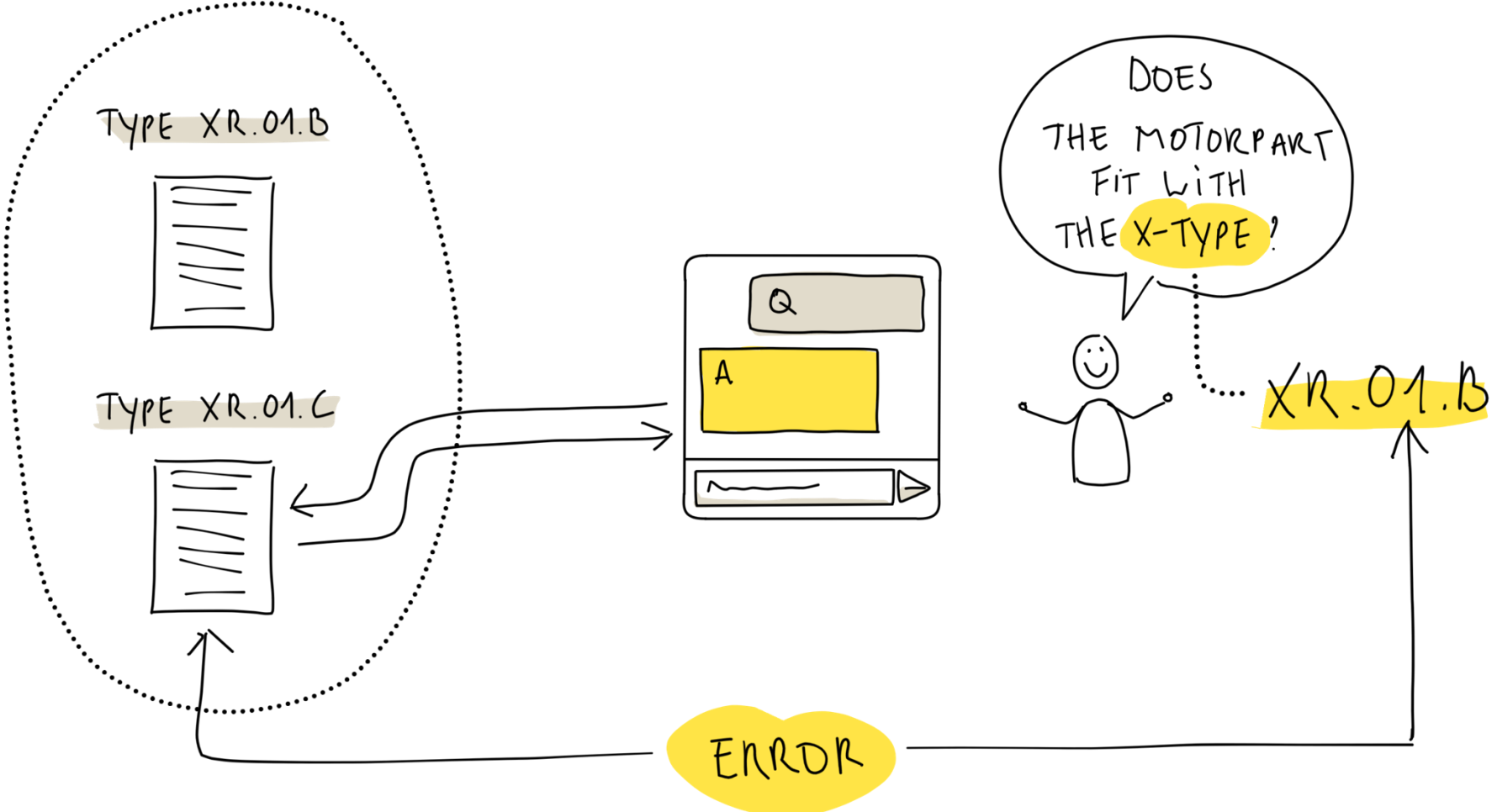


The Pilot ... seems to fail?



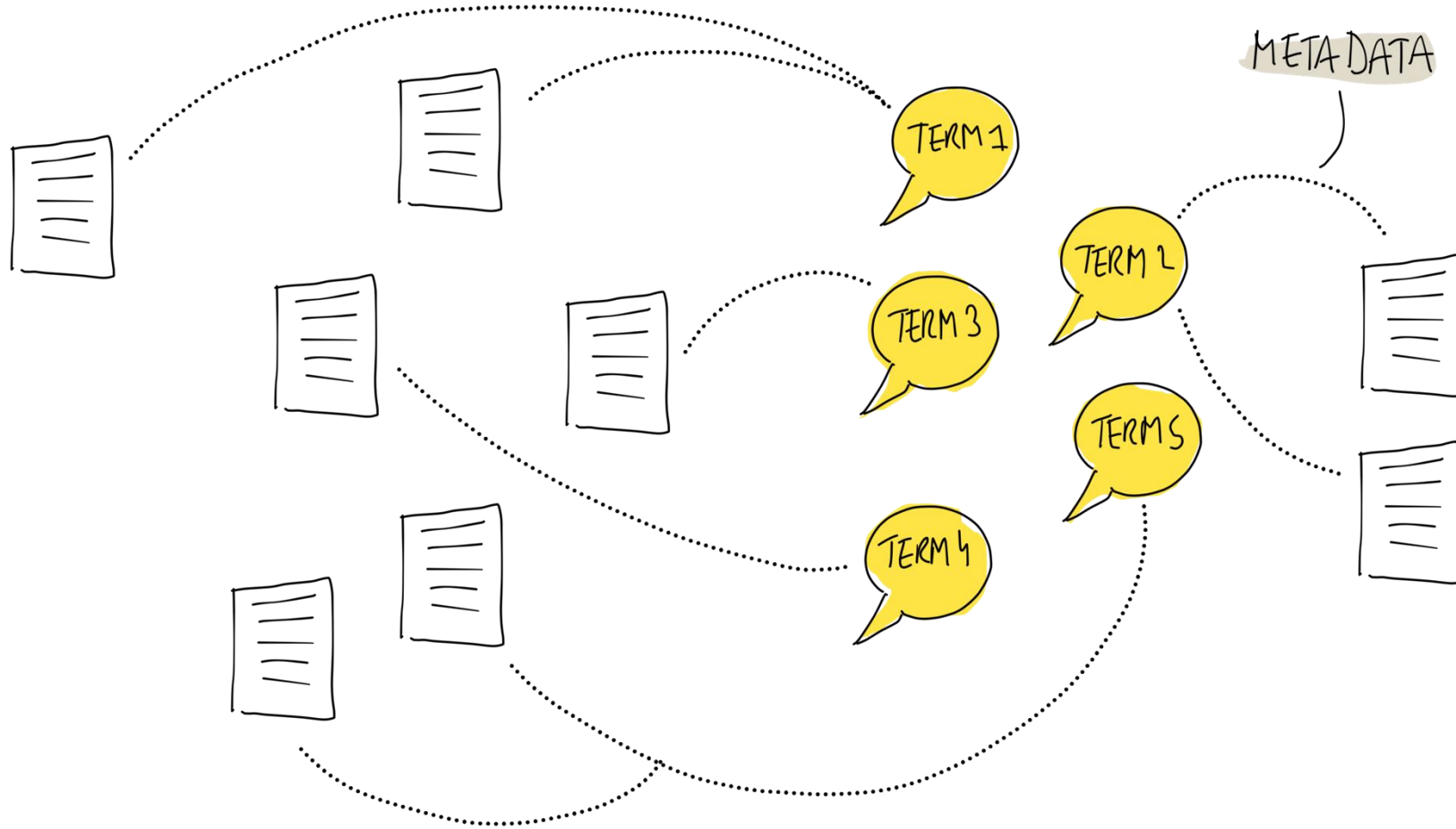


What goes wrong?



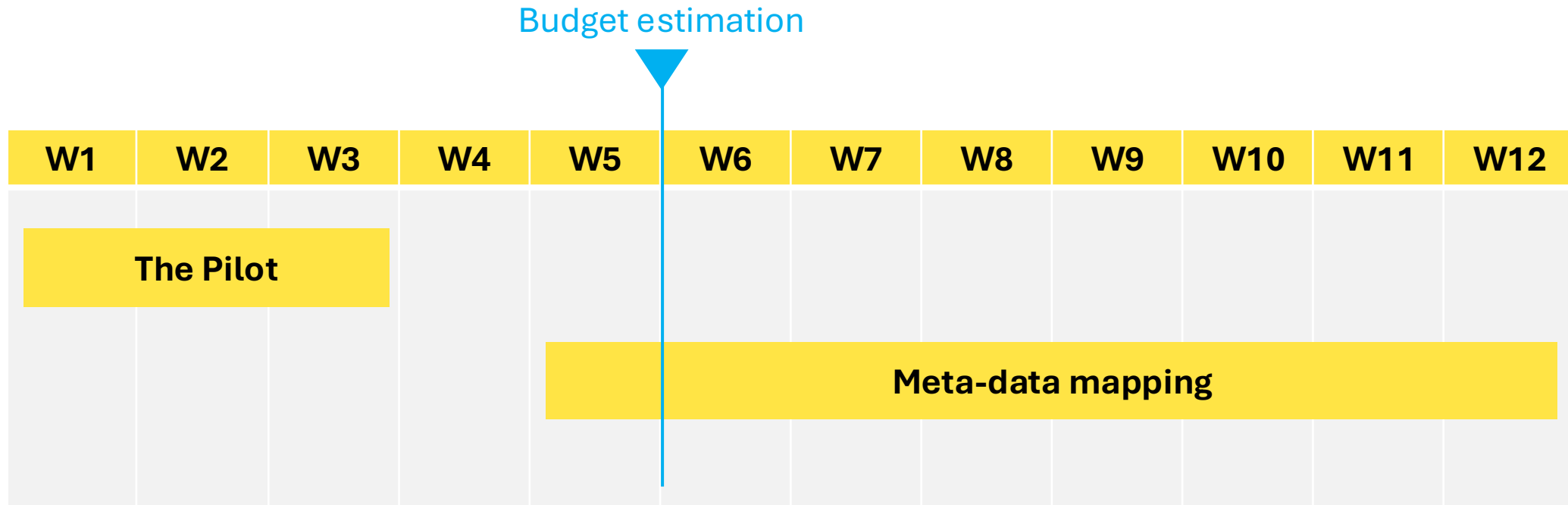


The Missing Piece: Mapping





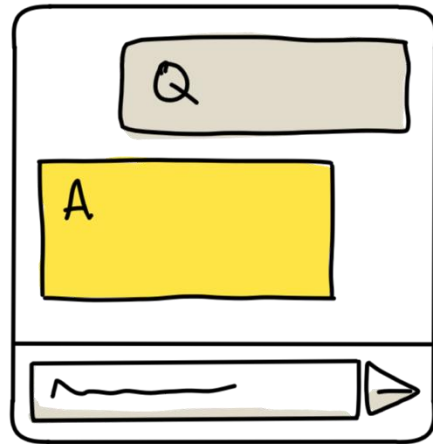
Use Case Roadmap



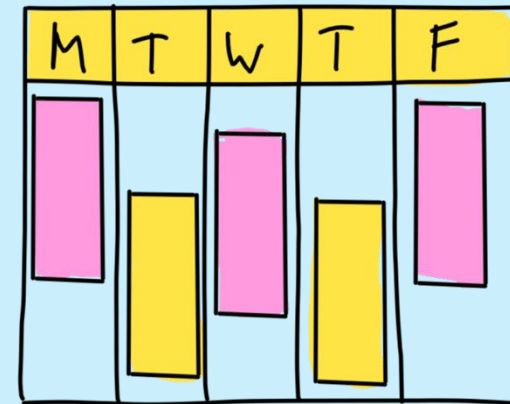
And counting...



2 Honest AI Use Case Stories

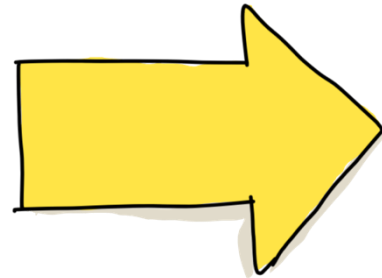


GURU CHATBOT



PRODUCTION
PLANNING

INPUT



OUTPUT



DOORHINGE

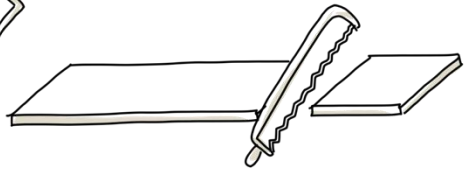


DOORHANDLE

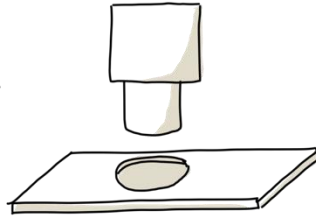


HOOD

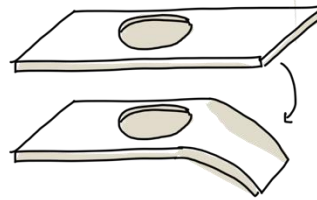




SAWING



MILLING

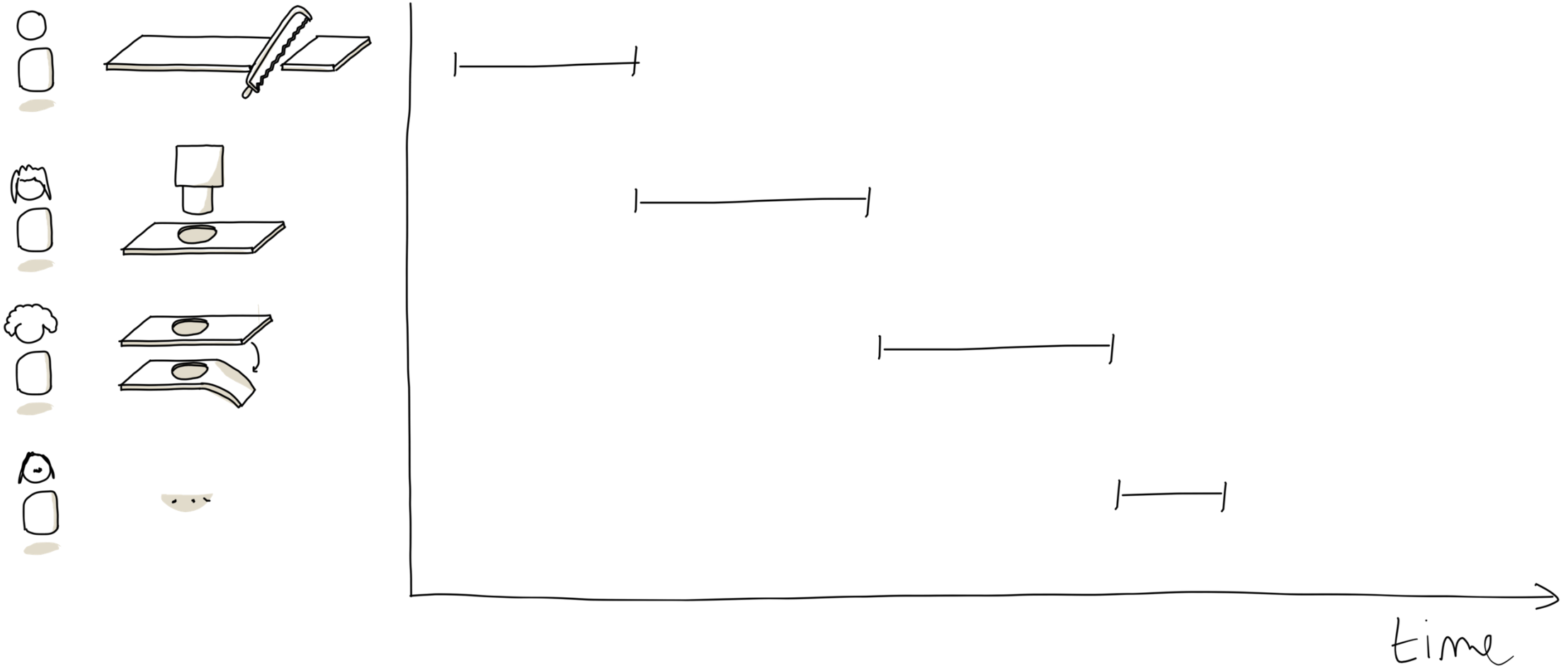


BENDING



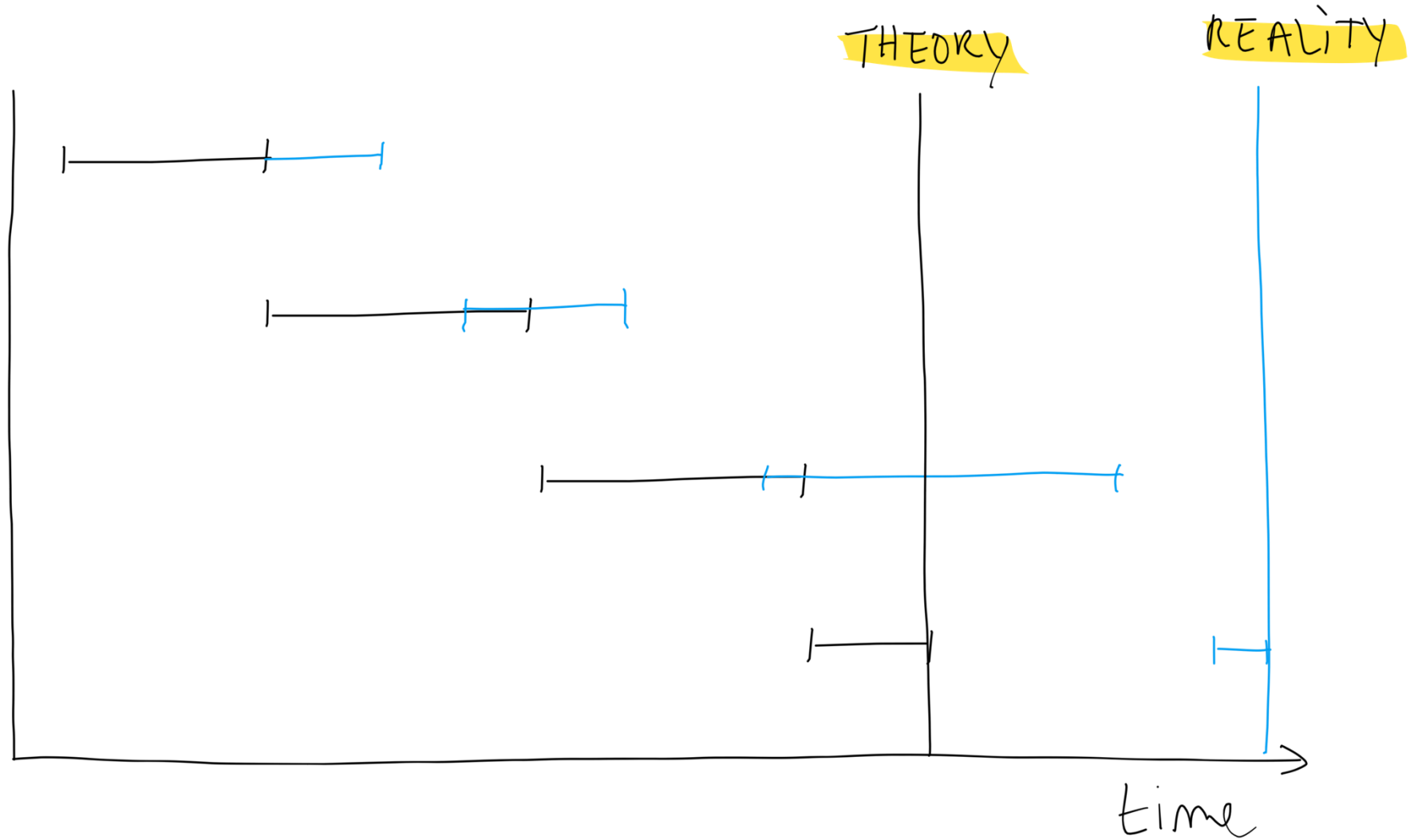
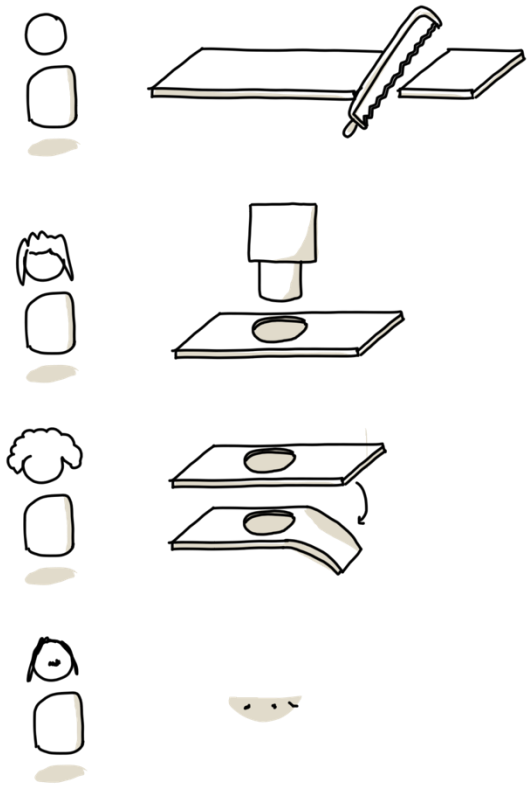


The Problem



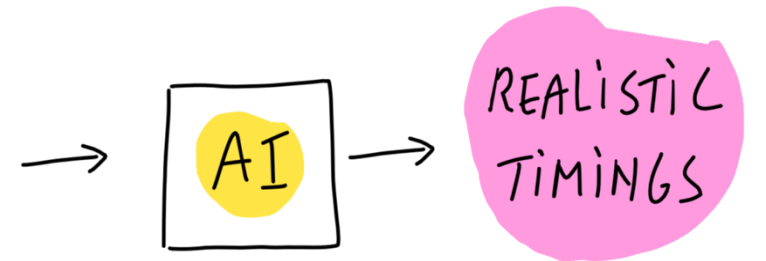
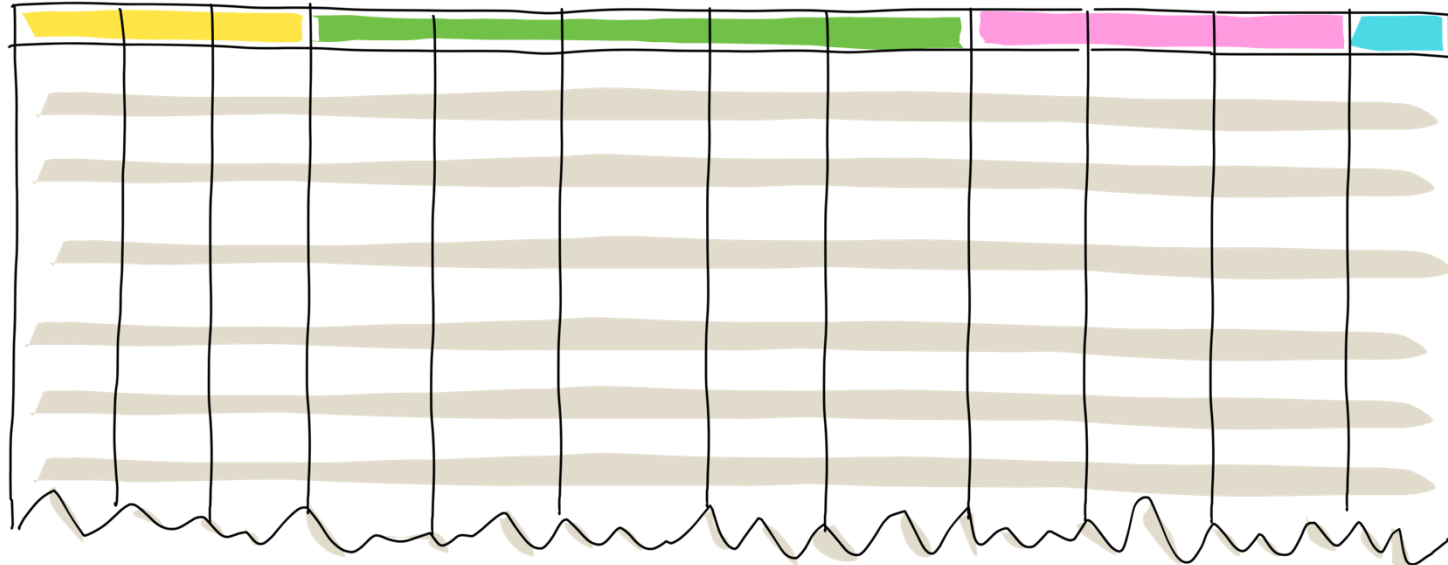
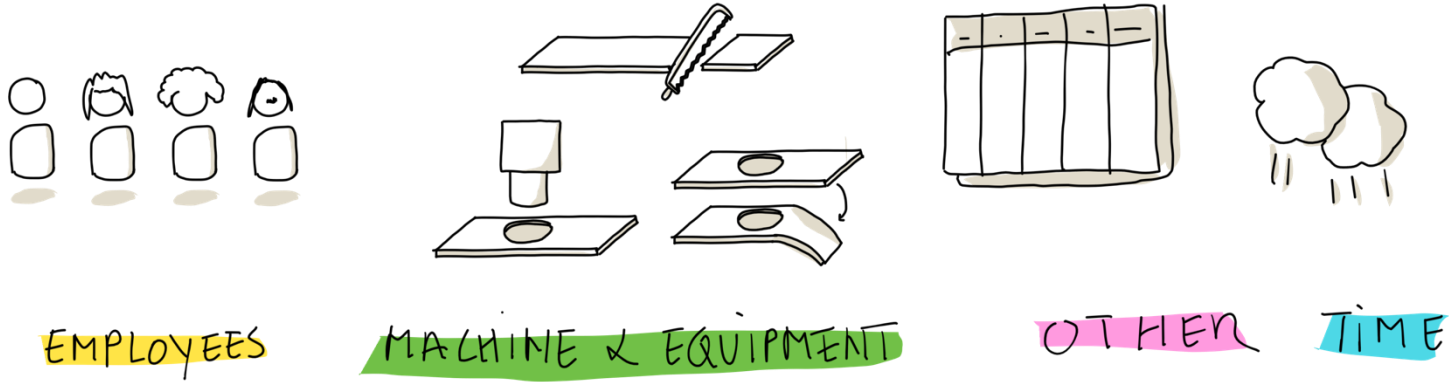


The Problem



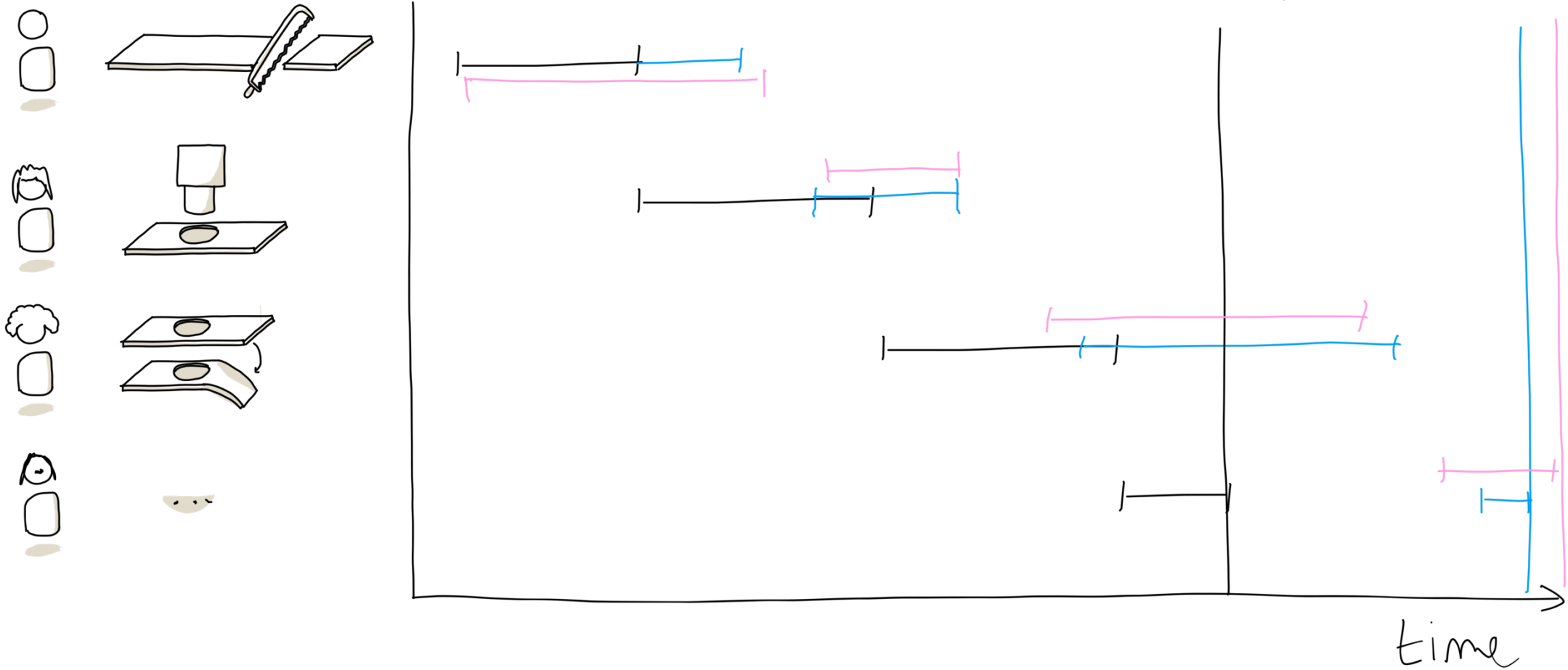


The Solution



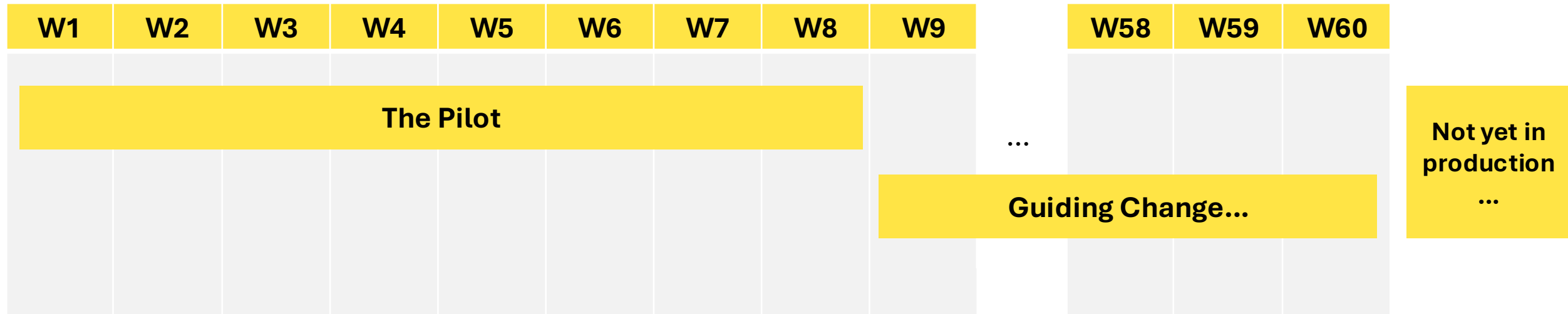


The Solution



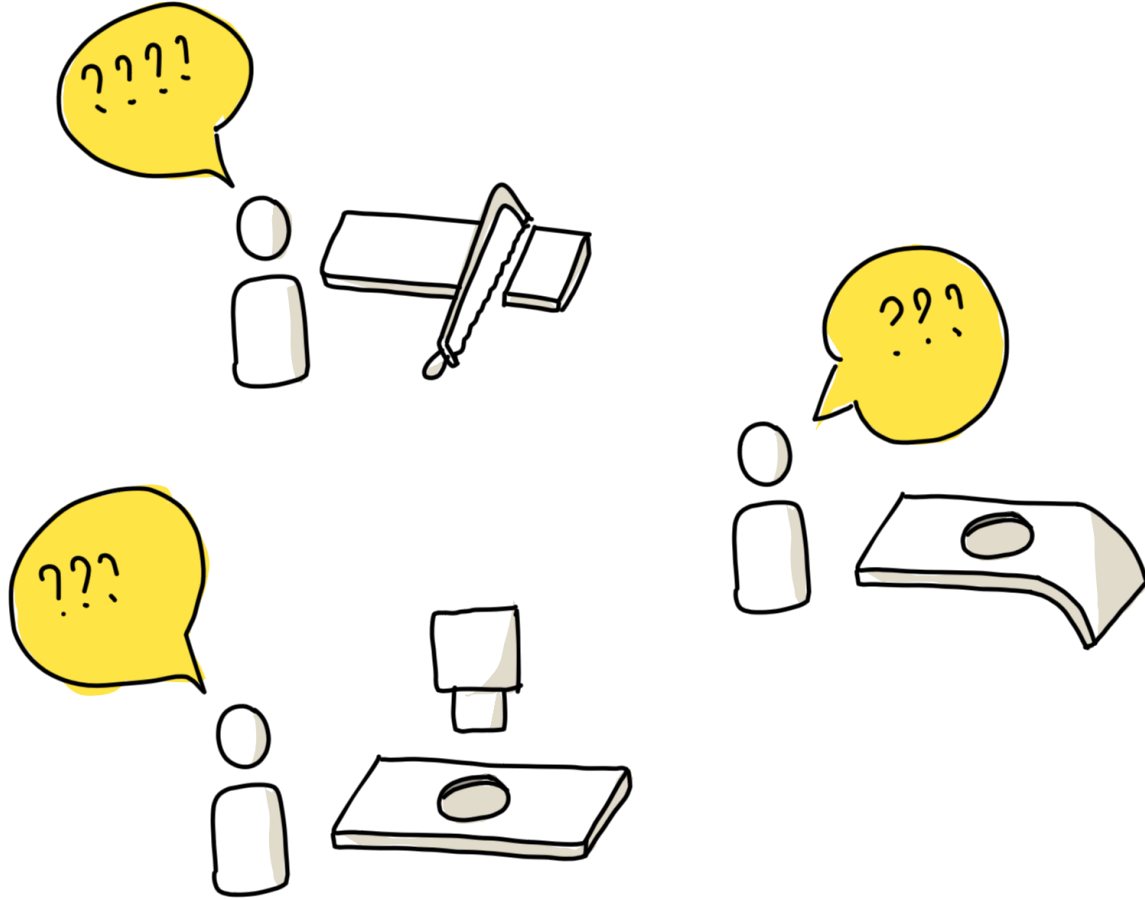


Use Case Roadmap





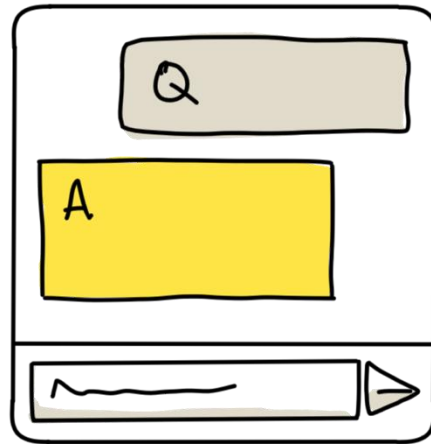
The missing Piece: **Trust**



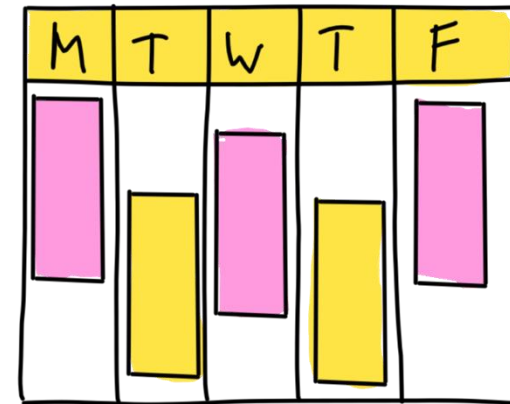
(See Lotte's Session)



2 Honest AI Use Case Stories



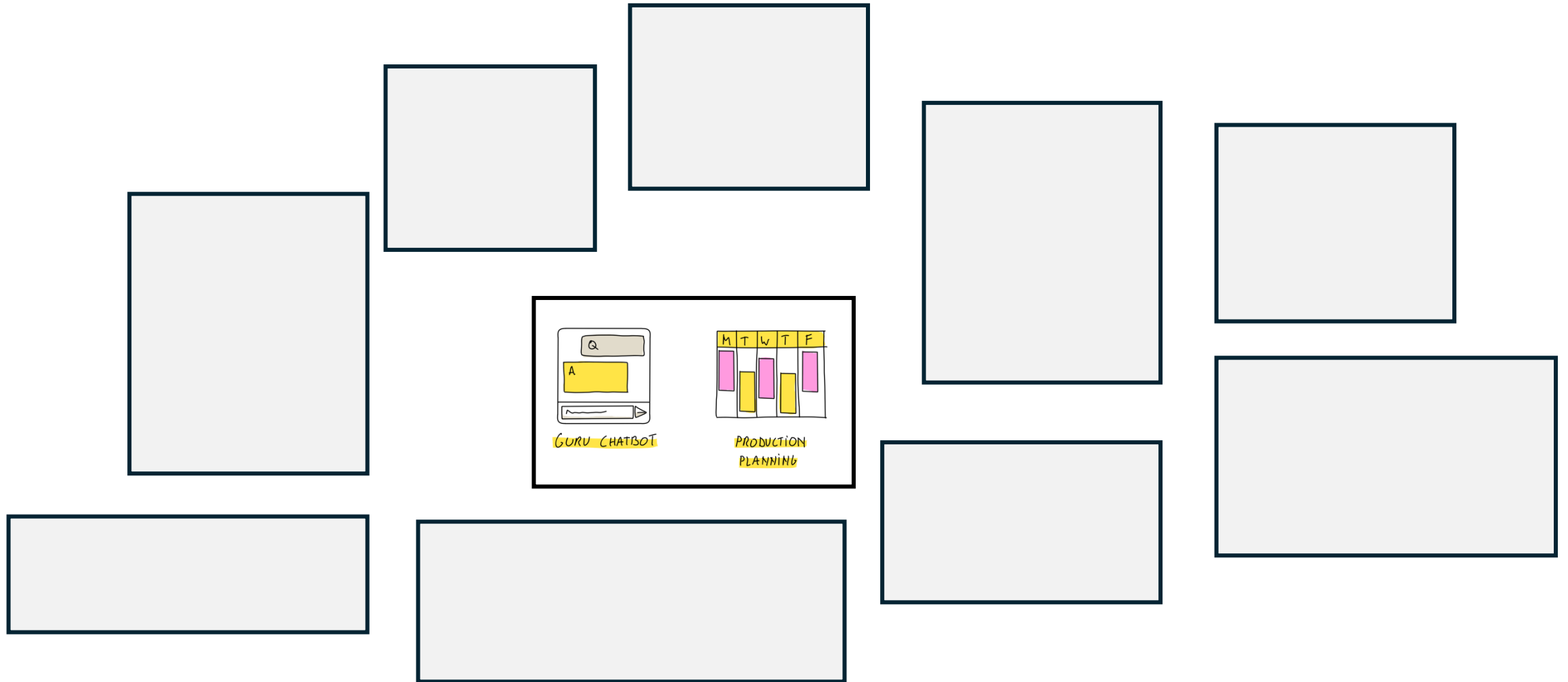
GURU CHATBOT



PRODUCTION
PLANNING

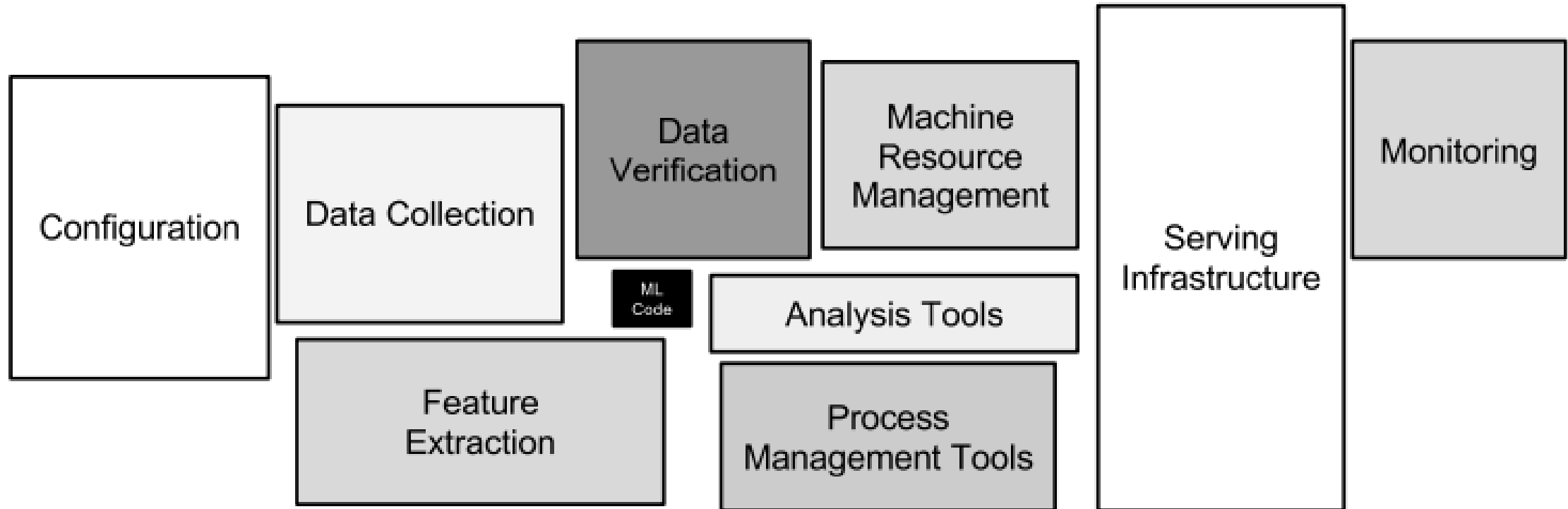


AI = One Small Piece of a Bigger Puzzle



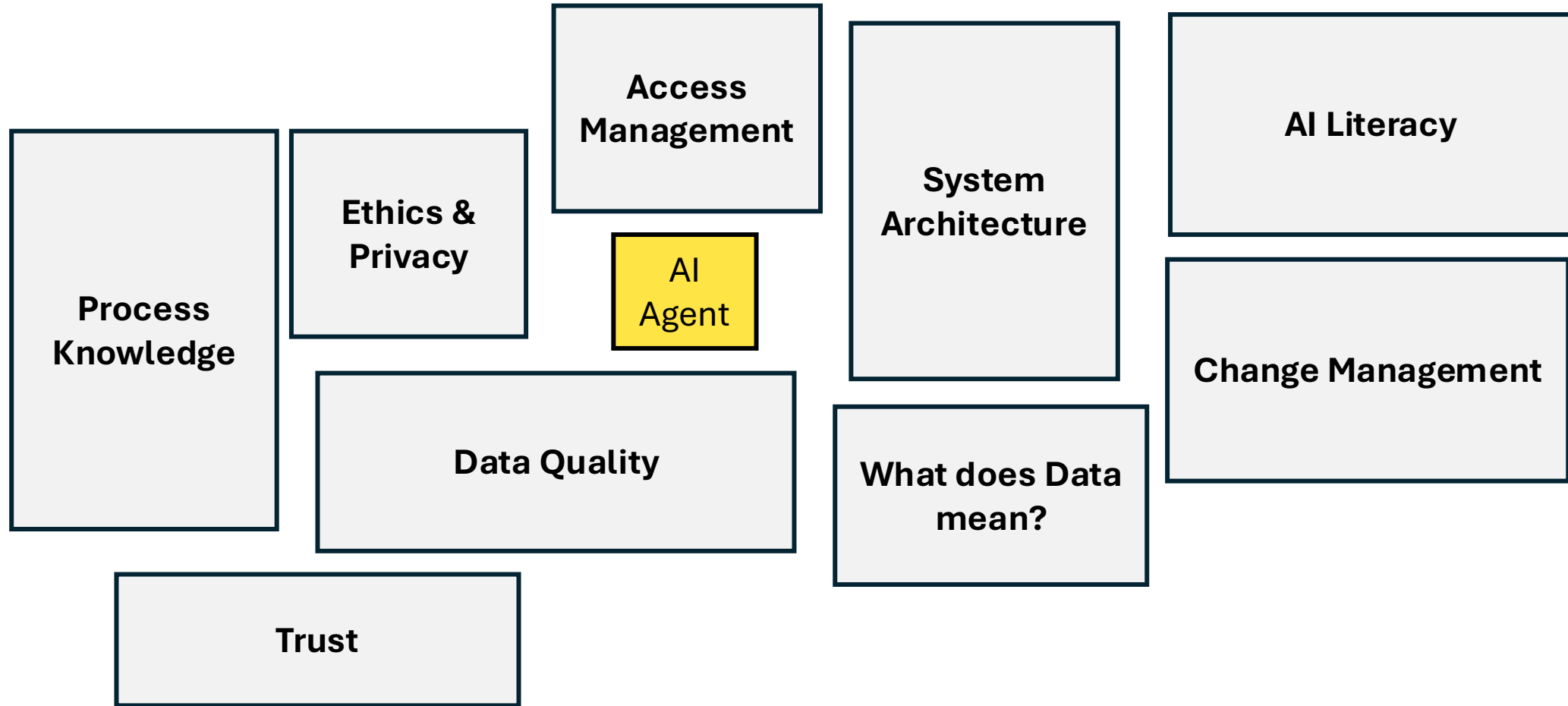


ML = One Small Piece of a Bigger Puzzle



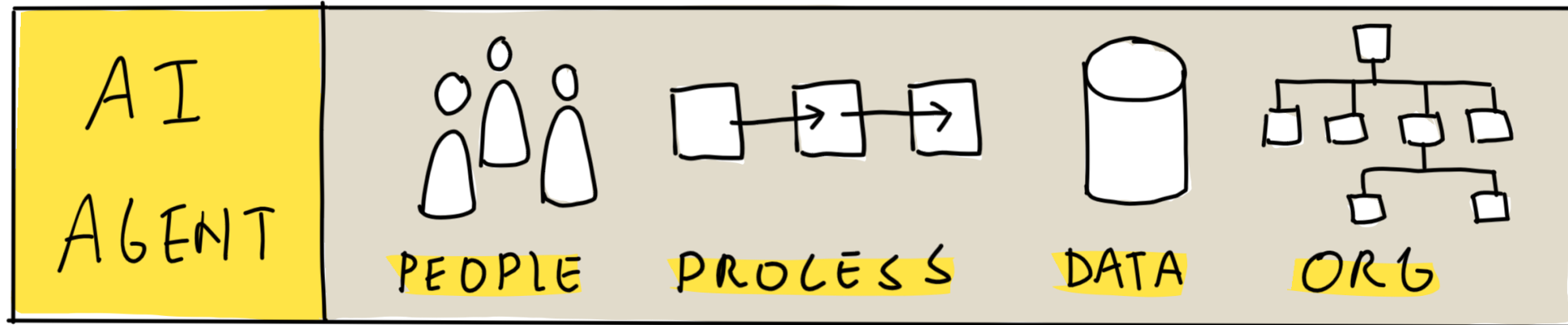


AI = One Small Piece of a Bigger Puzzle





Every AI Speedboat = Many Facets

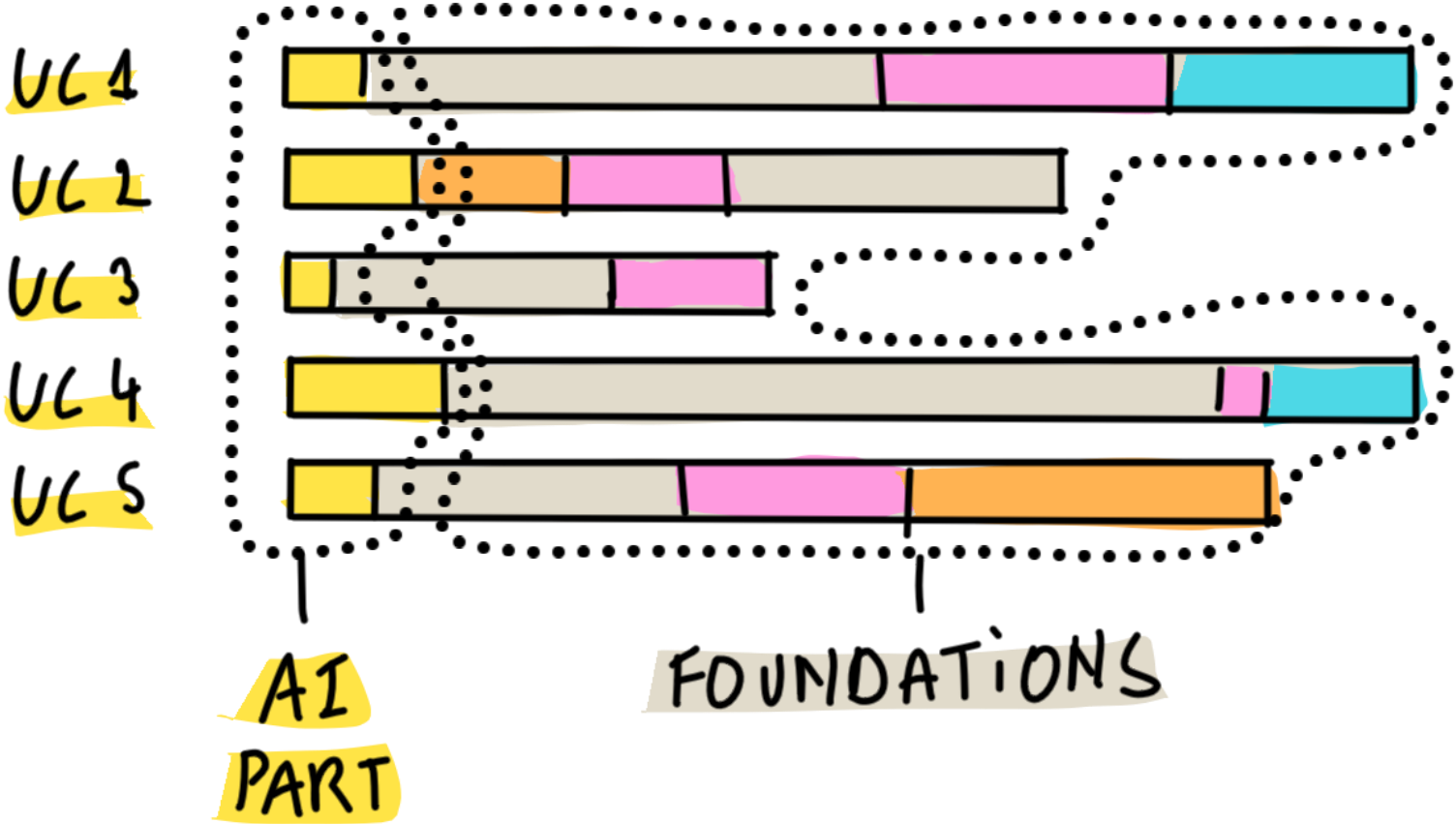


20%

80%

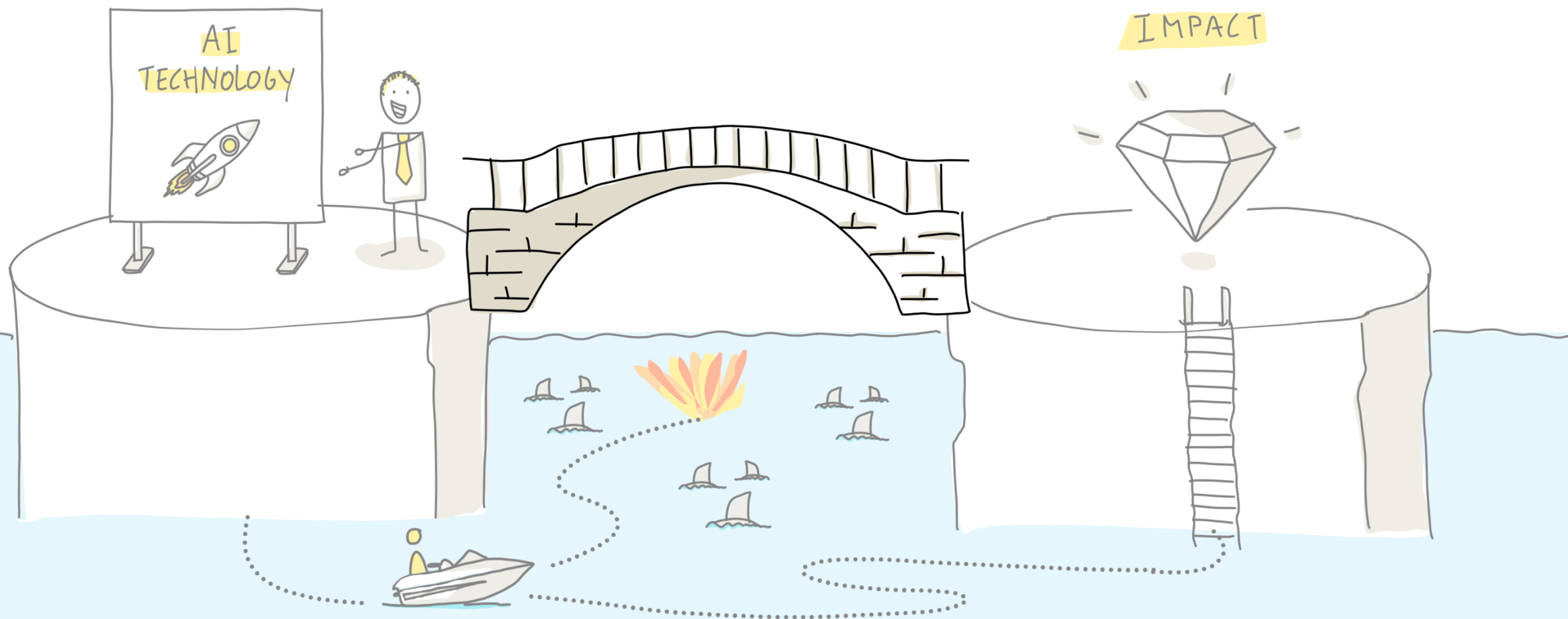


AI Use Case Backlog



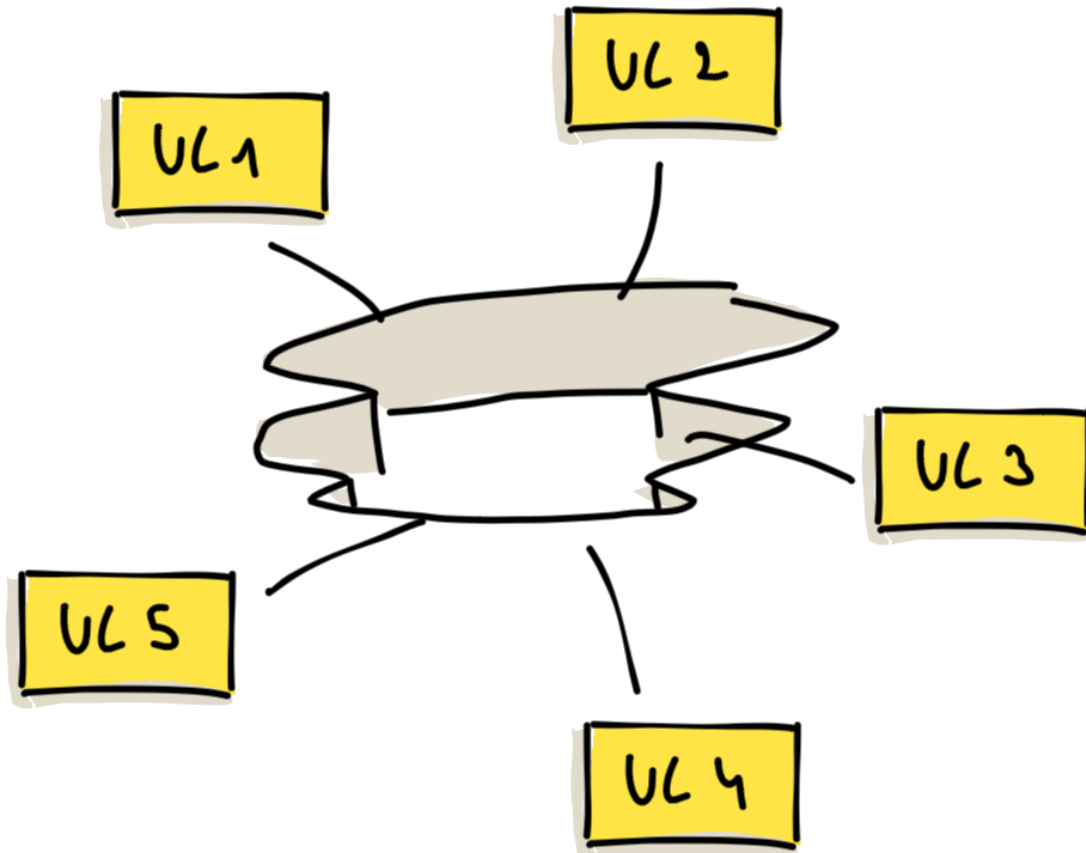


AI Strategy = A Stable Foundation

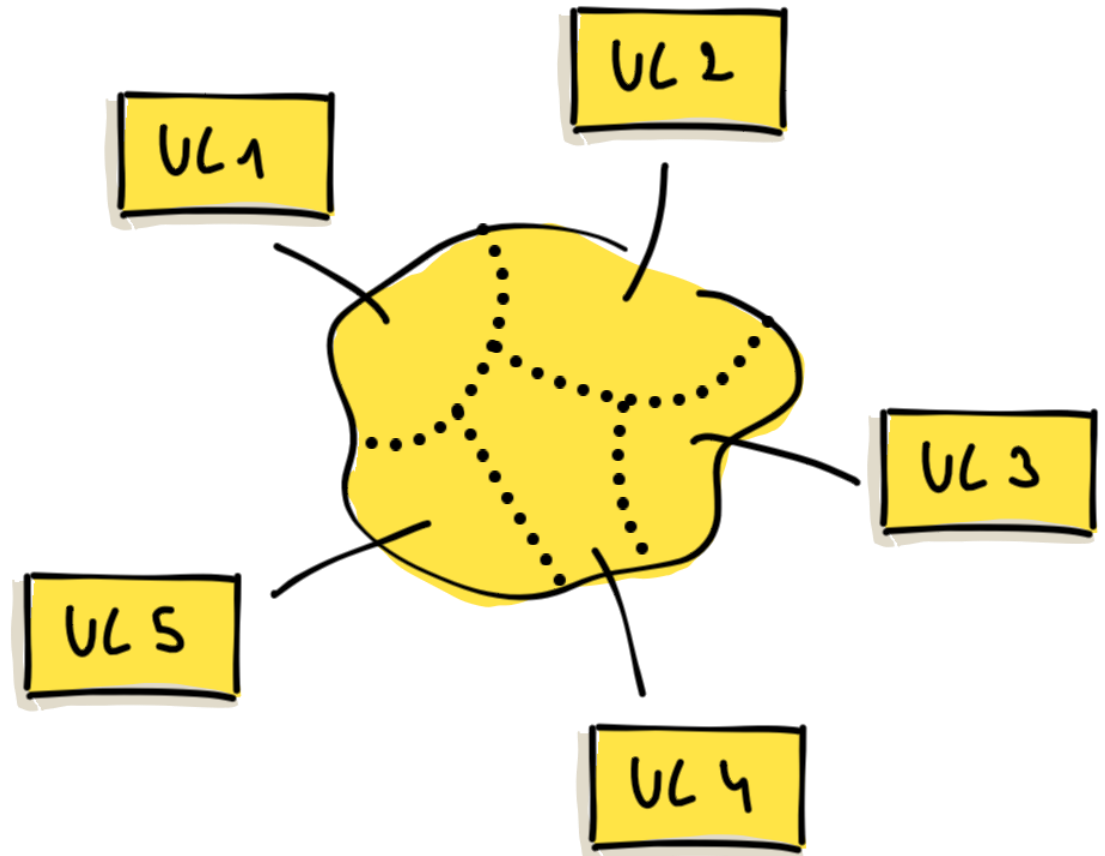




AI Use Case View

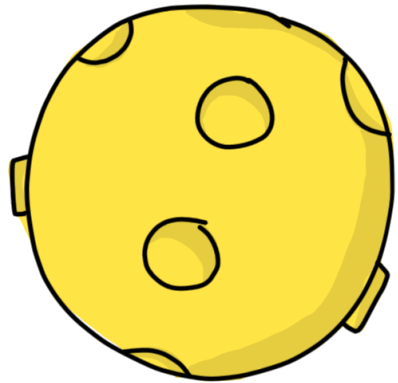


Strategic AI View

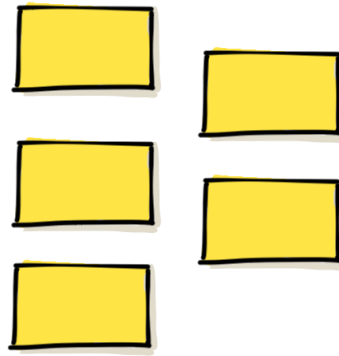
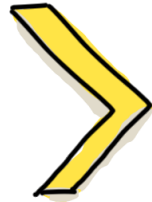




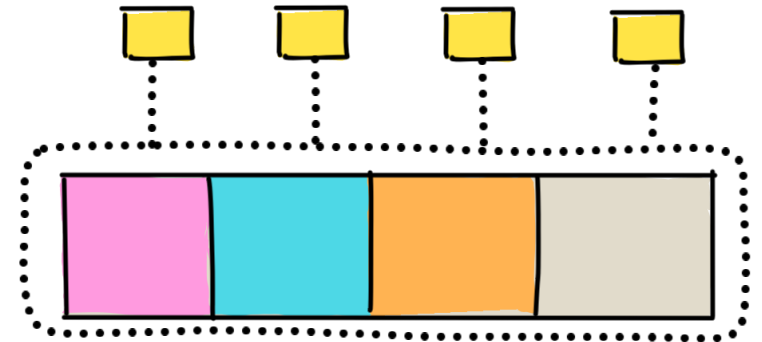
AI Strategy Approach



AI AMBITIONS



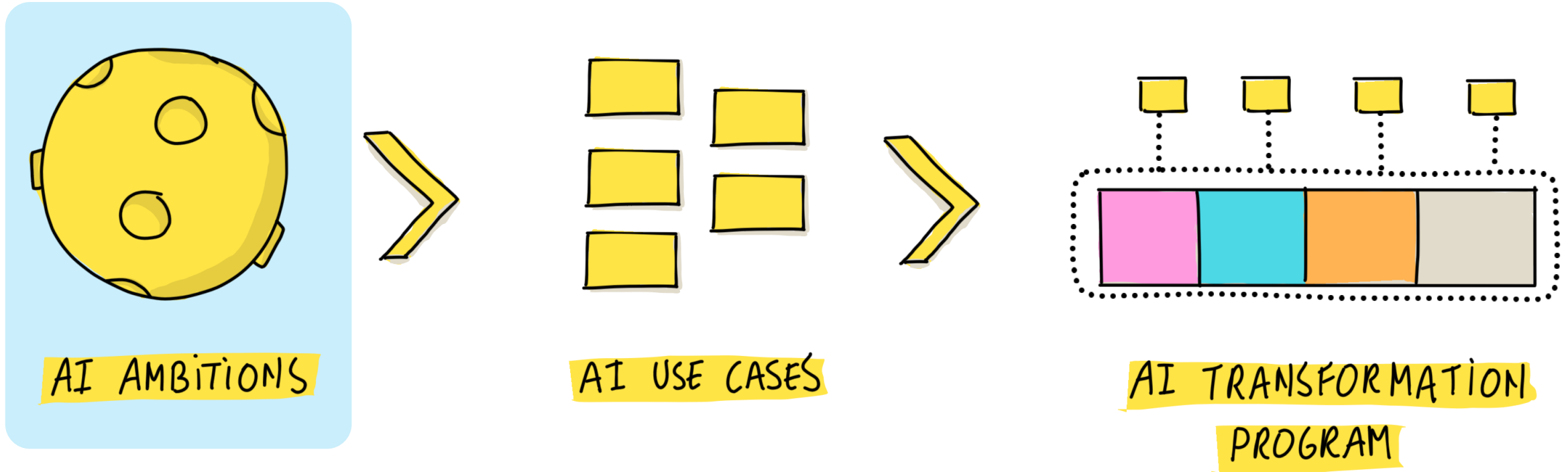
AI USE CASES



AI TRANSFORMATION
PROGRAM

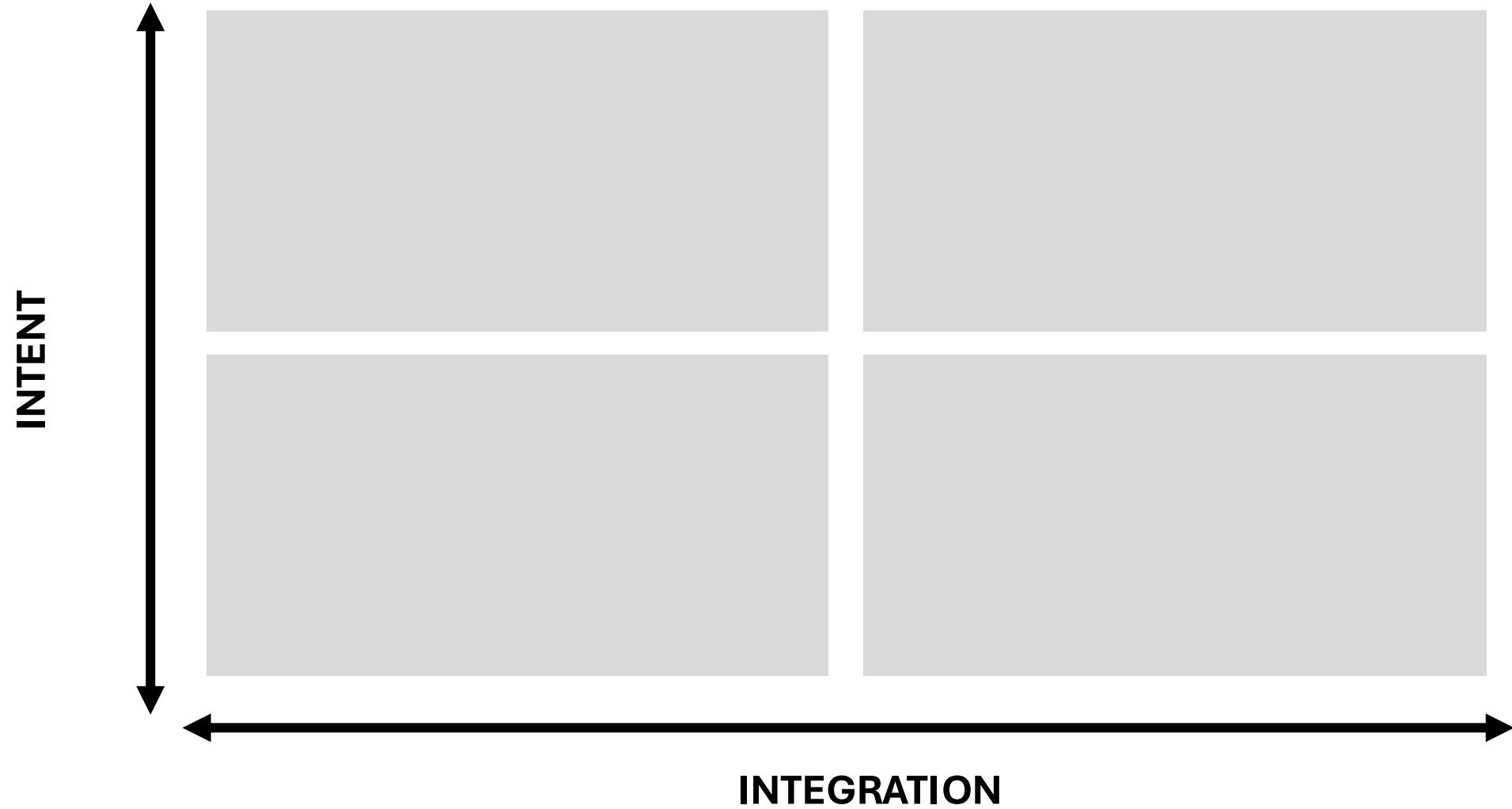


AI Strategy Approach



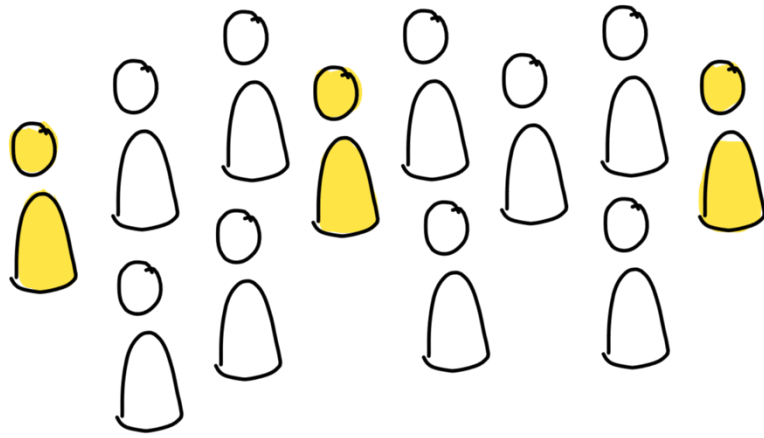


AI Ambitions

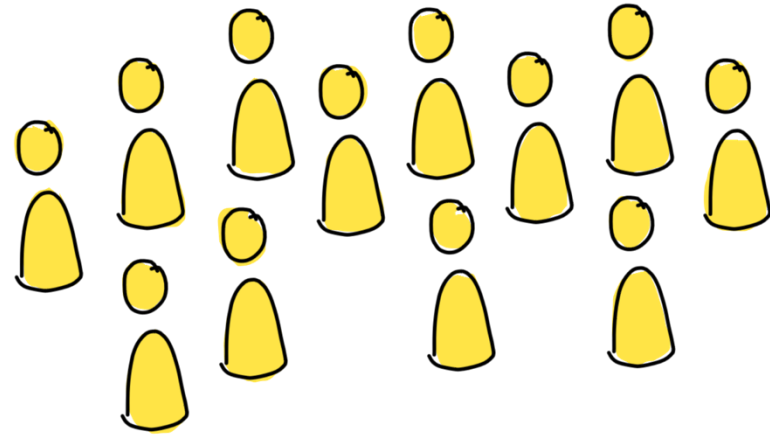




Integration



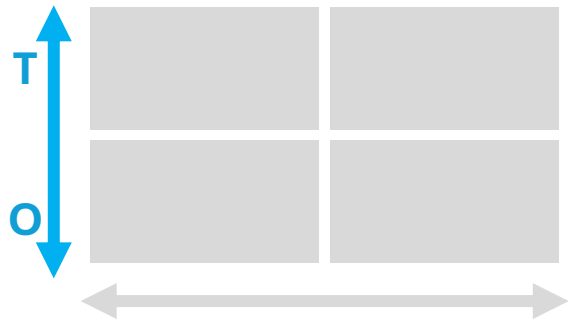
LOCAL



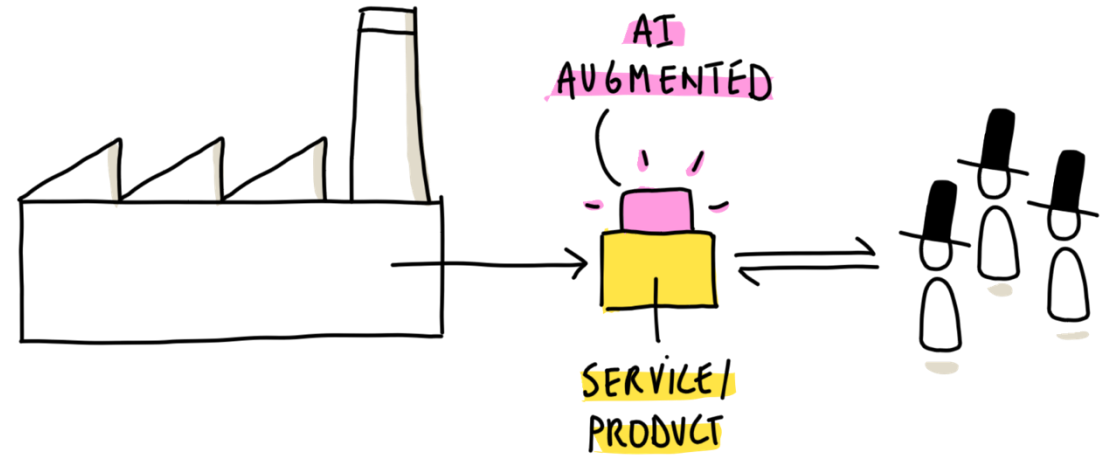
SYSTEMIC



Intent



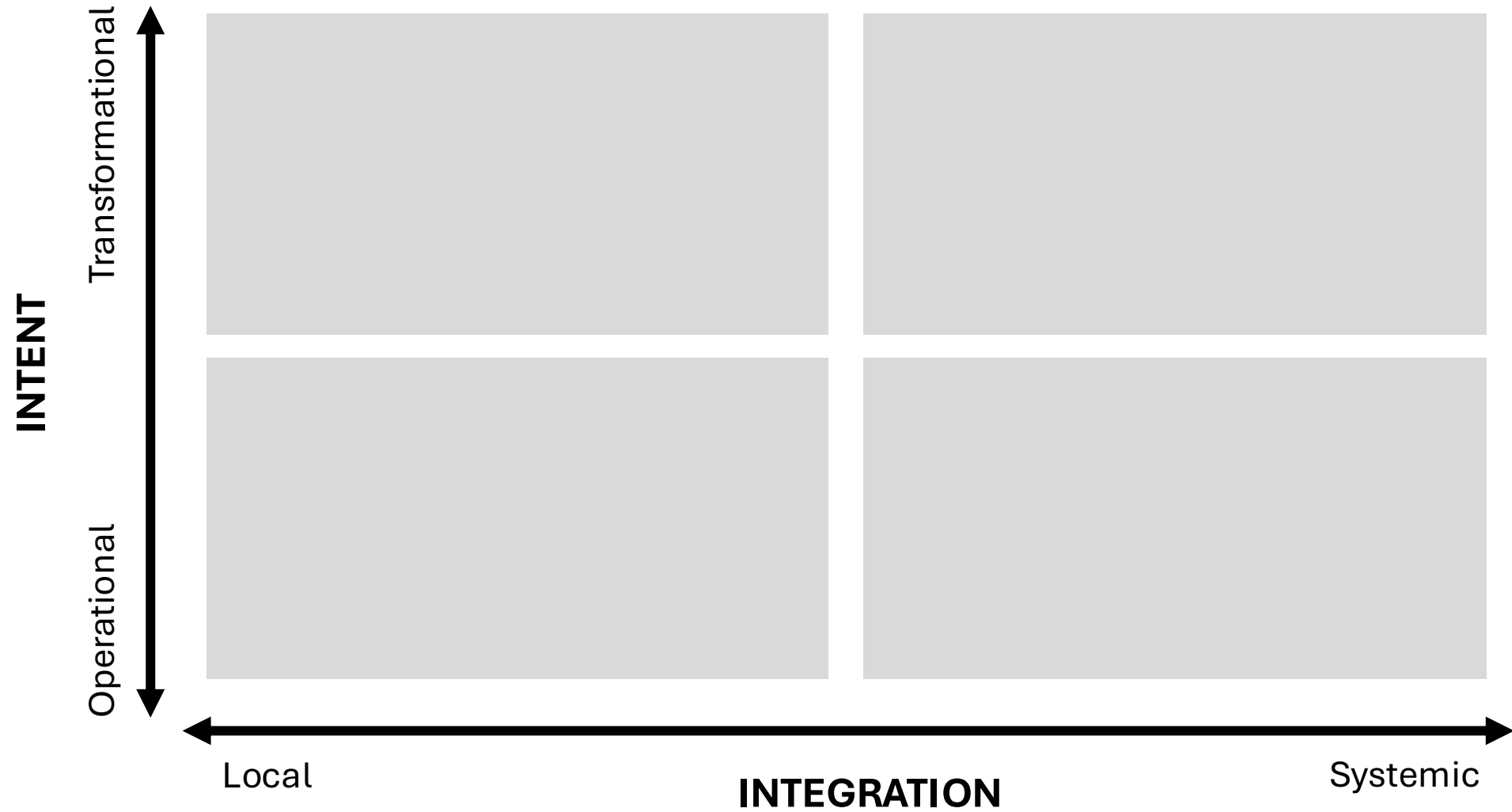
OPERATIONAL



TRANSFORMATIONAL

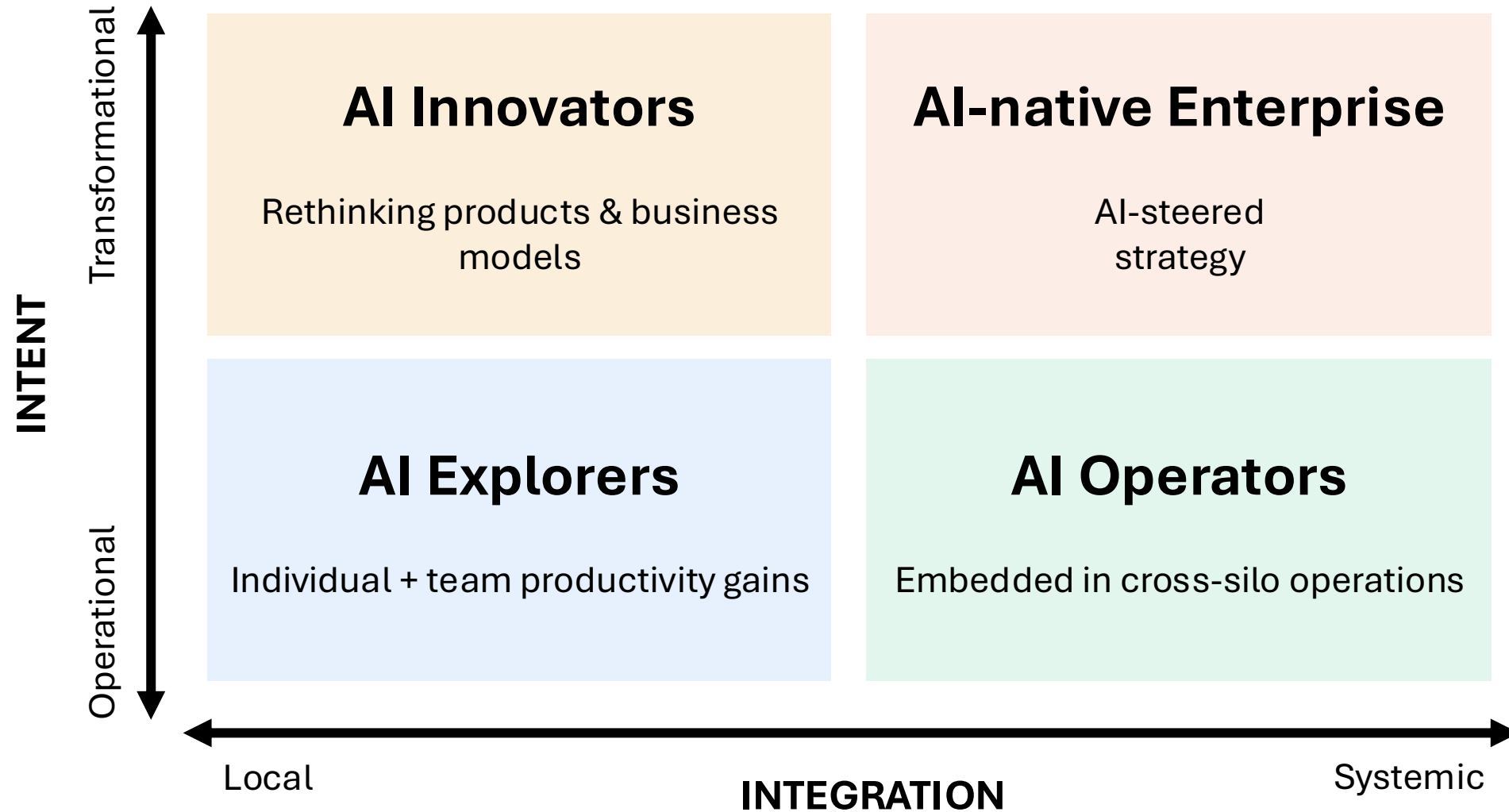


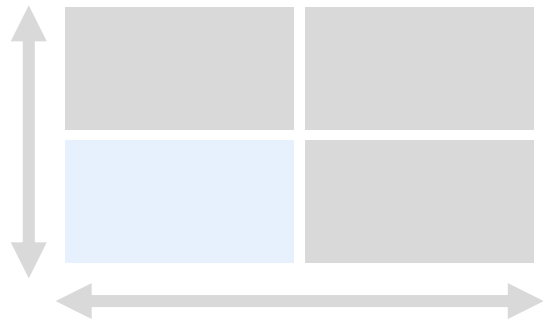
AI Ambitions



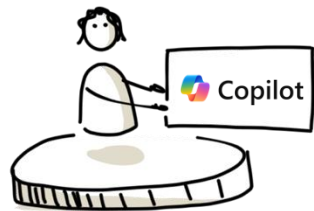


AI Ambitions

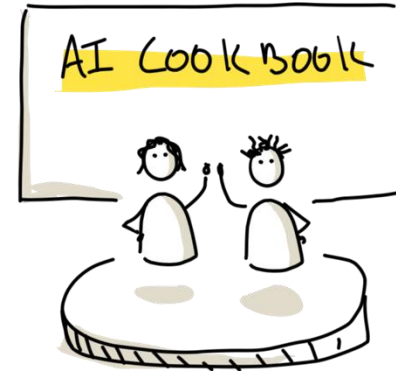
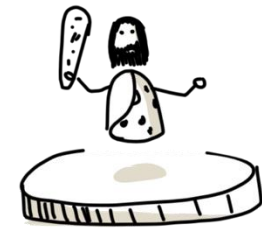
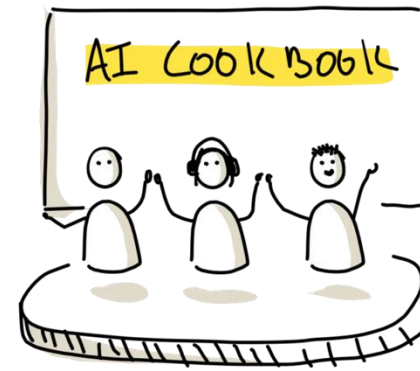




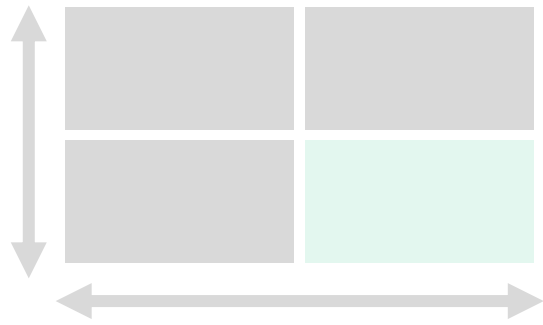
AI Explorers



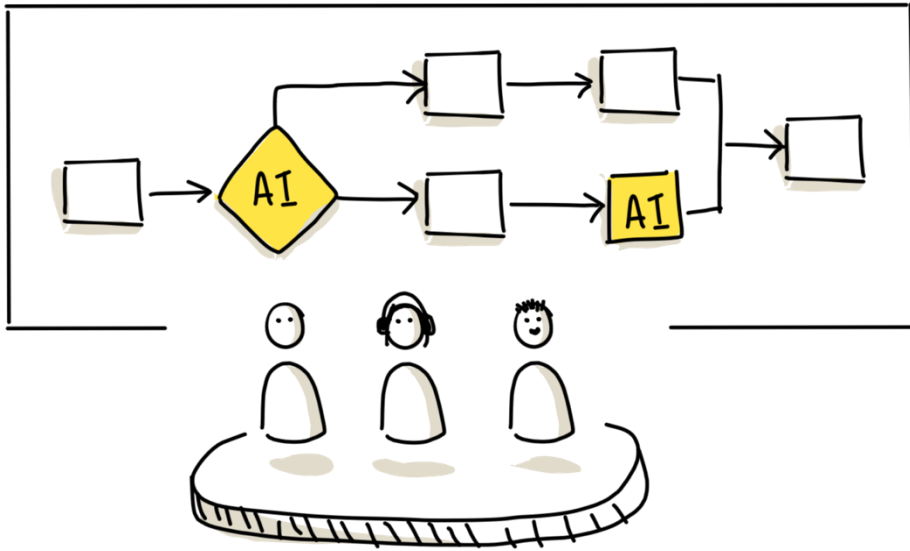
PERSONAL PRODUCTIVITY



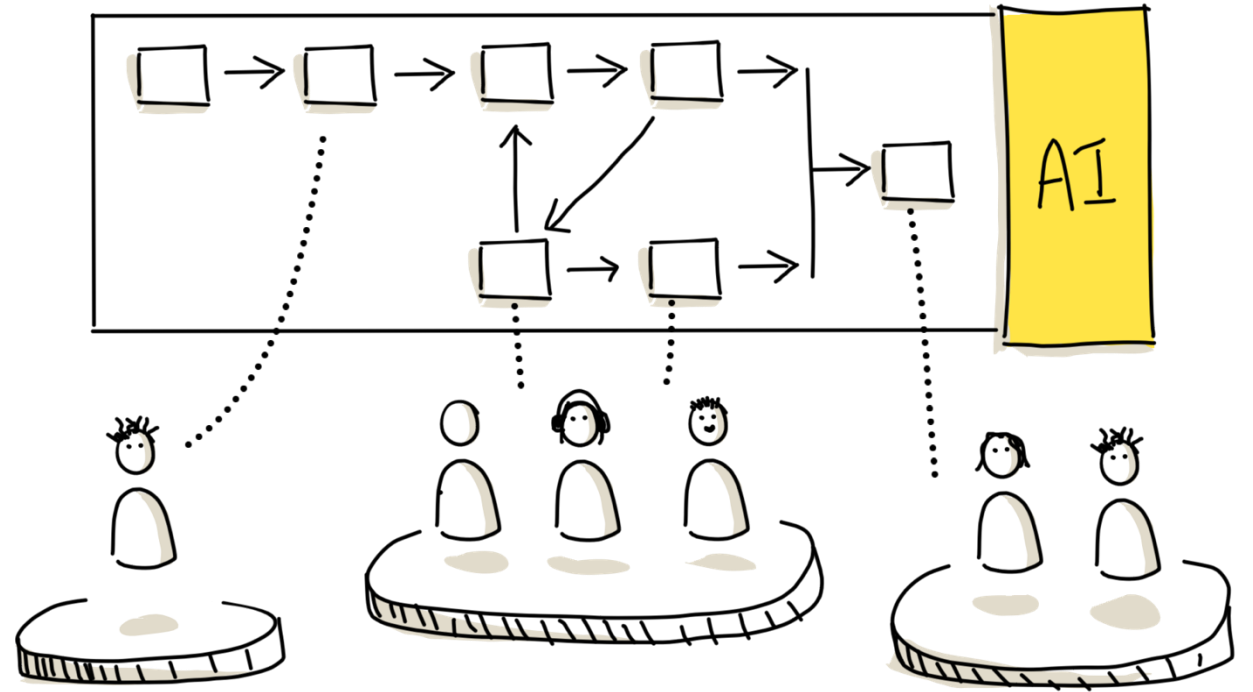
TEAM PRODUCTIVITY



AI Operators



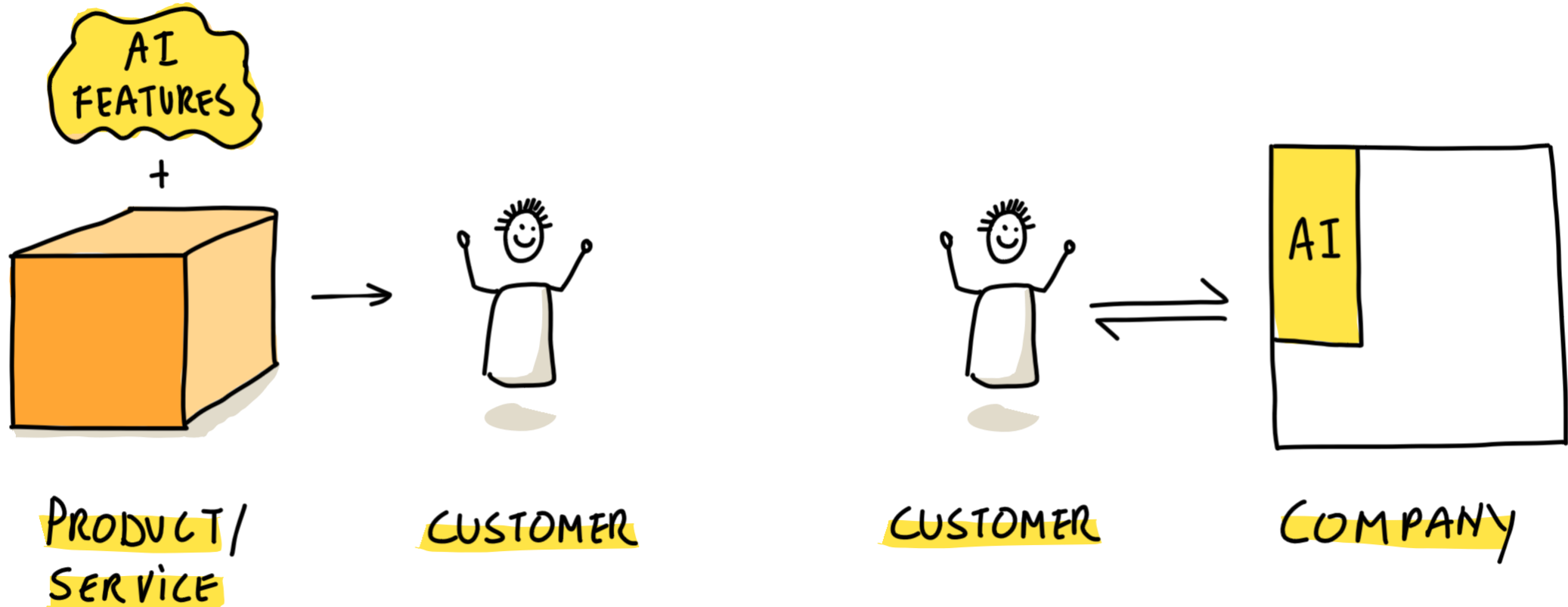
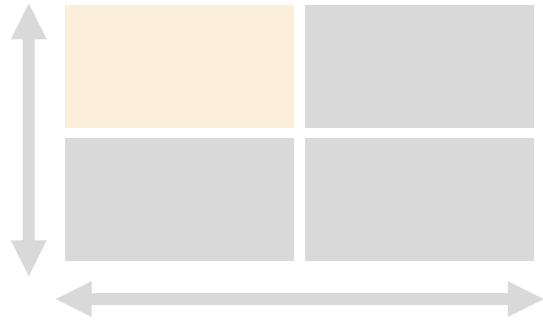
WORKFLOW EMBEDDING



CROSS-SYSTEM ORCHESTRATION



AI Innovators



PRODUCT REIMAGINATION

BUSINESS MODEL EXPLORATION



For the Record

News ▾

Company ▾

Search...



Meet your DJ



Good morning



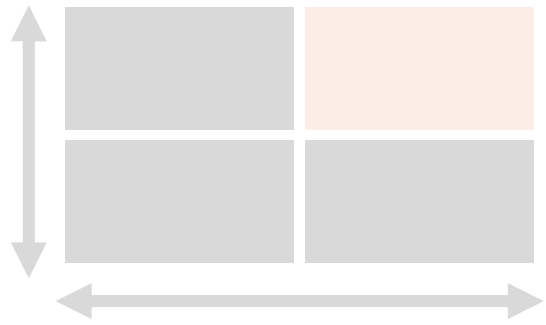
DJ

A mix of current go-to's, old favorites, and some new discoveries you haven't heard yet

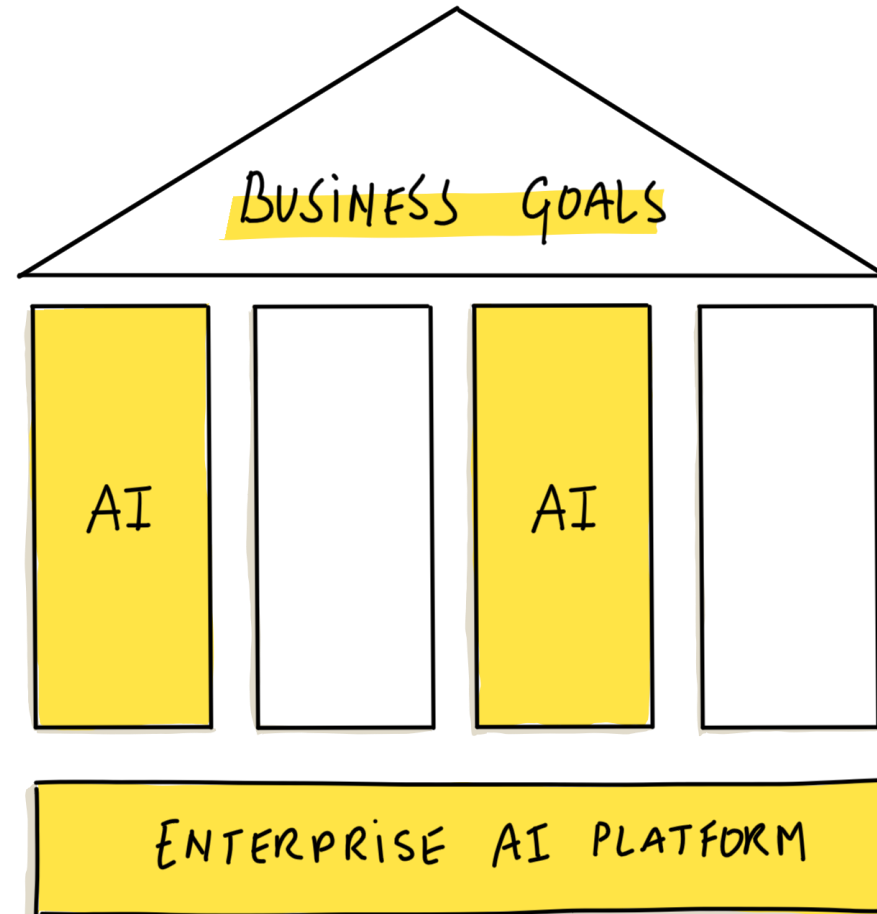
SAY WHAT?

Spotify Debuts a New AI DJ, Right in Your Pocket

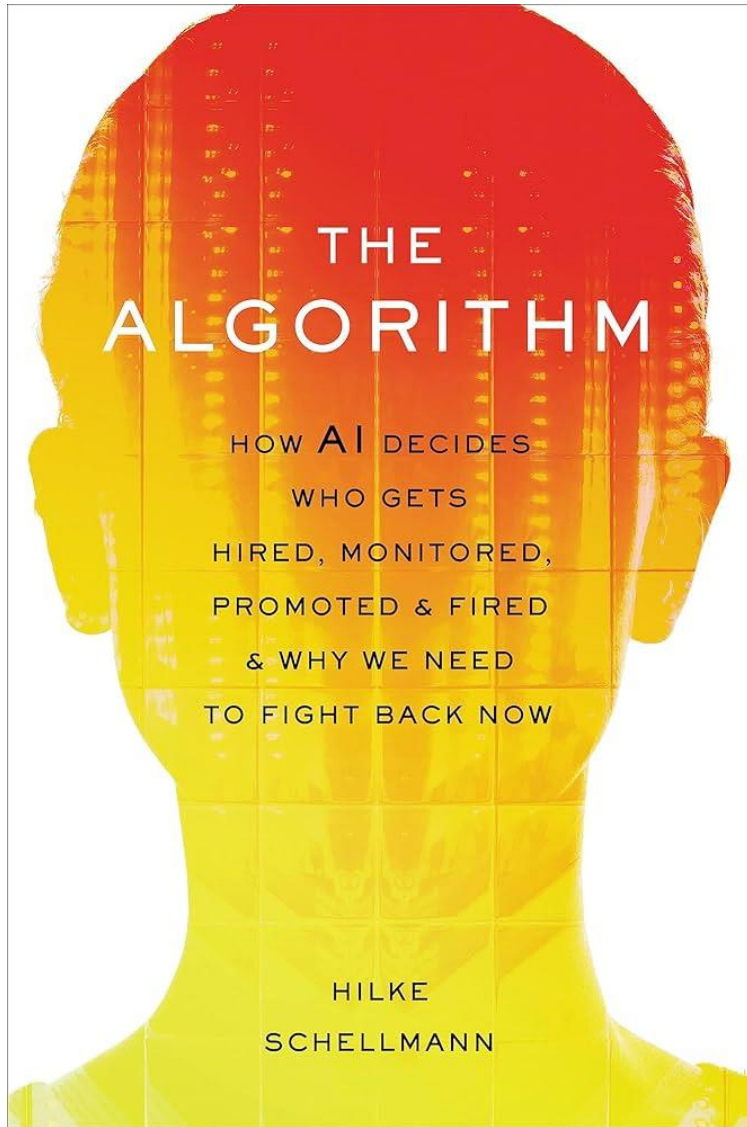
FEBRUARY 22, 2023



AI-native Enterprise



AI-STEERED
STRATEGY



Uber

amazon.com.be

 Meta

4 HET
LEVEN

AFAS
open

4
5 DAY WEEK

Wij gaan naar een 4-daagse werkweek

Vrijdag wordt ontwikkeld

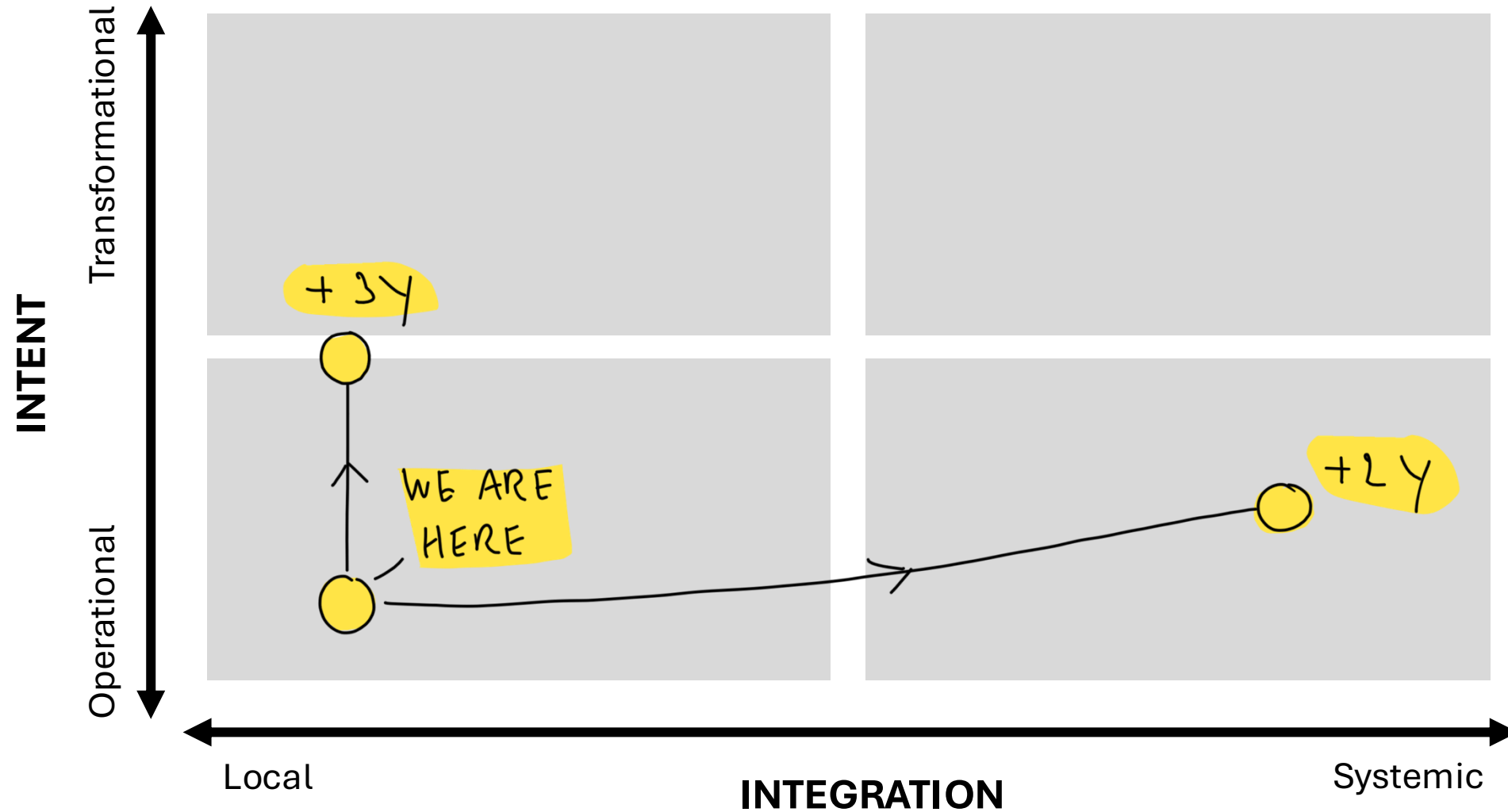
4 HET
LEVEN

AFAS
open

AFAS

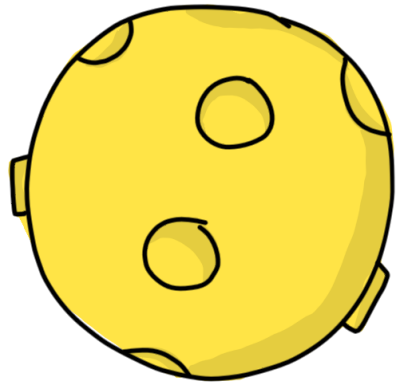


AI Ambitions: Workshop

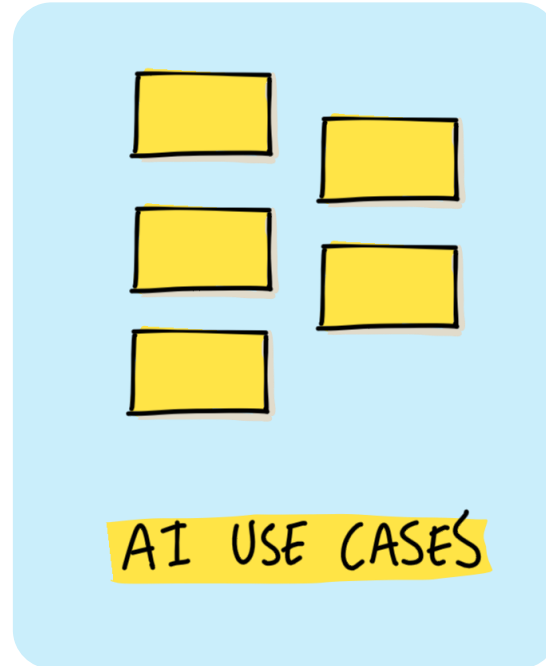
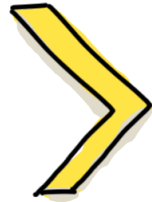




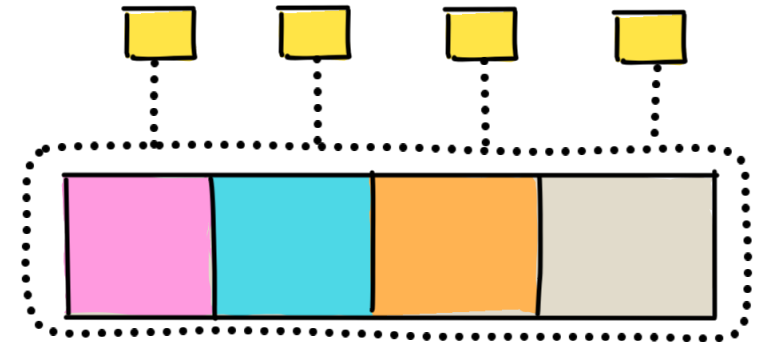
AI Strategy Approach



AI AMBITIONS



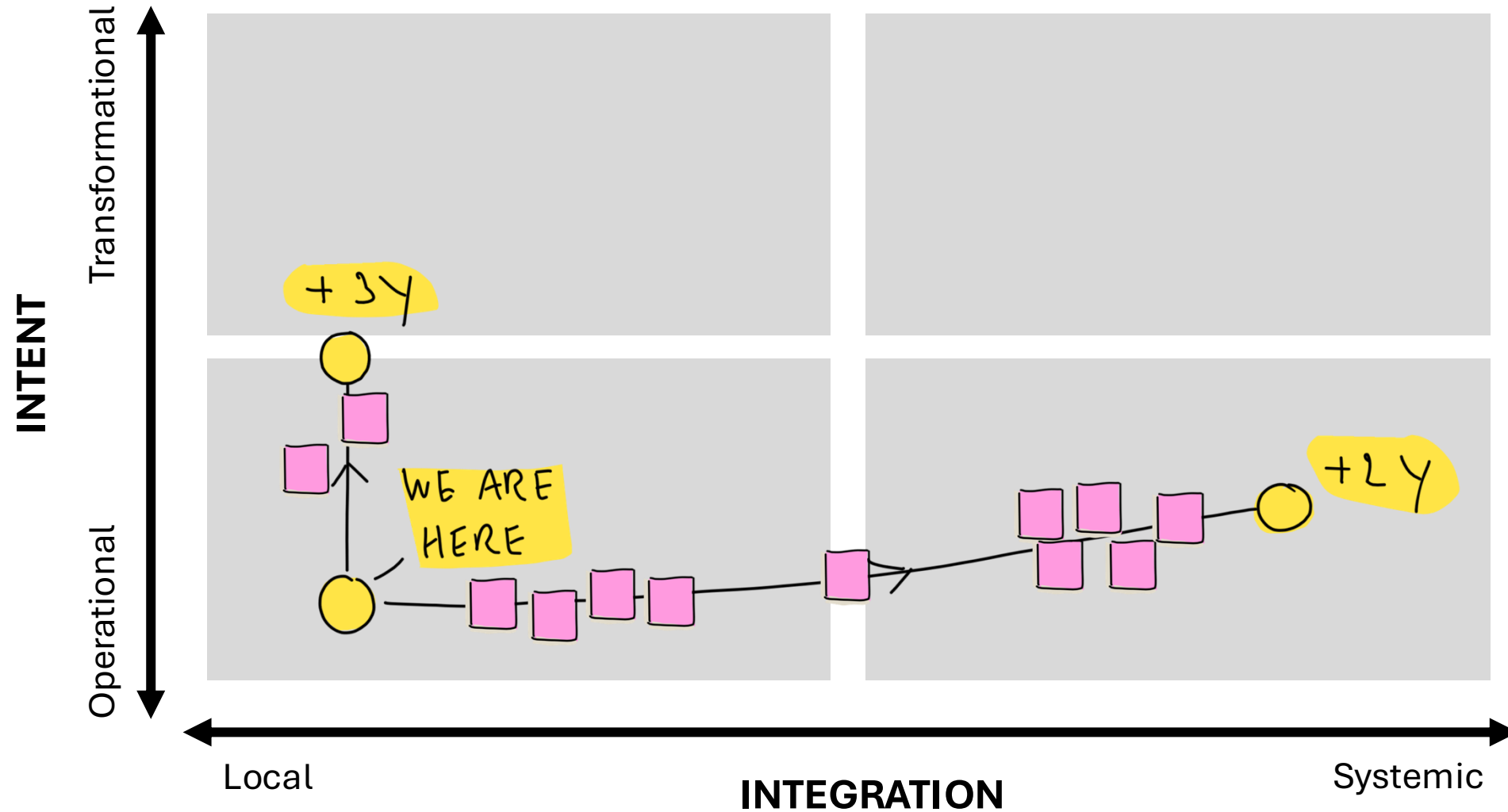
AI USE CASES



AI TRANSFORMATION
PROGRAM

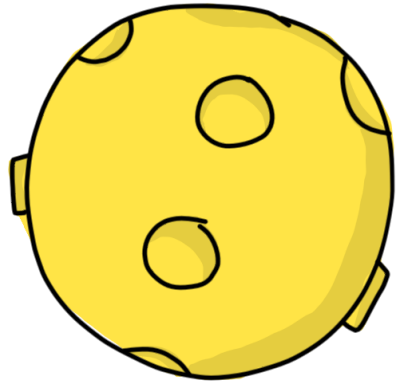


AI Use Cases: Workshop

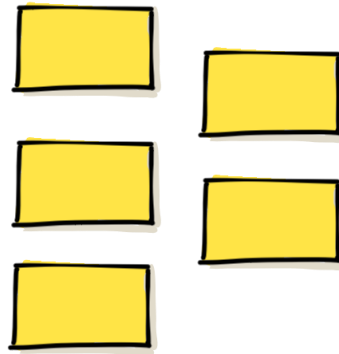
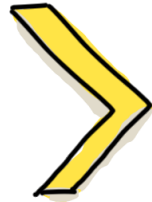




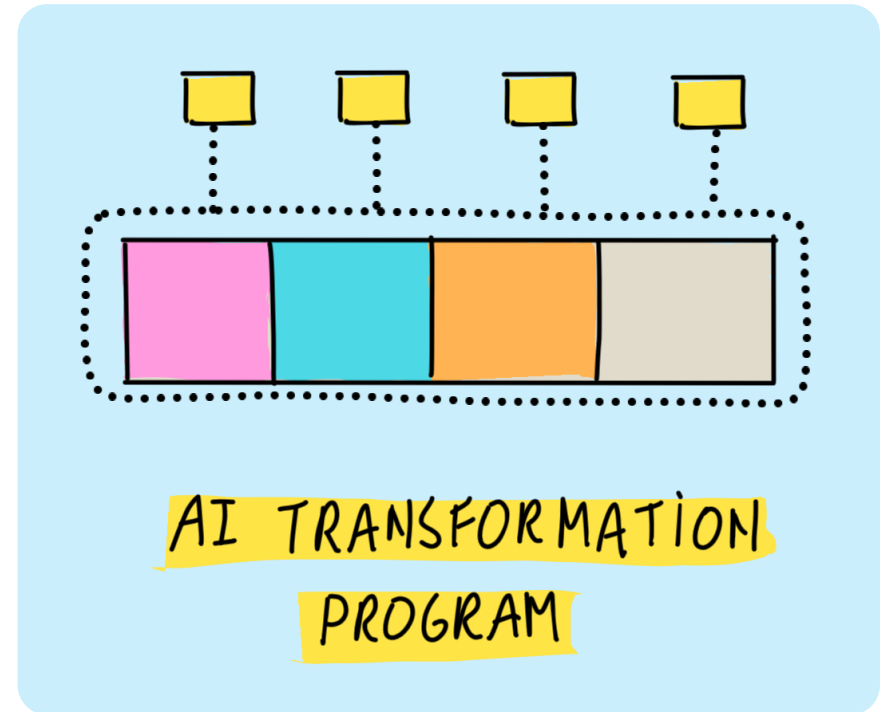
AI Strategy Approach



AI AMBITIONS



AI USE CASES

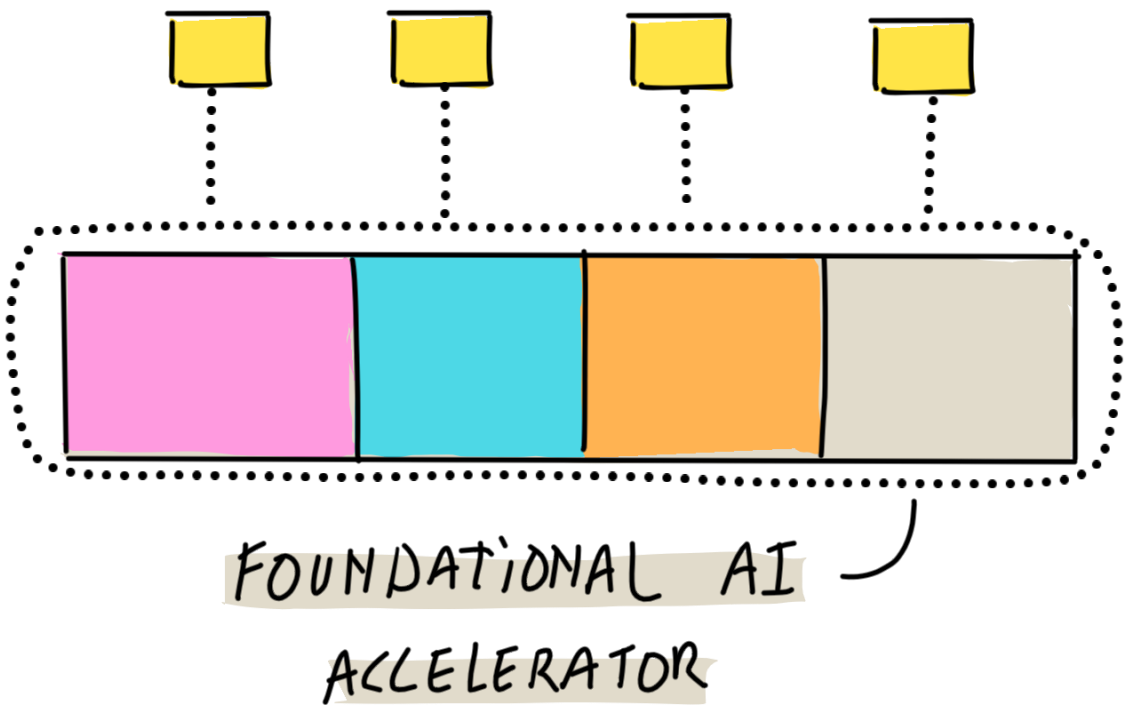
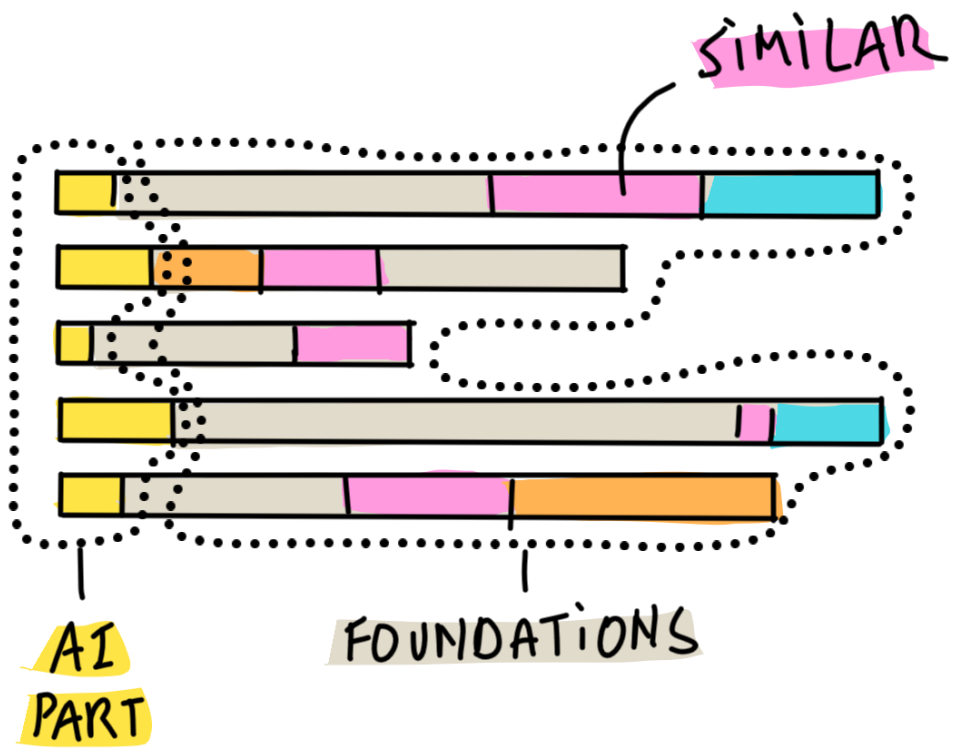




AI USE CASE BACKLOG



AI TRANSFORMATION PROGRAM



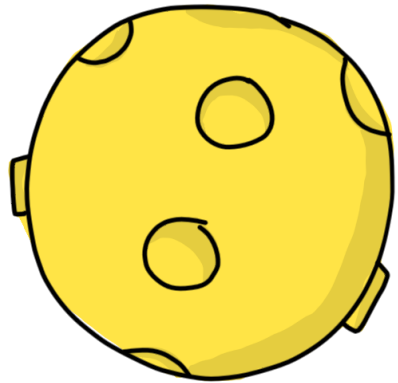


AI Transformation Program Template

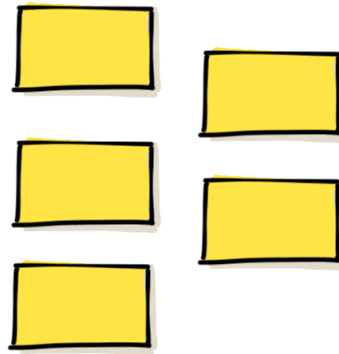
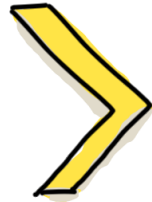
	Q1	Q2	Q3	Q4
Valorization UCs	UC A32		UC B4	UCA8, UC B6
Components				
People				
Process				
Ethics				
Data				
Tech				
Org				



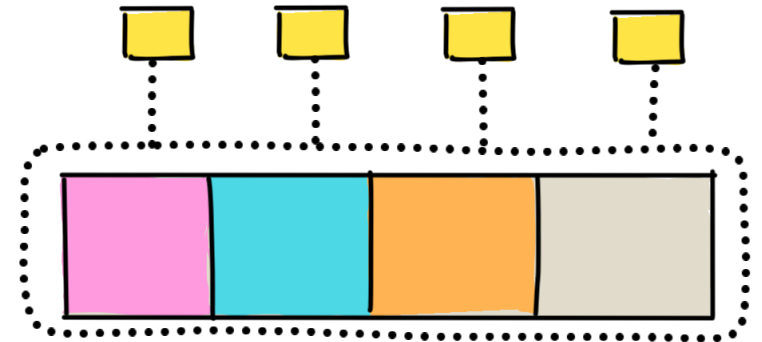
AI Strategy Approach



AI AMBITIONS



AI USE CASES



AI TRANSFORMATION
PROGRAM

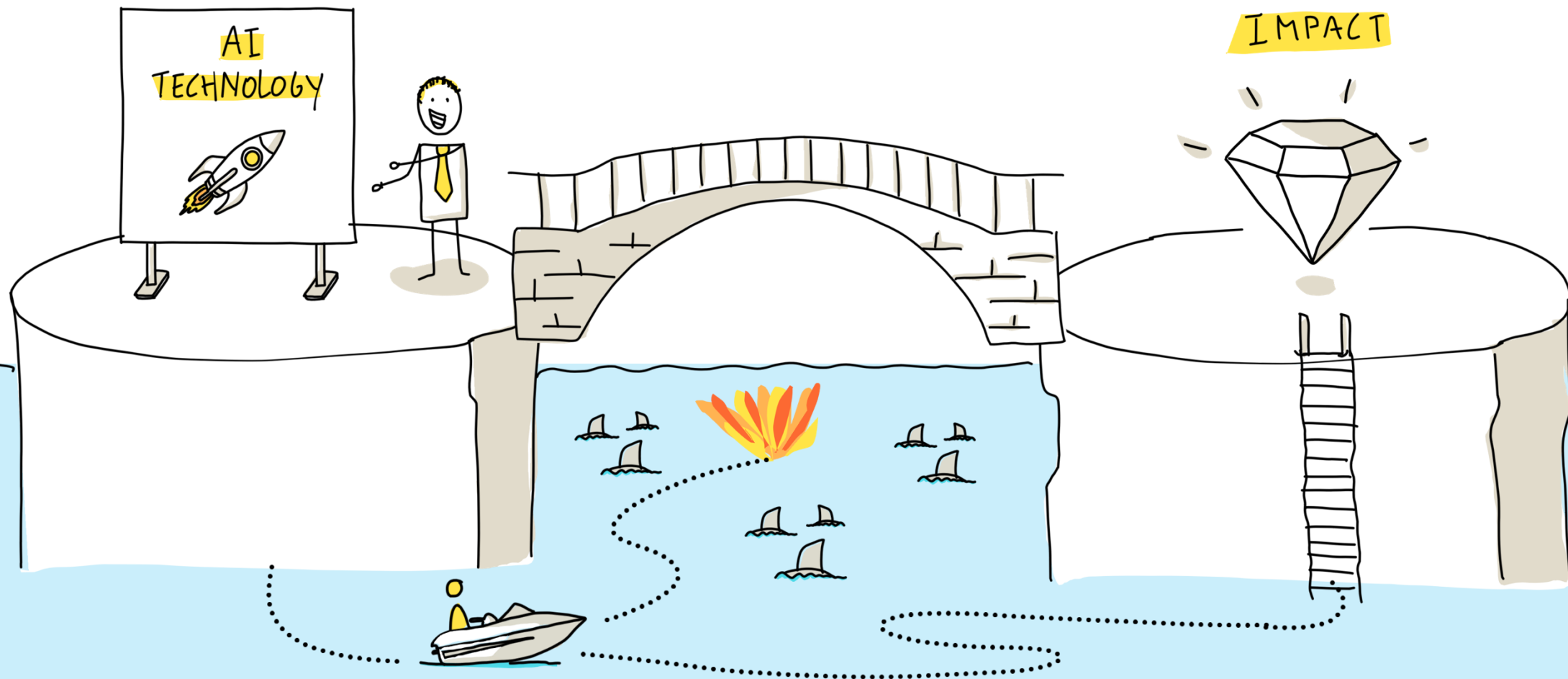
PART I

PART II

PART III

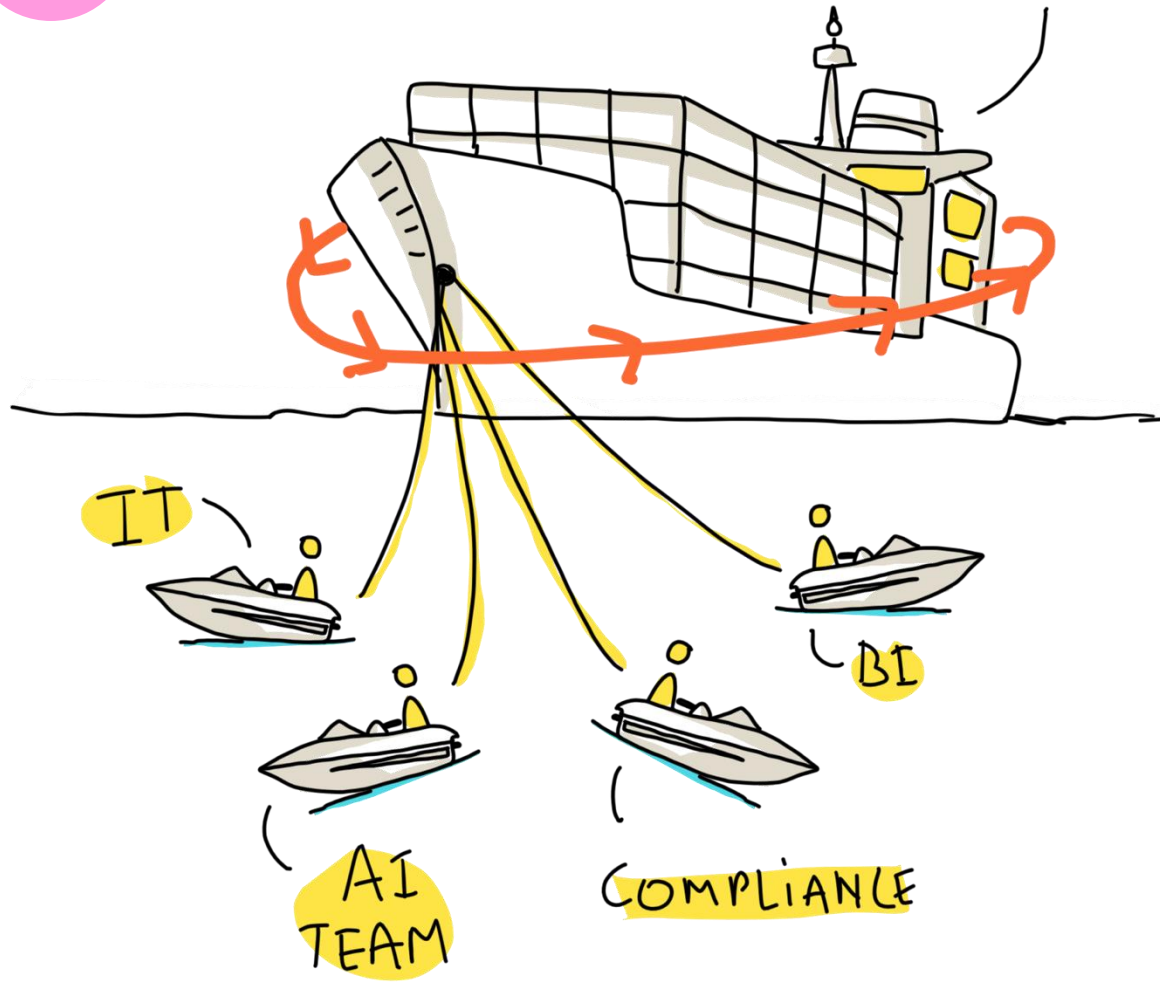


Conclusions



1

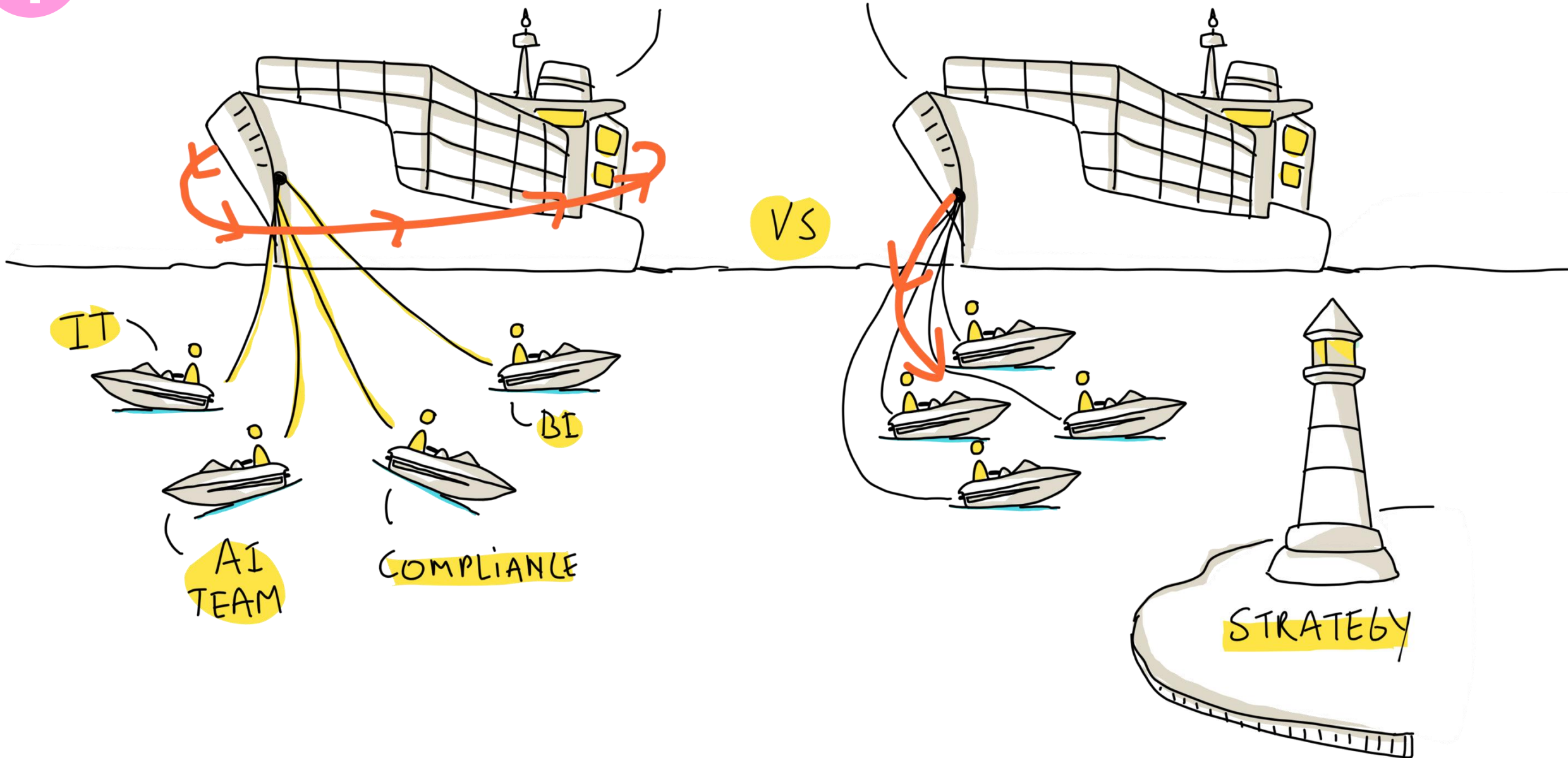
THE ORGANIZATION

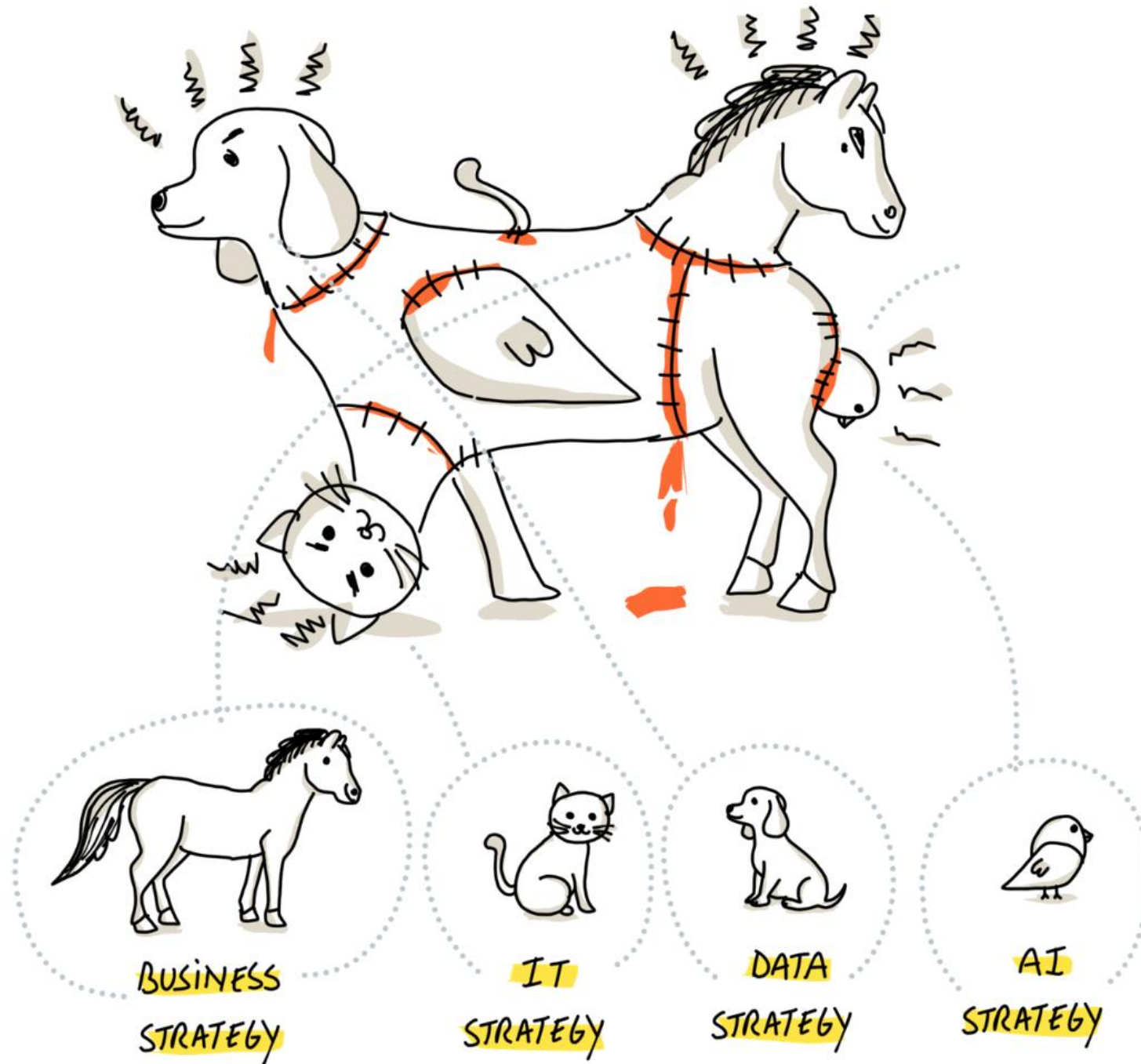


1



THE ORGANIZATION

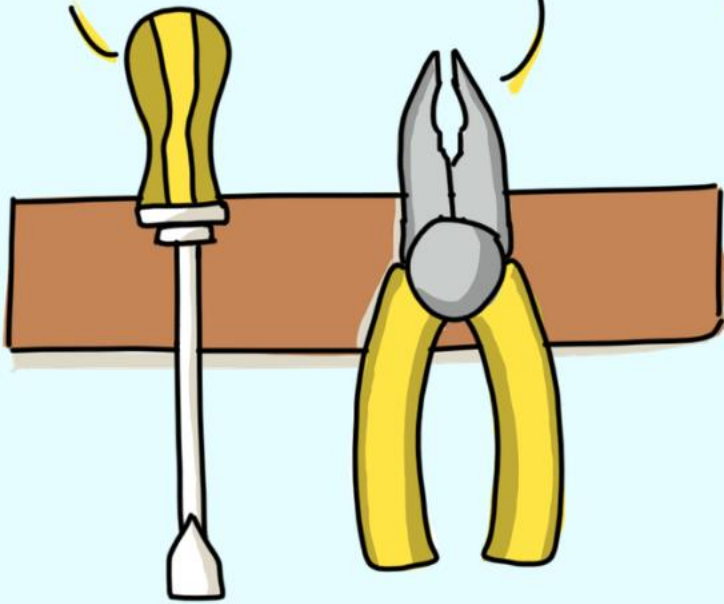




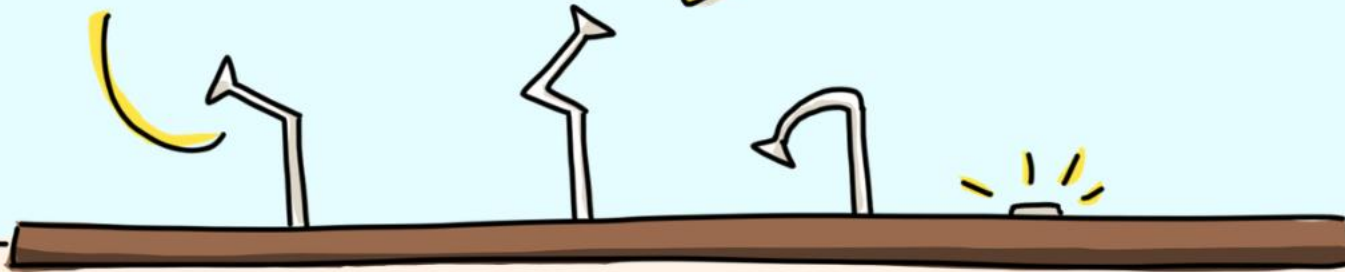
PROCESS FIX

TRAINING

THE HAMMER



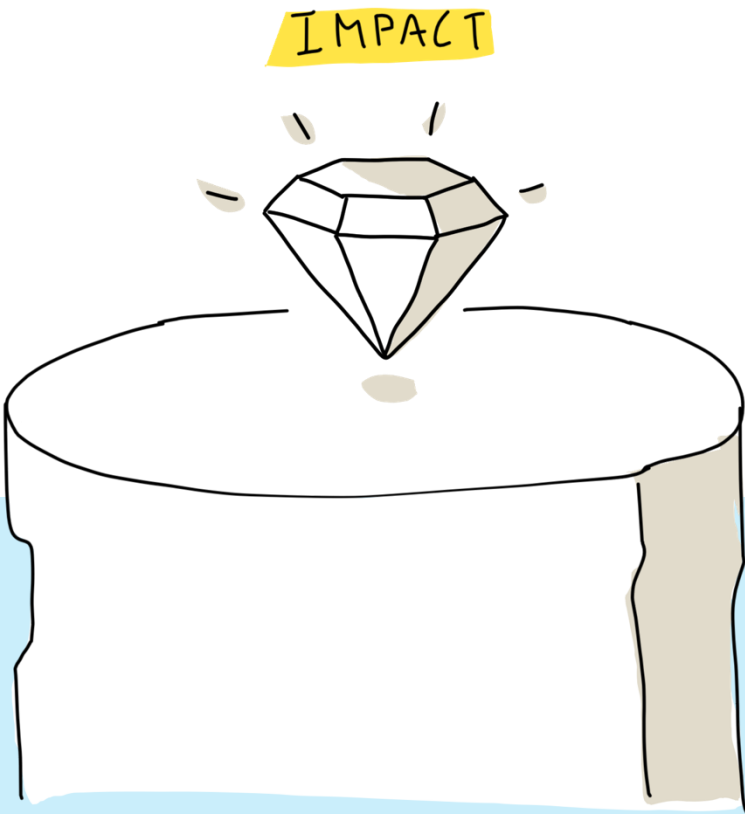
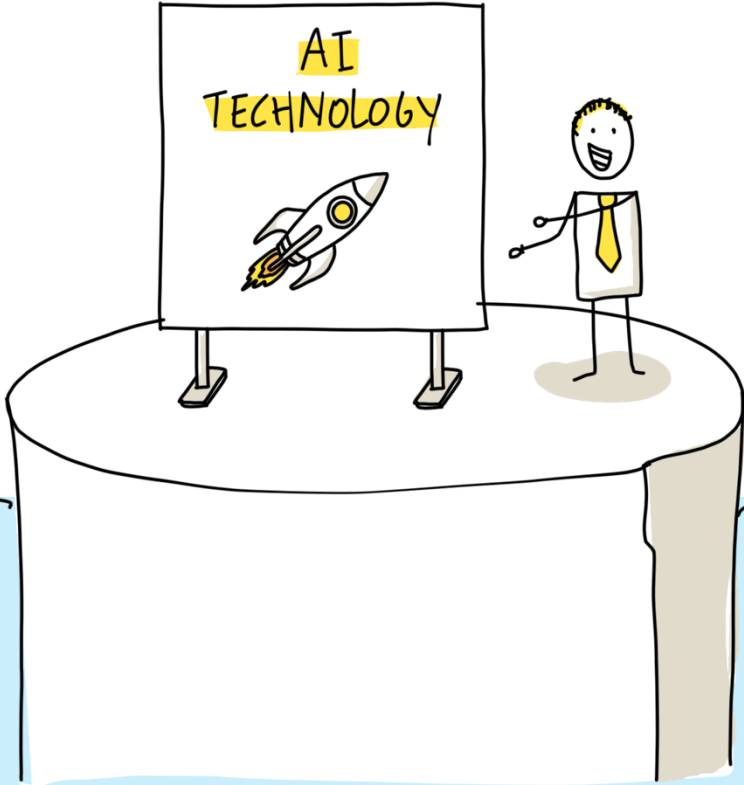
THE PROBLEMS



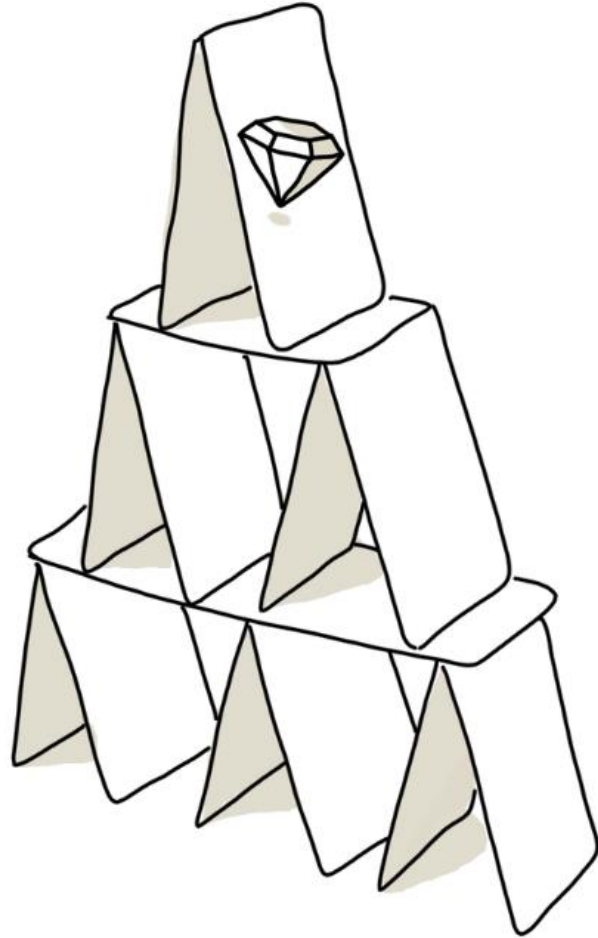
95% HAVE AN AI STRATEGY

8%

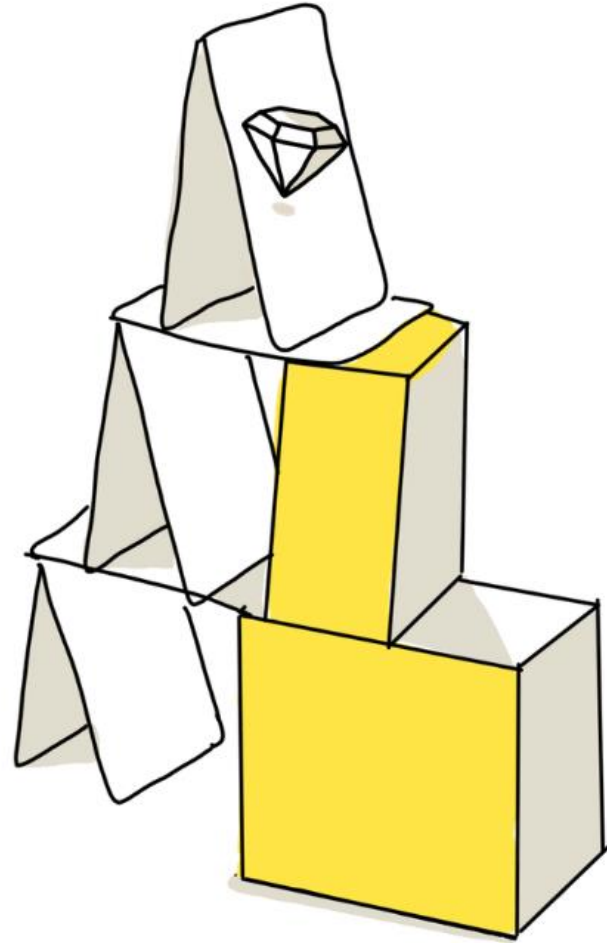
Global AI Pulse,
April 2026, KPMG, n=2110



Choose Your AI Use Case Battles



VS







Thank You!



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(My writing pace is quit irregular 😊)



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