

Artificial Intelligence and Business Model Uncertainty

Building the Digital Twin of Your Organization

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ARTIFICIAL INTELLIGENCE × BUSINESS MODEL UNCERTAINTY

Your organization. Under pressure.



WITH ARTIFICIAL INTELLIGENCE

How much of your day?



● THE ROOM, RIGHT NOW

None

Under 1 h

1-3 h

Over 3 h

Answers are arriving



present.meetingtoolkit.org/icma

CLOSE YOUR LAPTOP. DOES WORK CONTINUE?

And without you?



present.meetingtoolkit.org/icma

● THE ROOM, RIGHT NOW

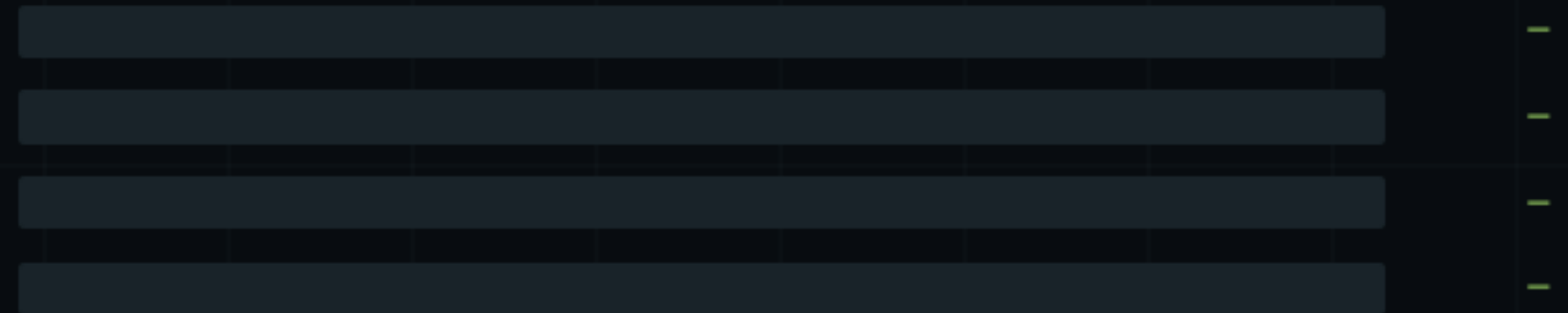
Nothing moves

Up to 10%

11-50%

Over 50%

Answers are arriving



A TASK. TOOLS. PERMISSION TO ACT.

Have you let an agent act?



present.meetingtoolkit.org/icma

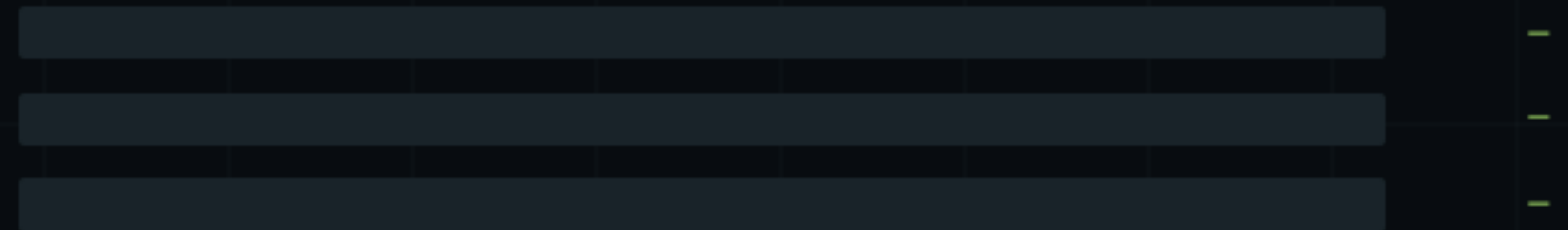
● THE ROOM, RIGHT NOW

Not yet

Tried it

Use it regularly

Answers are arriving



WHAT KEEPS MOVING?

Now close your laptops.



YOUR ANSWERS. A SNAPSHOT OF THIS ROOM.

YOUR PLANNING CYCLE × TECHNICAL CHANGE

A different clock.

THE POSSIBILITY

THE PLAN

ILLUSTRATION OF ACCELERATION · NOT A CAPABILITY FORECAST



TWO CAPABLE OPERATORS. FRONTIER AI.

Not on your competitor list.



OPERATOR 01



OPERATOR 02

Proposal logic

Customer communication

Expert routines

Market intelligence

YOUR CHOICE. A RANDOM DRAW. A LIVE CHALLENGE.

Give us a website.



Your website could be next.

present.meetingtoolkit.org/icma/



0 websites in the draw

From URL to possibility.

● LIVE CHALLENGE

A website from this room

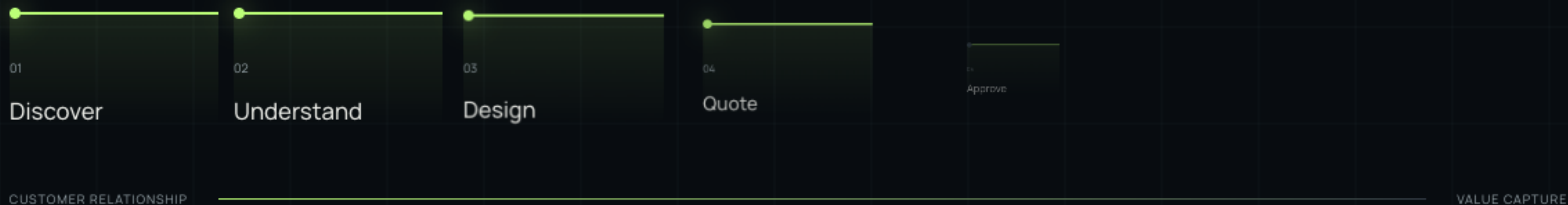
Ready when you are.

API COST

Waiting for a model request

WHAT DID WE ACTUALLY REPLACE?

They only need a valuable part.



QUANTUM COMPUTING? AI-ASSISTED MATHEMATICS?

What if it comes from elsewhere?



THE EXPECTED PATH

Quantum

ANOTHER POSSIBILITY

AI + mathematics ?

RESEARCH PROGRESS DOES NOT ESTABLISH A BREAK OF DEPLOYED CRYPTOGRAPHY.

BEYOND THE ORGANIZATION CHART

Can you see how value moves?



THE DIGITAL ORGANIZATIONAL TWIN

Build your own challenger.

THE ORGANIZATION



REAL WORKFLOWS



THE CHALLENGER AT THE EDGE



CONTROLLED EXPERIMENTS

Attack. Test. Learn. Rebuild.



100x

100 PEOPLE →

1

SAME THEORETICAL CAPACITY

Revenue / person

Profit / person

€100k → €10m

€10k → €1m

100 PEOPLE →

10,000

BASELINE PERSON-EQUIVALENTS

Revenue / person

Profit / person

€100k → €10m

€10k → €1m

Capacity can change the job.



47%

OF RECEIVED ENQUIRIES RESOLVED



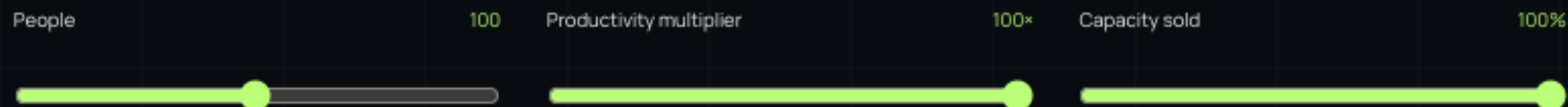
8,500

CO-WORKERS RESKILLED

Remote design Digital sales Complex customer needs

THE EXPERIMENT IS NOW ON YOUR PHONE.

What would you choose?



10,000

baseline person-equivalents of capacity

Revenue

€1bn

Profit

€100m

Revenue / person

€10m

Profit / person

€1m

Illustrative economics: €100k baseline revenue/person; constant 10% profit margin on sales; additional AI and transition costs excluded. Revenue = capacity × €100k × share sold. Demand, prices and margins are assumptions, not forecasts.



SAME URL.
YOUR DECISION.

YOUR FIRST MOVE: ONE VALUABLE WORKFLOW.

Redesign it. Before they do.

01

ONE VALUABLE
WORKFLOW.



TAKE THE TALK WITH YOU.

Presentation + narrative script - PDF

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Let's build your next move.