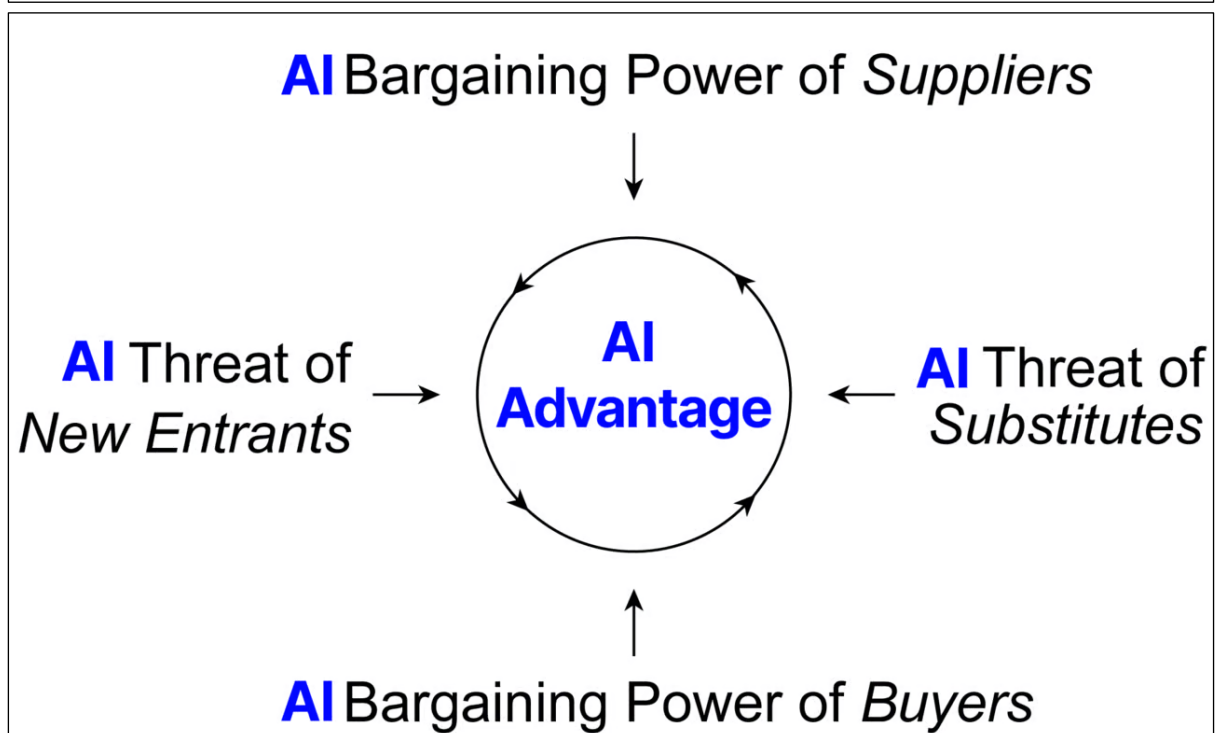
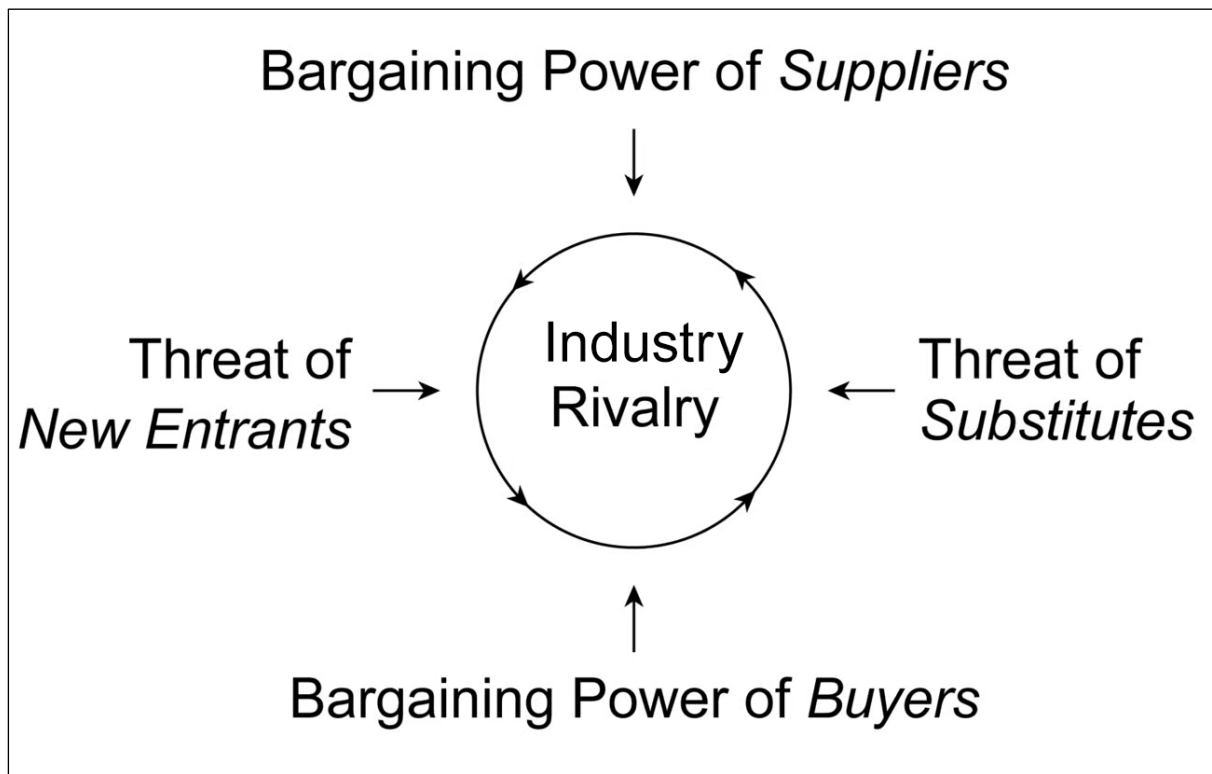
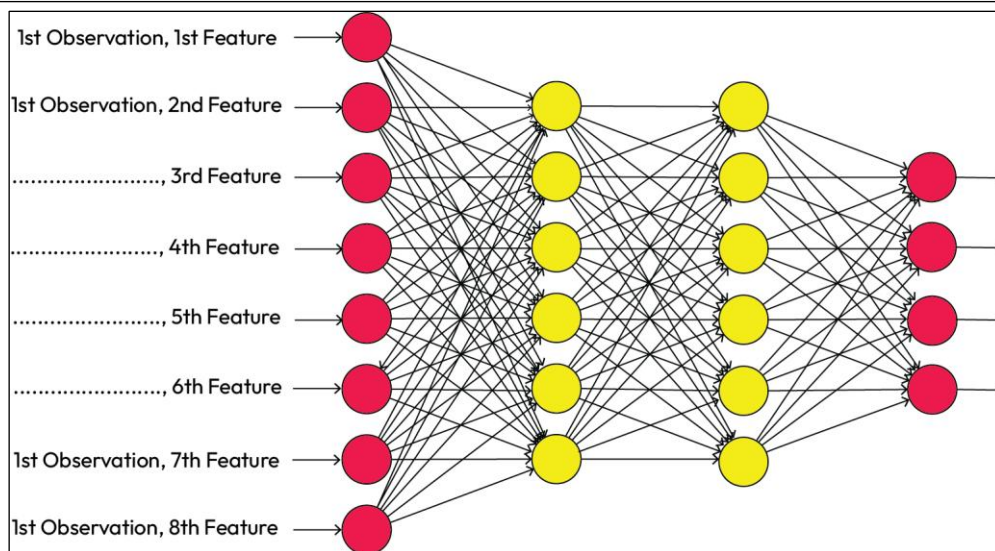
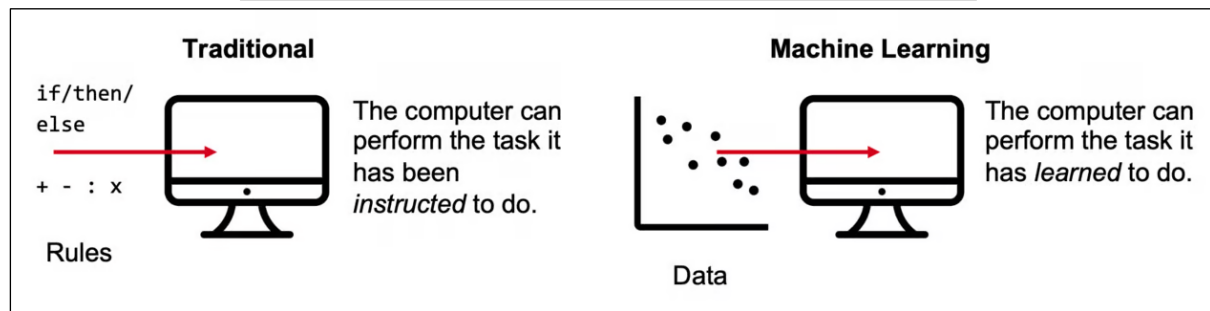
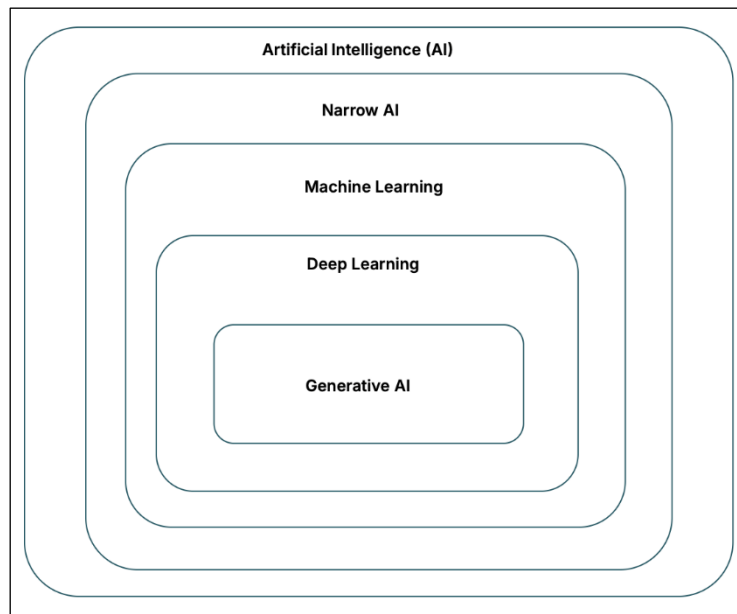
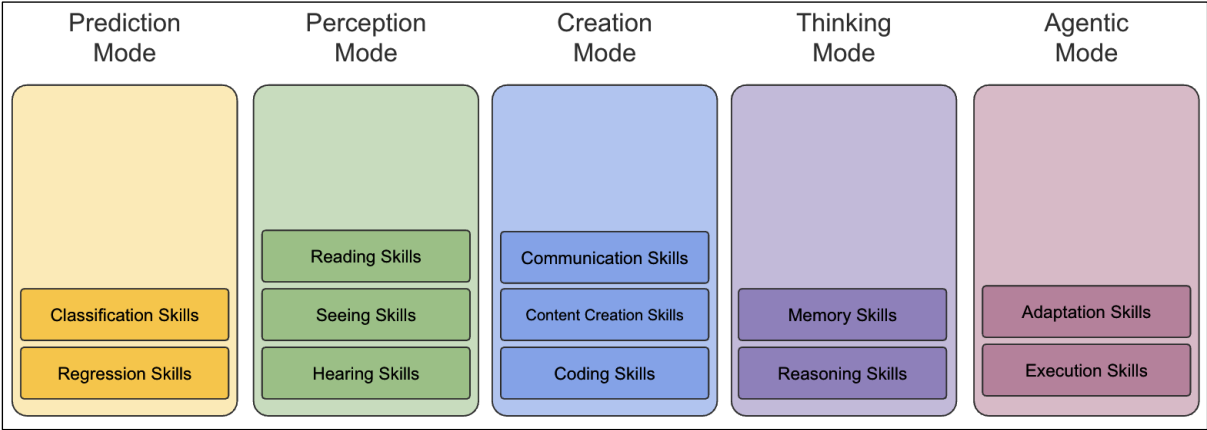
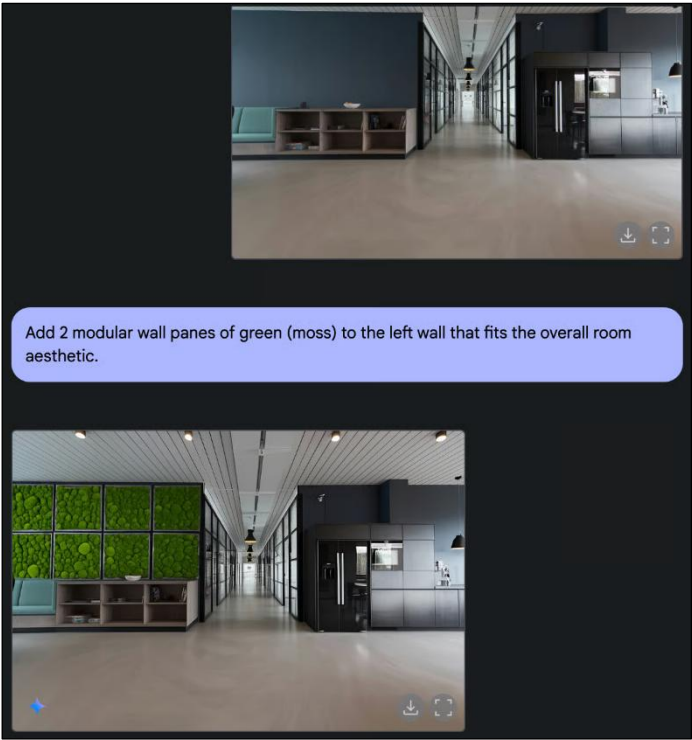


Chapter 1: Understanding the AI Revolution



Chapter 2: Understanding Modern AI





Microsoft Azure Machine Learning

Run 174 - Completed

Details Data guardrails Models Outputs + logs Child runs Snapshot

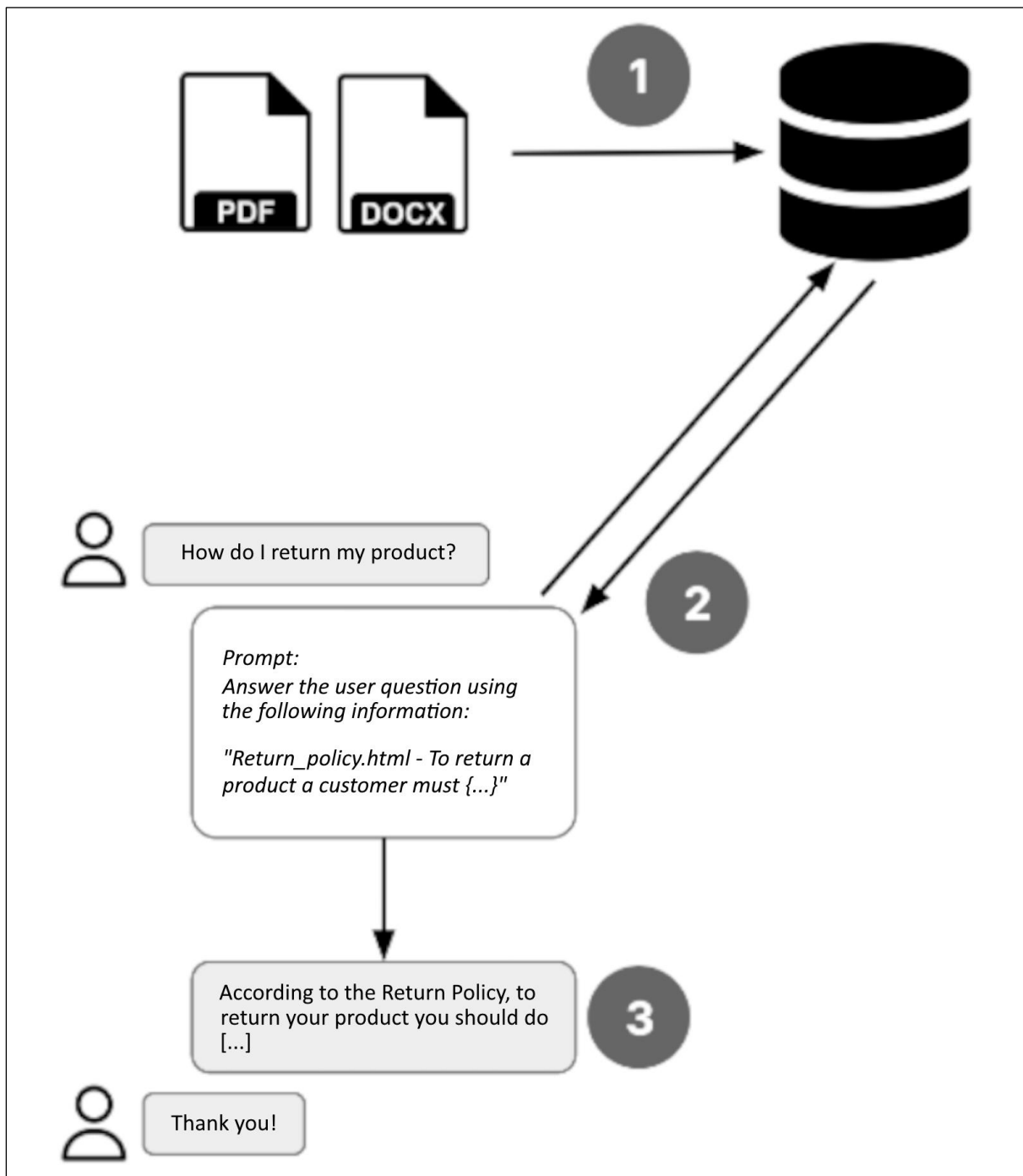
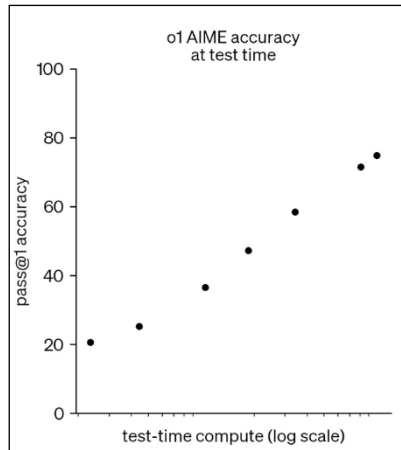
Refresh Deploy Download Explain model Edit columns Reset view

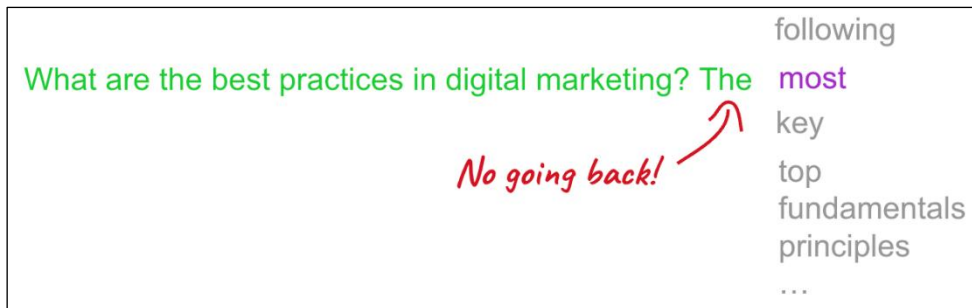
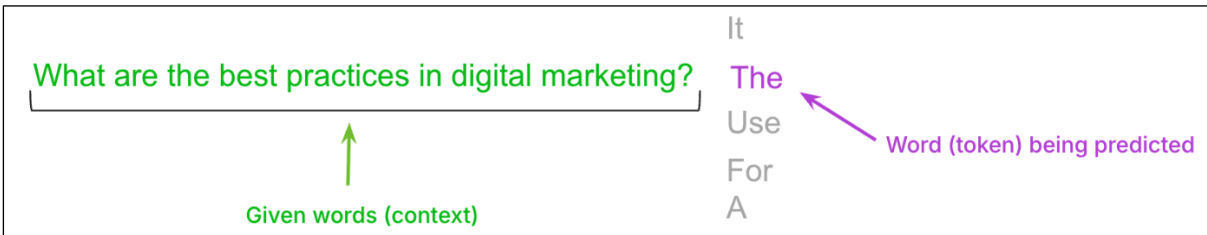
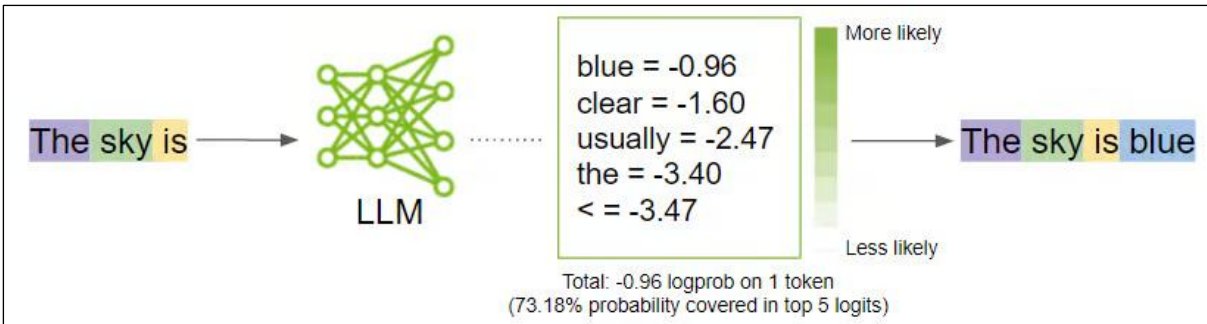
Submitted time All filters Clear all

Showing 1-25 of 62 models

Algorithm name	Explained	Precision score weighted	Sampling
VotingEnsemble	View explanation	0.96690	100.00 %
StandardScalerWrapper_XGBoostClassifier		0.96546	100.00 %
StandardScalerWrapper_XGBoostClassifier		0.96427	100.00 %
StackEnsemble		0.96401	100.00 %
SparseNormalizer_XGBoostClassifier		0.96340	100.00 %
StandardScalerWrapper_XGBoostClassifier		0.96314	100.00 %
StandardScalerWrapper_XGBoostClassifier		0.96312	100.00 %
StandardScalerWrapper_LogisticRegression		0.96305	100.00 %

Page 1 of 3





What are the best practices in digital marketing?

What are the best practices in classical marketing?

What are the best practices in outdoor marketing?

What are the best practices in digital marketing?
What are the best practices in classical marketing?

Use data-driven strategies, SEO, and personalized content.
Focus on brand consistency, audience research, and clear messaging.

📄 👍 🗨️ ✎️ ↺

I need wrong answers only.

What are the best practices in digital marketing?

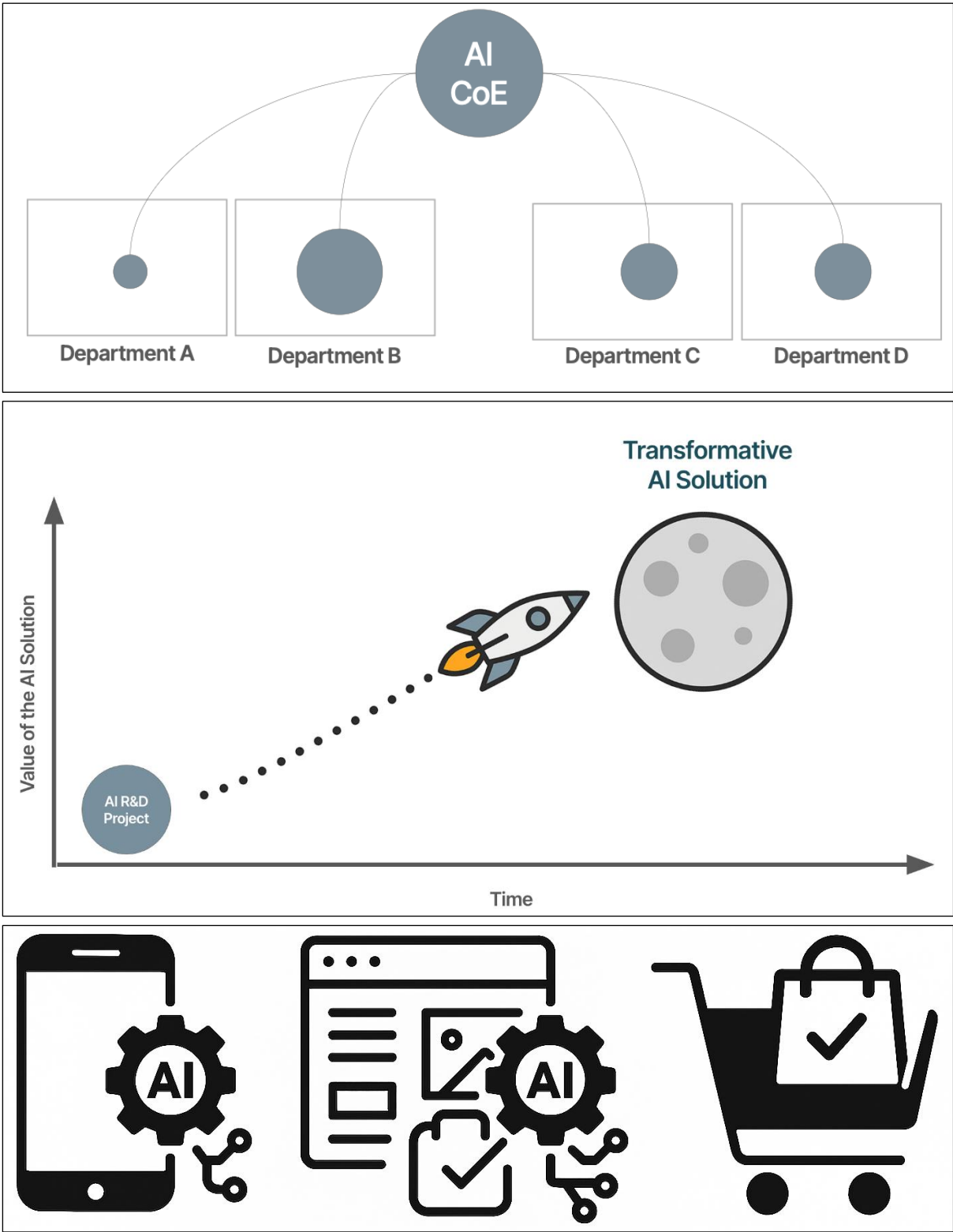
What are the best practices in classical marketing?

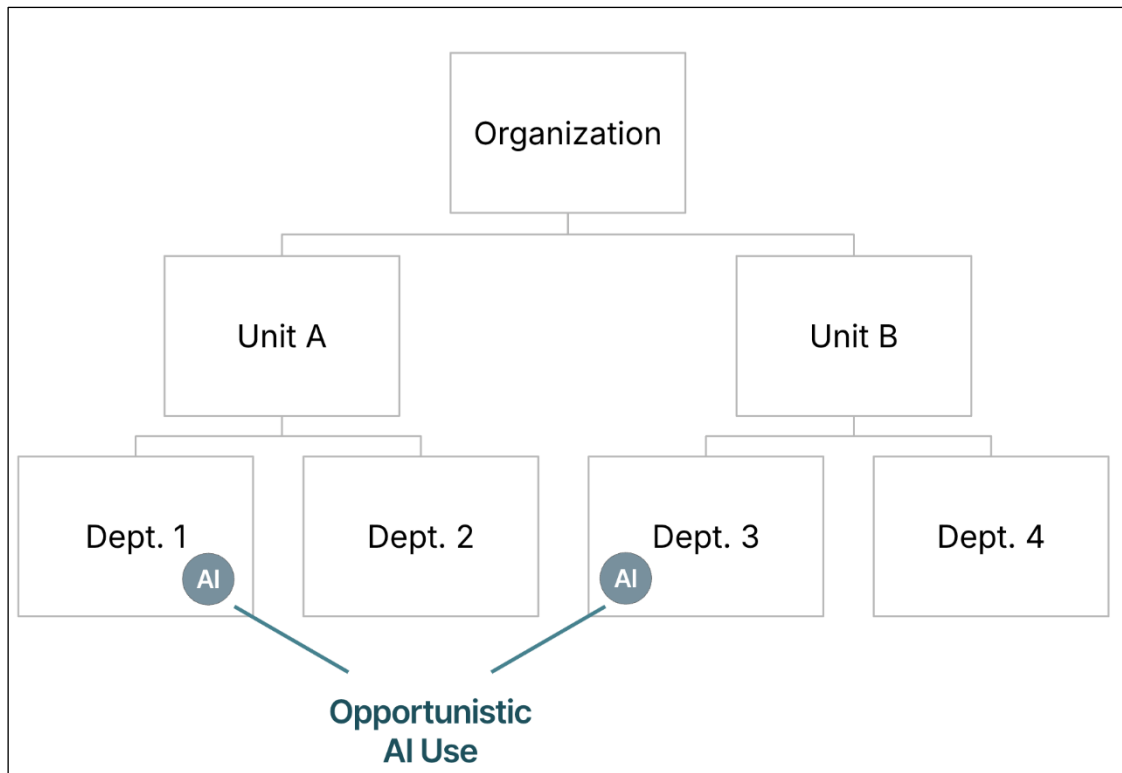
Spam everyone constantly.

Ignore your audience completely.

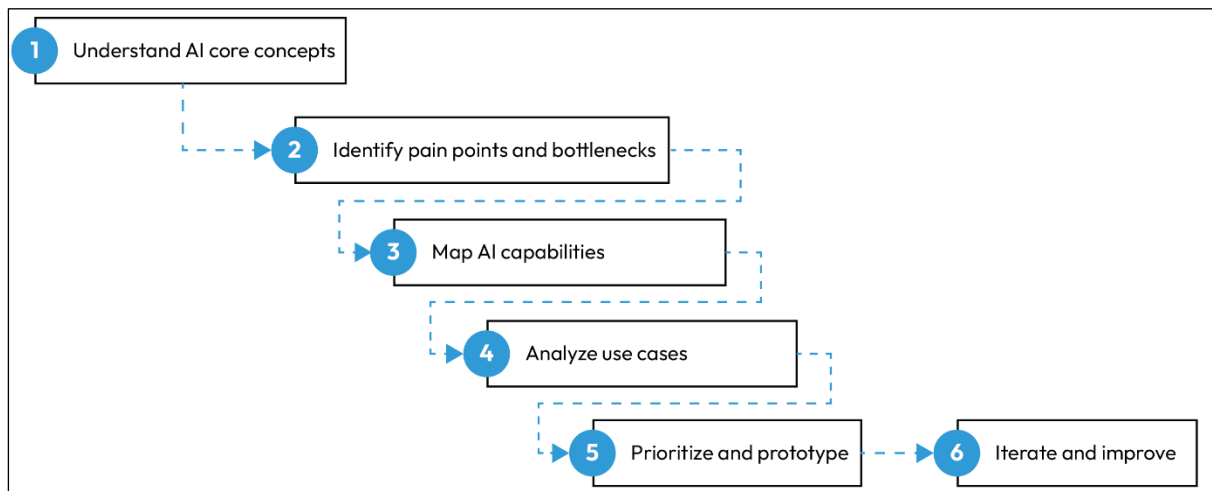
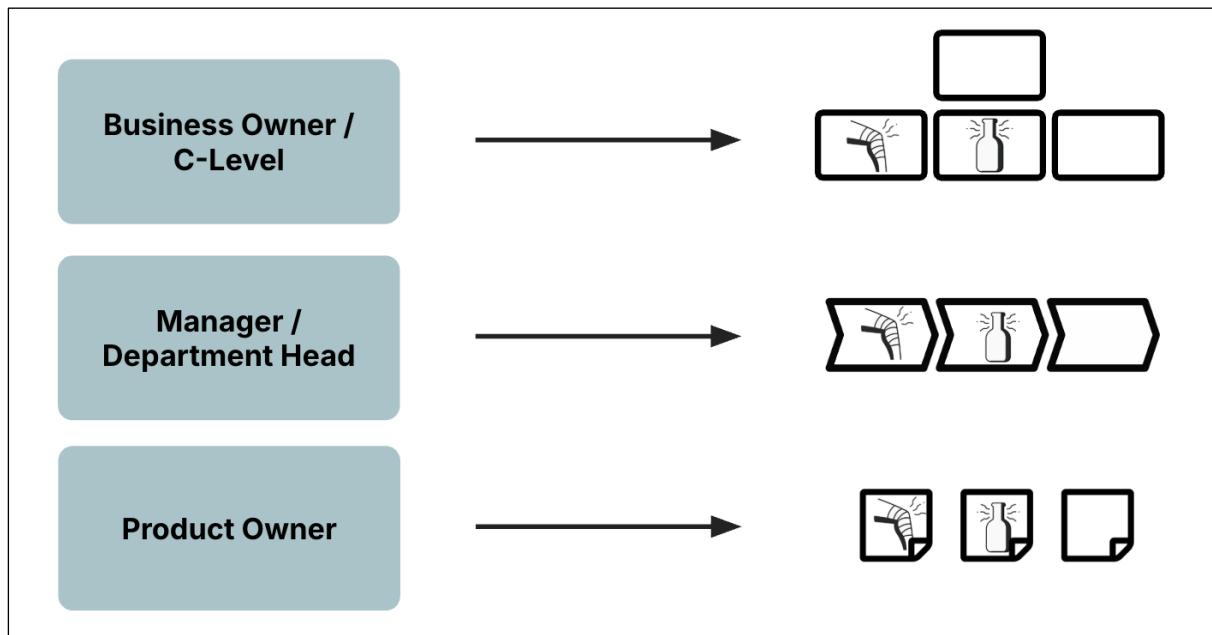


Chapter 3: Approaches to Successful AI Adoption

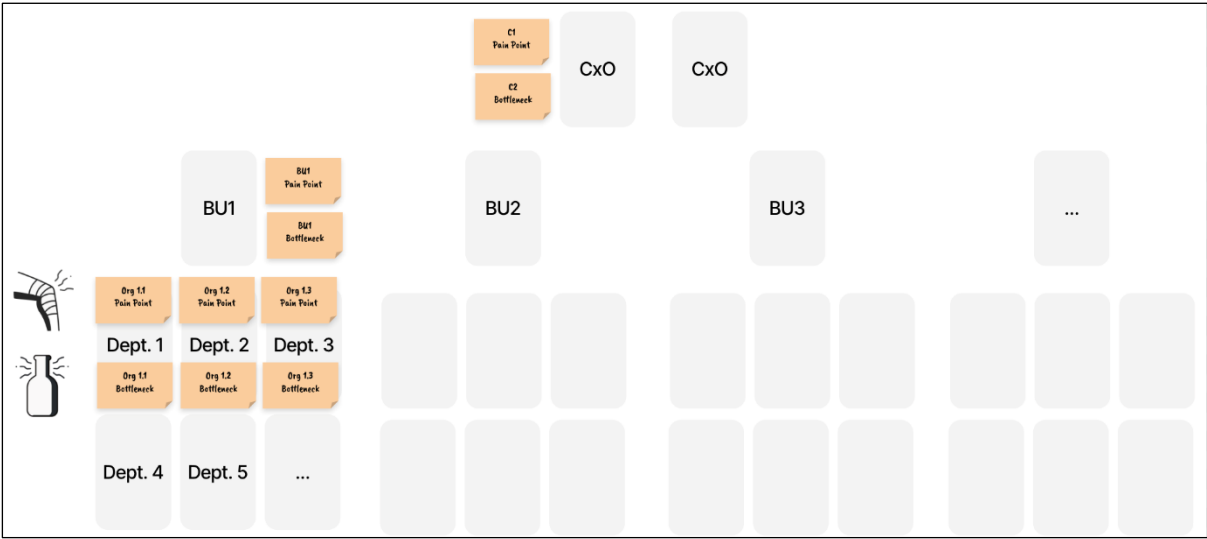


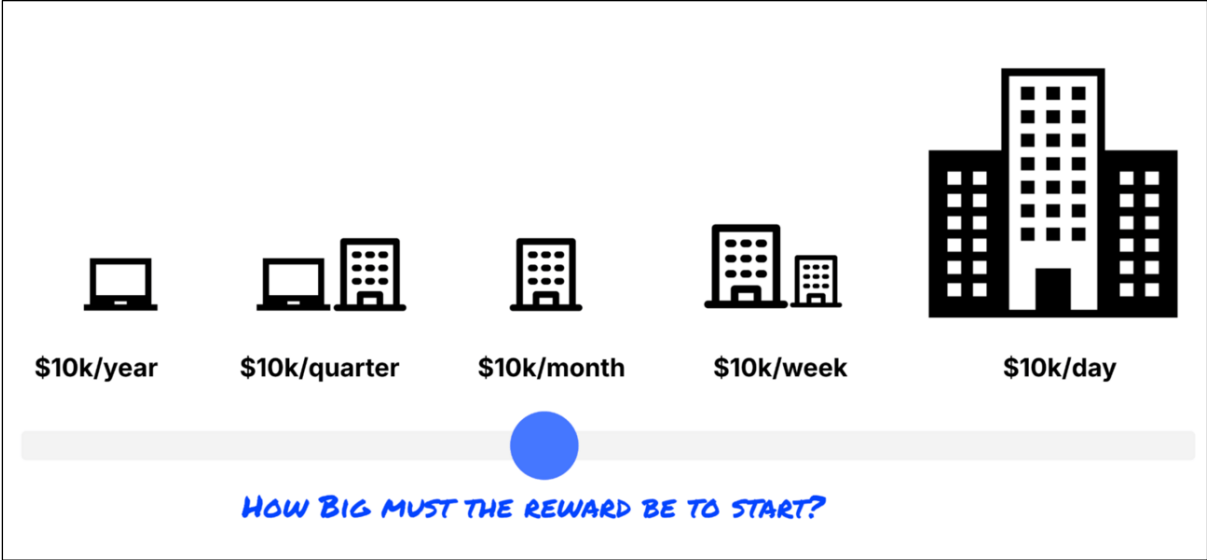
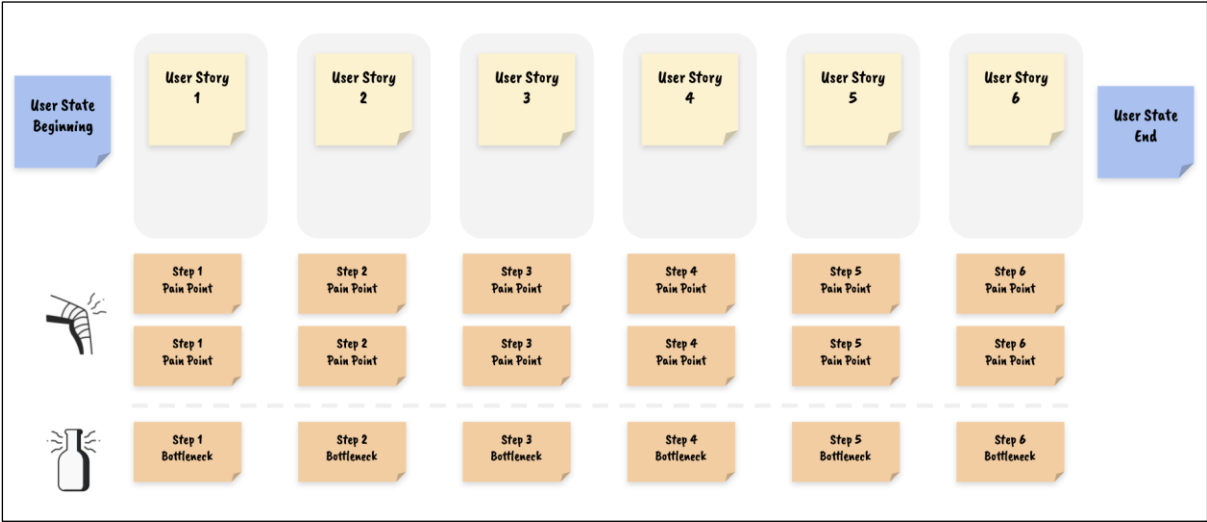
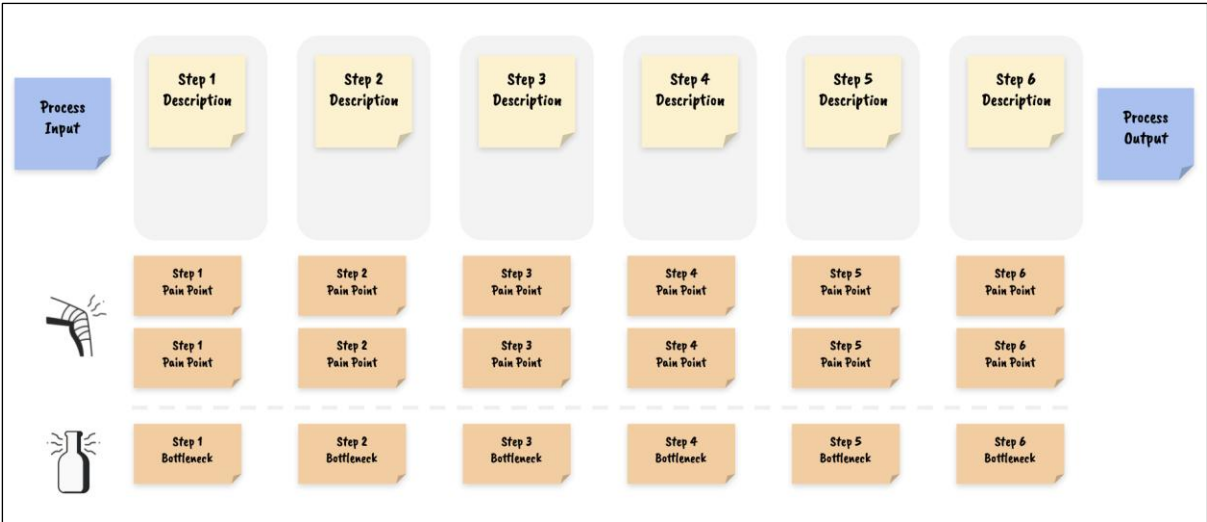


Chapter 4: Getting Started on Your AI Journey

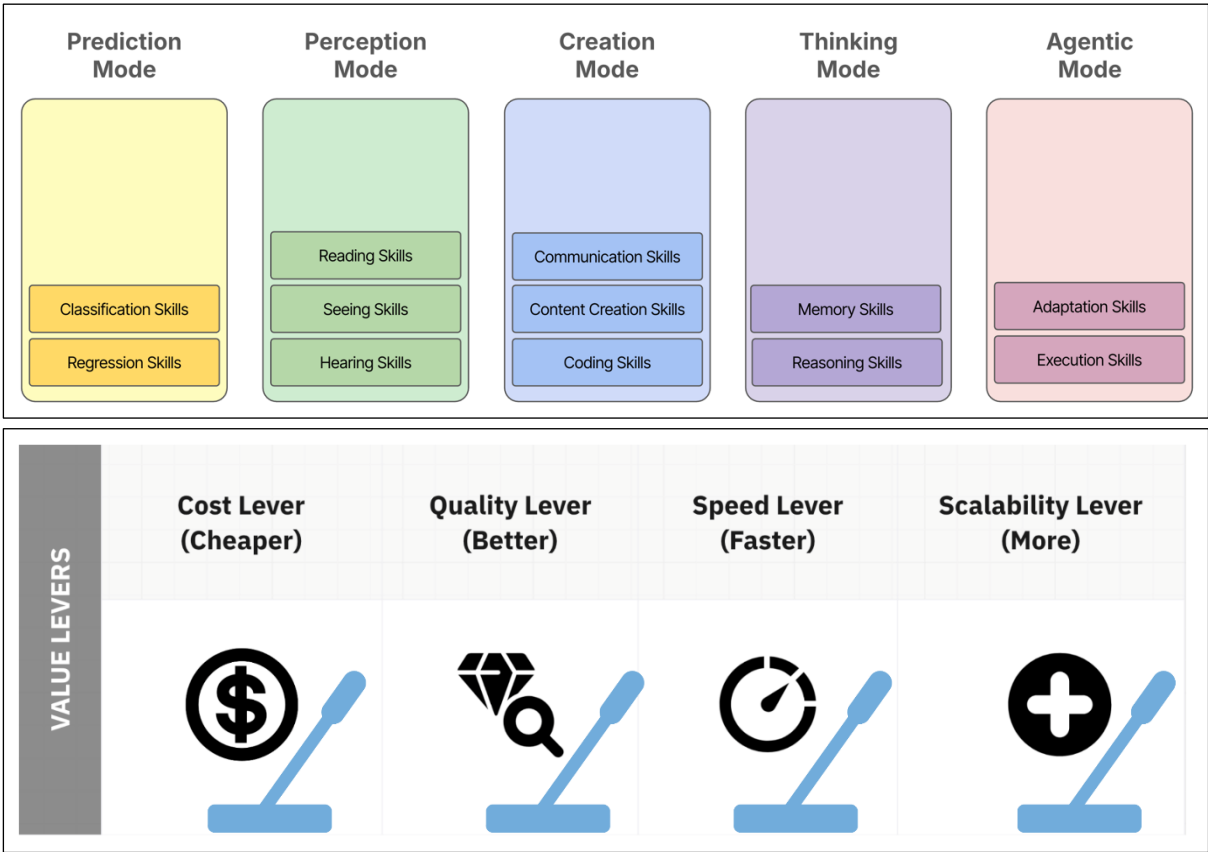




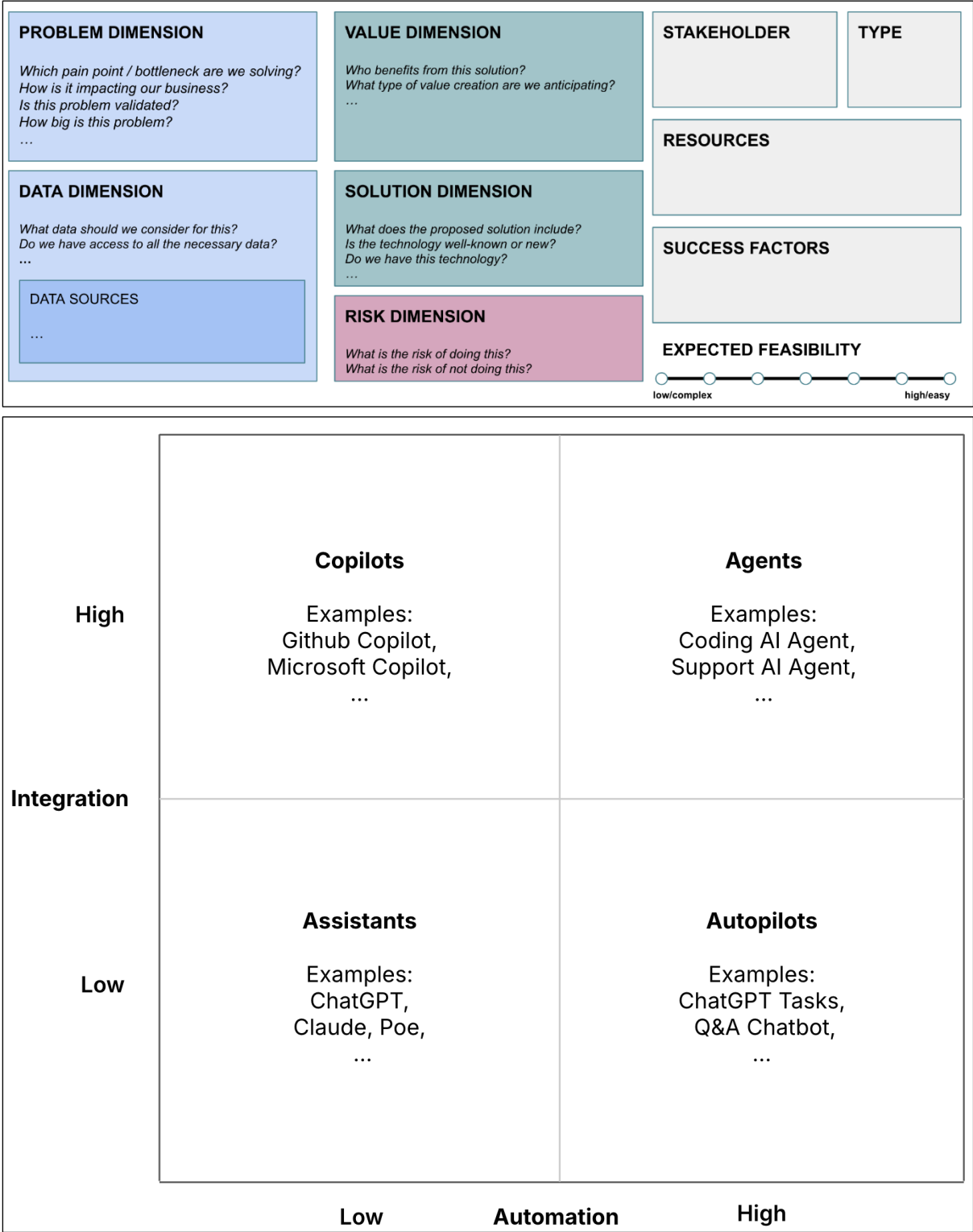


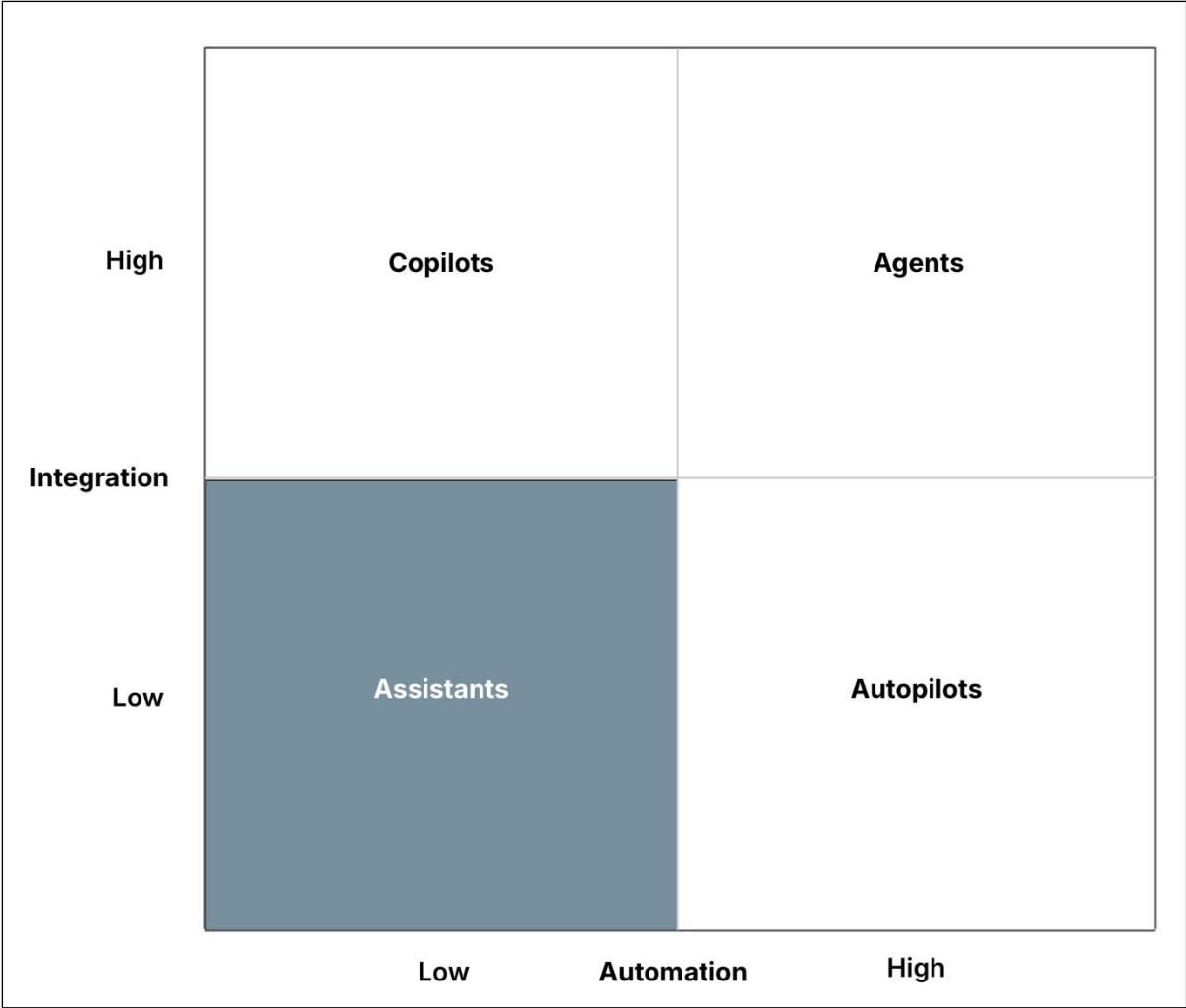


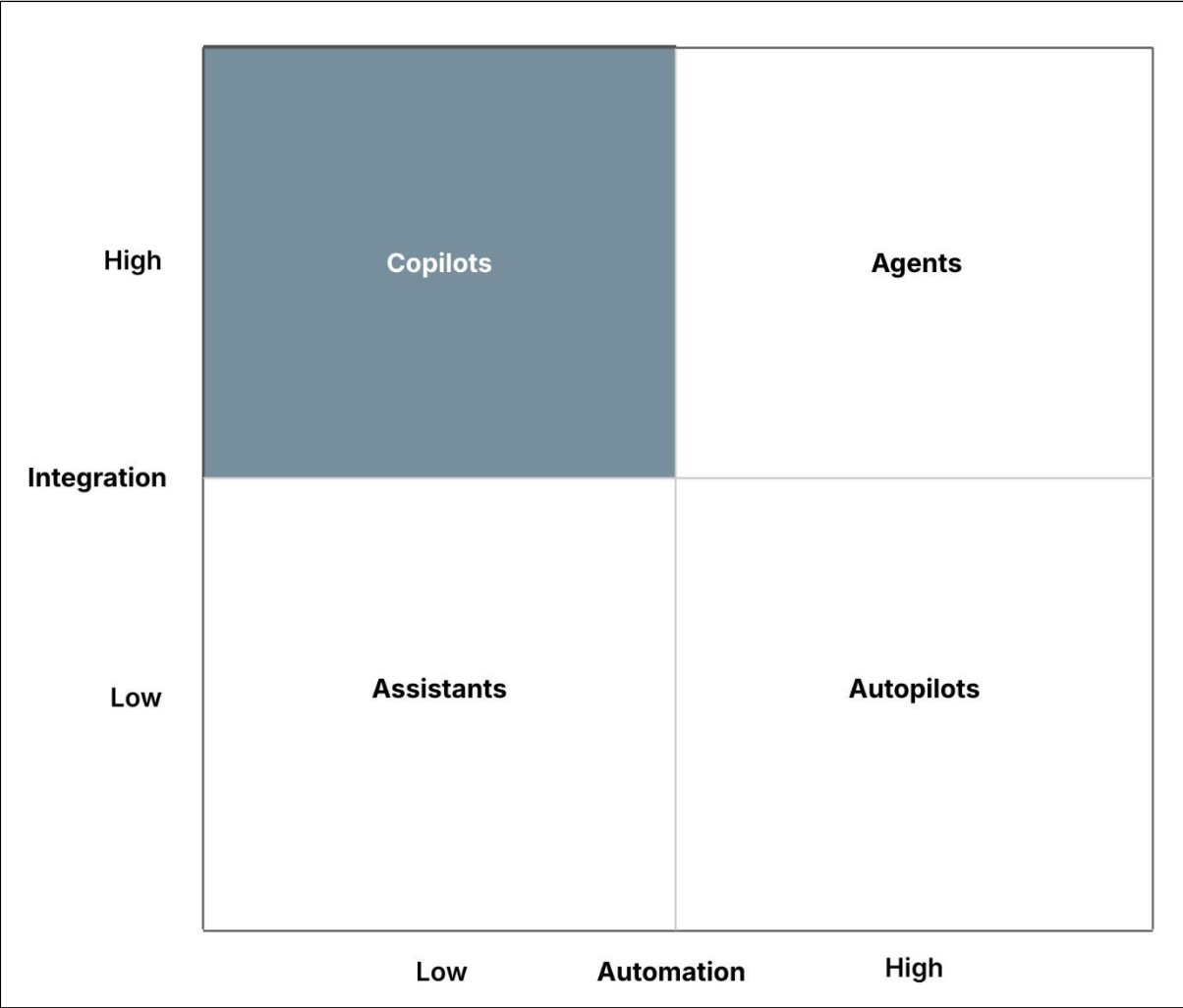
Chapter 5: Finding AI Opportunities in Processes and Products

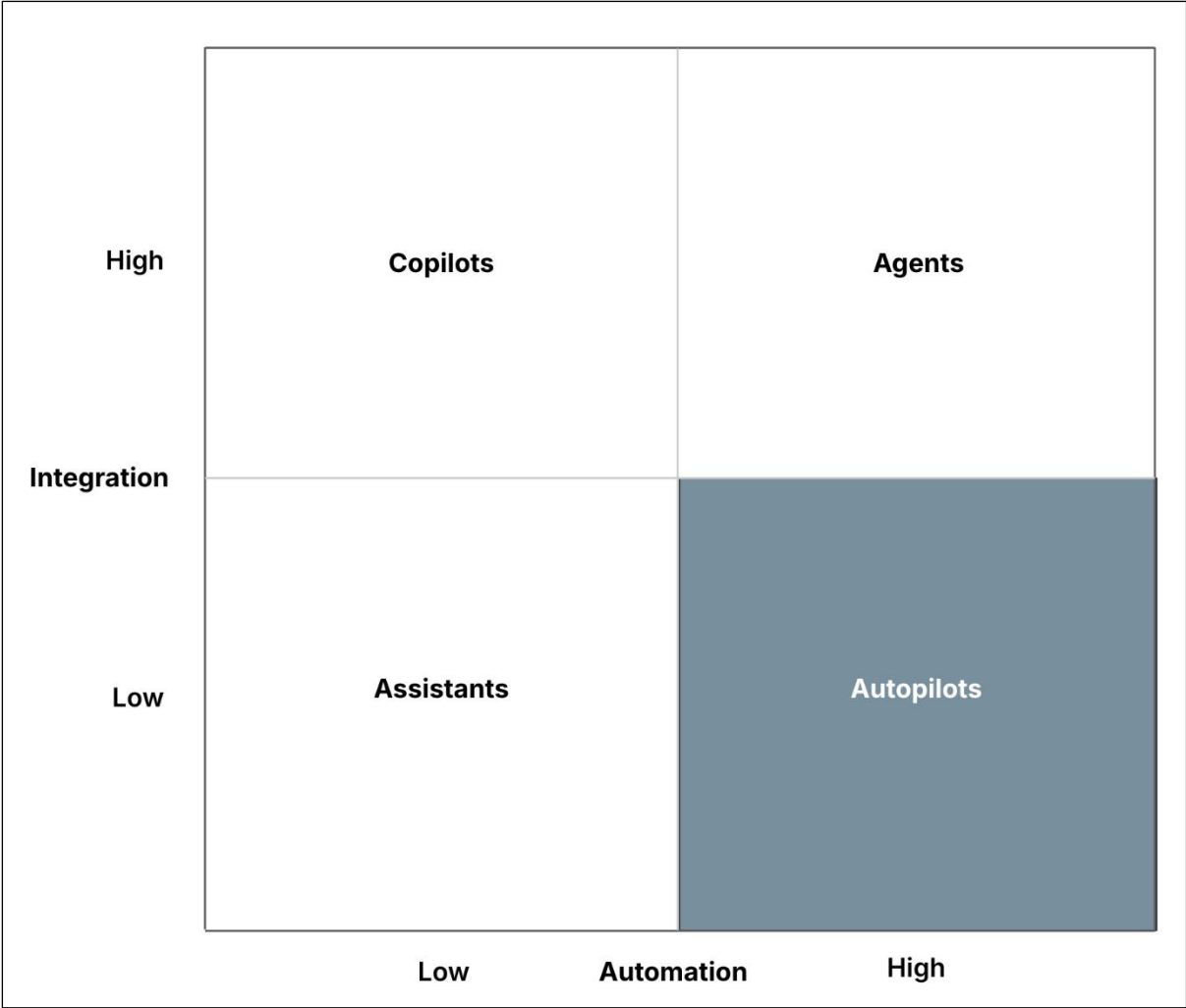


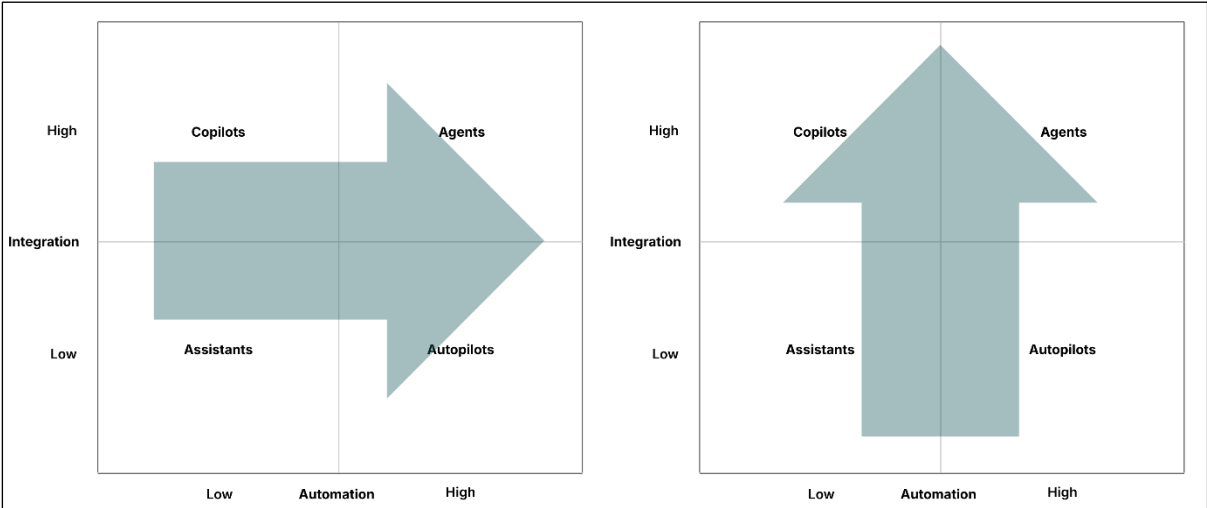
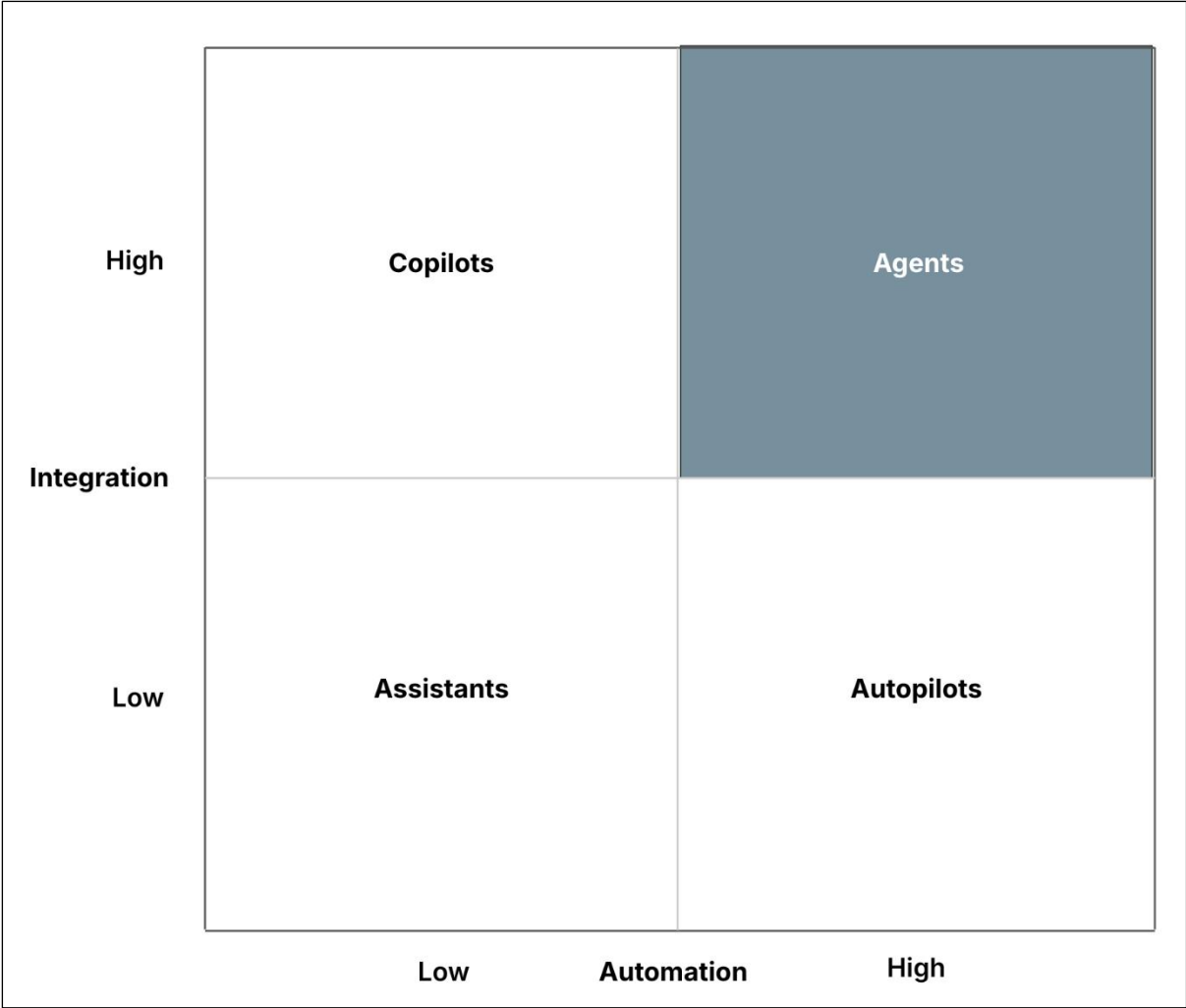
Chapter 6: Designing AI Use Cases

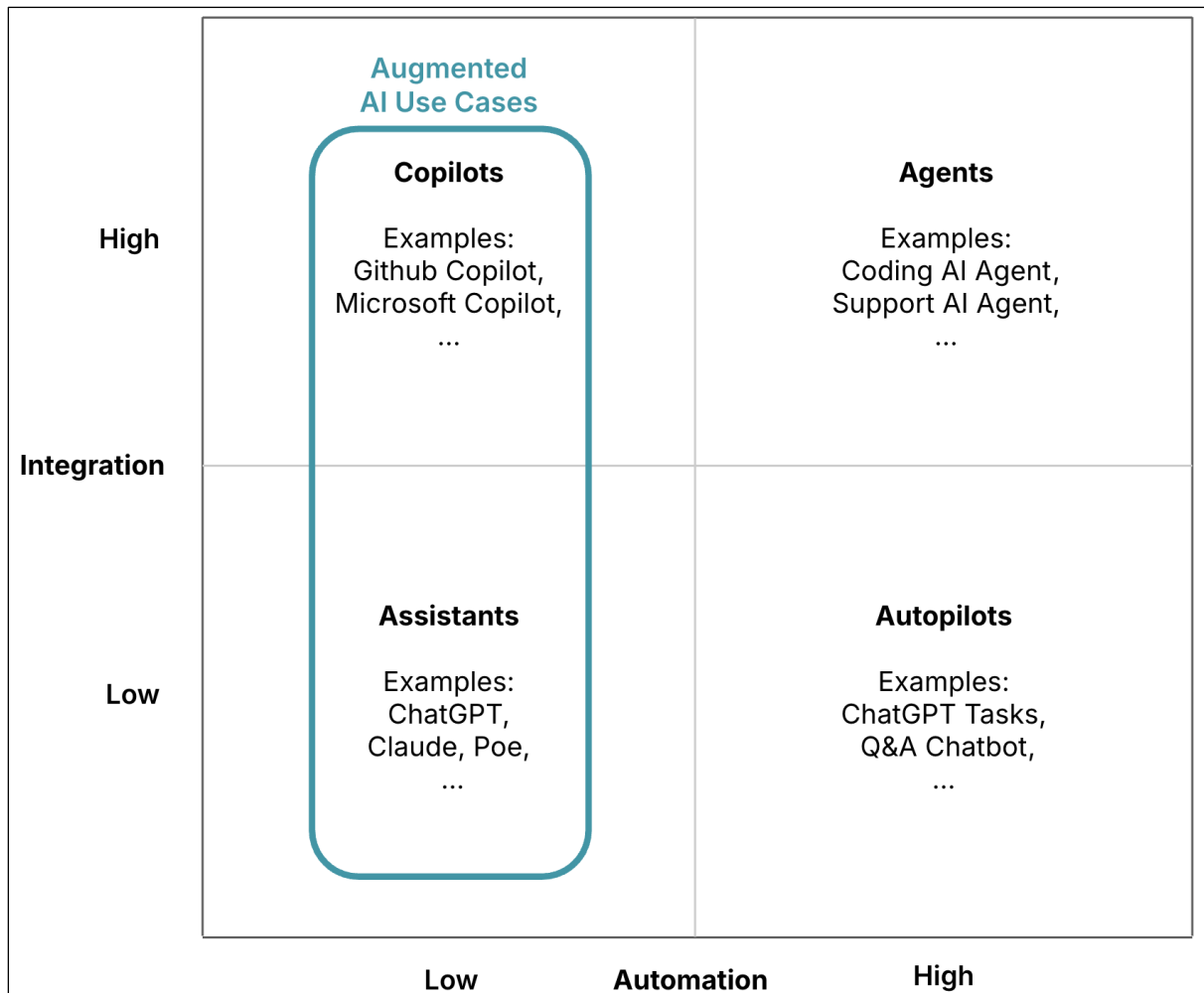












PROBLEM DIMENSION

- **Pain Point:** Struggling to quickly grasp complex RFPs
- **Impact:** Slow decision making, lost RFPs
- **Validation:** Past RFP analysis shows delayed decisions often lead to lost bids.
- **Problem Size: High impact** – RFP analysis time increased by 20% this year (10K/yr multiple)

VALUE DIMENSION

- **Speed:** Accelerating analysis leads to quicker responses and better chances of winning business.
- **Beneficiaries:** Sales and proposal teams, enabling faster go/no-go decisions and a higher win rate.
- **Value Realization:** Increased proposal processing boosts team throughput.
- **Relevancy:** Aligns with the goal of increasing bid success and securing more client deals.

DATA DIMENSION

- **Required Data:** Historical RFPs, proposal outcomes (win/loss), and client feedback.
- **Data Availability:** A comprehensive repository of past RFPs, proposals, and systematically stored client feedback in the CRM.
- **Data Quality:** Generally high, with well-maintained records. Some older RFPs may need processing..

DATA SOURCES

- CRM, Sharepoint

SOLUTION DIMENSION

- **Solution:** AI analyzes new RFP docs, answers questions, and suggests proposals based on previous performance on similar documents using memory and reasoning skills.
- **Technology Status:** GenAI is new but has shown promise in similar use cases and other domains.
- **Readiness:** No own RAG stack, but lots of vendors.

TYPE

- ☐ Assistant
- ☒ **Copilot**
- ☐ Autopilot
- ☐ Agent

RISK DIMENSION

- **Implementation Risk:** Inaccuracies, user adoption
- **Non-Implementation Risk:** Competitive disadvantage
- **Mitigation Strategies:** Sources and sampling for accuracy, pilot user group for adoption.

STAKEHOLDER

- Sales and proposal mgmt.
- AICoE
- IT
- Legal / compliance

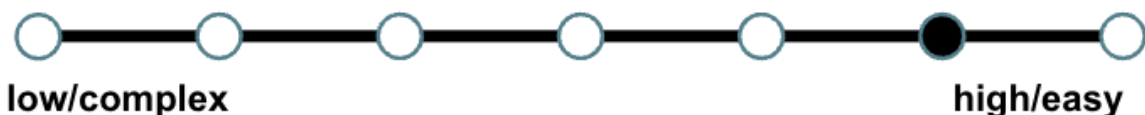
RESOURCES

- **HR:** AI architect (AICoE), IT architect (IT), data engineer (IT), product owner (sales and proposal team), testers (sales and proposal team)
- **Tech:** third-party software, data access
- **Financials:** \$10k initial, \$10k annual recurring (est.)

SUCCESS FACTORS

- 50% faster proposal analysis
- 5% higher win rate
- Timeline 3-6 months

EXPECTED FEASIBILITY



Use Case Fact Sheet: Team Matcher

PROBLEM DIMENSION

- **Pain Point:** Proposal managers struggle to quickly identify and loop in the right experts for RFP response.
- **Impact:** Delayed team formation slows down responses
- **Validation:** Past RFP reviews show that delays in identifying SMEs lead to missed deadlines or poor inputs.
- **Problem Size:** Medium impact – Expert identification delays add 2–3 days per proposal (10K/yr)

DATA DIMENSION

- **Required Data:** Employee profiles (skills, departments, projects), Historical RFPs and associated contributors
- **Data Availability:** Employee directory (HR systems), Outlook/Teams metadata, CRM/SharePoint history.
- **Data Quality:** Moderate to high; may require mapping unstructured project notes and normalizing skill tags.

DATA SOURCES

- HR system, Outlook, Teams, CRM, SharePoint

VALUE DIMENSION

- **Speed:** Rapidly suggests relevant SMEs to CC directly within Outlook when drafting an RFP response email.
- **Beneficiaries:** Proposal managers, sales teams, SMEs (less email overload)..
- **Value Realization:** Faster team assembly, quicker start on proposals, higher response quality.
- **Relevancy:** Directly supports goal of increasing proposal win rate and reducing cycle time.

SOLUTION DIMENSION

Solution: An Outlook Copilot that analyzes the context of the RFP email, matches keywords with expertise in internal systems, and recommends relevant SMEs to CC.

Technology Status: AI-based entity recognition, skill classification, and recommendation models are mature.

Readiness: Outlook integration feasible with MS Copilot.

RISK DIMENSION

Implementation Risk: Matching errors, privacy concerns

Non-Implementation Risk: Continued delays

Mitigation Strategies: Human override (user confirms suggested CCs), opt-in privacy model, pilot rollout

STAKEHOLDER

- Sales and proposal mgmt.
- HR / People Data Owners
- AICoE
- IT (Outlook/Graph integration)
- Legal / compliance

TYPE

- ☐ Assistant
- ☒ **Copilot**
- ☐ Autopilot
- ☐ Agent

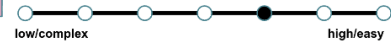
RESOURCES

- **HR:** AI Architect (AICoE), IT Architect (Outlook), Data Engineer, Product Owner (Sales), Pilot Group Testers.
- **Tech:** Microsoft Graph API, CRM integration, Skill tagging engine.
- **Financials:** \$15k initial, \$10k annual recurring (est.).

SUCCESS FACTORS

- 2 days faster average team assembly per RFP
- Higher SME match accuracy (>80%)
- Proposal response time reduced by >20%

EXPECTED FEASIBILITY



Use Case Fact Sheet: RFP Chatbot Analyzer

PROBLEM DIMENSION

- **Pain Point:** Struggling to quickly grasp complex RFPs,
- **Impact:** Slow decision making, lost RFPs
- **Validation:** Past RFP analysis shows delayed decisions often lead to lost bids.
- **Problem Size:** High impact – RFP analysis time increased by 20% this year (10K/yr multiple)

DATA DIMENSION

- **Required Data:** Historical RFPs, proposal outcomes (win/loss), and client feedback.
- **Data Availability:** A comprehensive repository of past RFPs, proposals, and systematically stored client feedback in the CRM.
- **Data Quality:** Generally high, with well-maintained records. Some older RFPs may need processing..

DATA SOURCES

- CRM, Sharepoint

VALUE DIMENSION

- **Speed:** Accelerating analysis leads to quicker responses and better chances of winning business.
- **Beneficiaries:** Sales and proposal teams, enabling faster go/no-go decisions and a higher win rate.
- **Value Realization:** Increased proposal processing boosts team throughput.
- **Relevancy:** Aligns with the goal of increasing bid success and securing more client deals.

SOLUTION DIMENSION

Solution: AI analyzes new RFP docs, answers questions and suggests proposals based on previous performance on similar documents using memory and reasoning skills.

Technology Status: GenAI is new but has shown promise in similar use cases and other domains.

Readiness: No own RAG stack, but lots of vendors.

RISK DIMENSION

Implementation Risk: Inaccuracies, user adoption

Non-Implementation Risk: Competitive disadvantage

Mitigation Strategies: Sources and sampling for accuracy, pilot user group for adoption.

STAKEHOLDER

- Sales and proposal mgmt.
- AICoE
- IT
- Legal / compliance

TYPE

Copilot

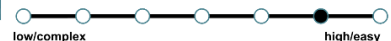
RESOURCES

- **HR:** AI Architect (AICoE), IT Architect (IT), Data Engineer (IT), Product Owner (Sales and Proposal Team), Testers (Sales and Proposal Team)
- **Tech:** 3rd Party Software, Data Access
- **Financials:** \$10k initial, \$10k annual recurring (est.)

SUCCESS FACTORS

- 50% faster proposal analysis
- 5% higher win rate
- Timeline 3-6 months

EXPECTED FEASIBILITY



Chapter 7: Building Your AI Roadmap

- 1 RFP Chatbot Analyzer
- 2 Team Matcher
- 3 Time Predictor
- 4 Content Generator
- 5 RFP Classifier
- 6 Call Transcriber
- 7 Proposal Reviewer
- 8 Content Extractor
- 9 Resource Optimizer
- 10 Domain Avatar

Use Case Fact Sheet: RFP Chatbot Analyzer

PROBLEM DIMENSION

- **Pain Point:** Struggling to quickly grasp complex RFPs,
- **Impact:** Slow decision making, lost RFPs
- **Validation:** Past RFP analysis shows delayed decisions often lead to lost bids.
- **Problem Size:** RFP analysis time increased by 20% this year, hindering timely proposal submissions.

DATA DIMENSION

- **Required Data:** Historical RFPs, proposal outcomes (win/loss), and client feedback.
- **Data Availability:** A comprehensive repository of past RFPs, proposals, and systematically stored client feedback in the CRM.
- **Data Quality:** Generally high, with well-maintained records. Some older RFPs may need processing..

DATA SOURCES

- CRM, Sharepoint

VALUE DIMENSION

- **Beneficiaries:** Sales and proposal teams, enabling faster go/no-go decisions and a higher win rate.
- **Value Creation:** Accelerating analysis leads to quicker responses and better chances of winning business.
- **Value Realization:** Increased proposal processing boosts team throughput.
- **Relevancy:** Aligns with the goal of increasing bid success and securing more client deals.

SOLUTION DIMENSION

- **Solution:** Implement GenAI with a Retrieval-Augmented-Generation (RAG) architecture to quickly analyze RFPs. The system will use data from current RFP and CRM.
- **Technology Status:** GenAI is new but has shown promise in similar use cases, especially with RAG.
- **Readiness:** No own RAG stack, but lots of vendors.

RISK DIMENSION

- **Implementation Risk:** Inaccuracies, user adoption
- **Non-Implementation Risk:** Competitive disadvantage
- **Mitigation Strategies:** Sources and sampling for accuracy, pilot user group for adoption.

STAKEHOLDER

- Sales and proposal mgmt.
- AI/CoE
- IT
- Legal / compliance

TYPE

Copilot

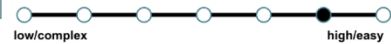
RESOURCES

- **HR:** AI Architect (AI/CoE), IT Architect (IT), Data Engineer (IT), Product Owner (Sales and Proposal Team), Testers (Sales and Proposal Team)
- **Tech:** 3rd Party Software, Data Access
- **Financials:** \$10k initial, \$10k annual recurring (est.)

SUCCESS FACTORS

- 50% faster proposal analysis
- 5% higher win rate
- Timeline 3-6 months

EXPECTED FEASIBILITY



VALUE DIMENSION

Beneficiaries: Proposal managers, business development teams.

Value: Faster RFP responses, fewer errors, increased capacity.

2

Team Matcher

10

Domain Avatar

1

RFP Chatbot Analyzer

3

Time Predictor

4

Content Generator

6

Call Transcriber

5

RFP Classifier

7

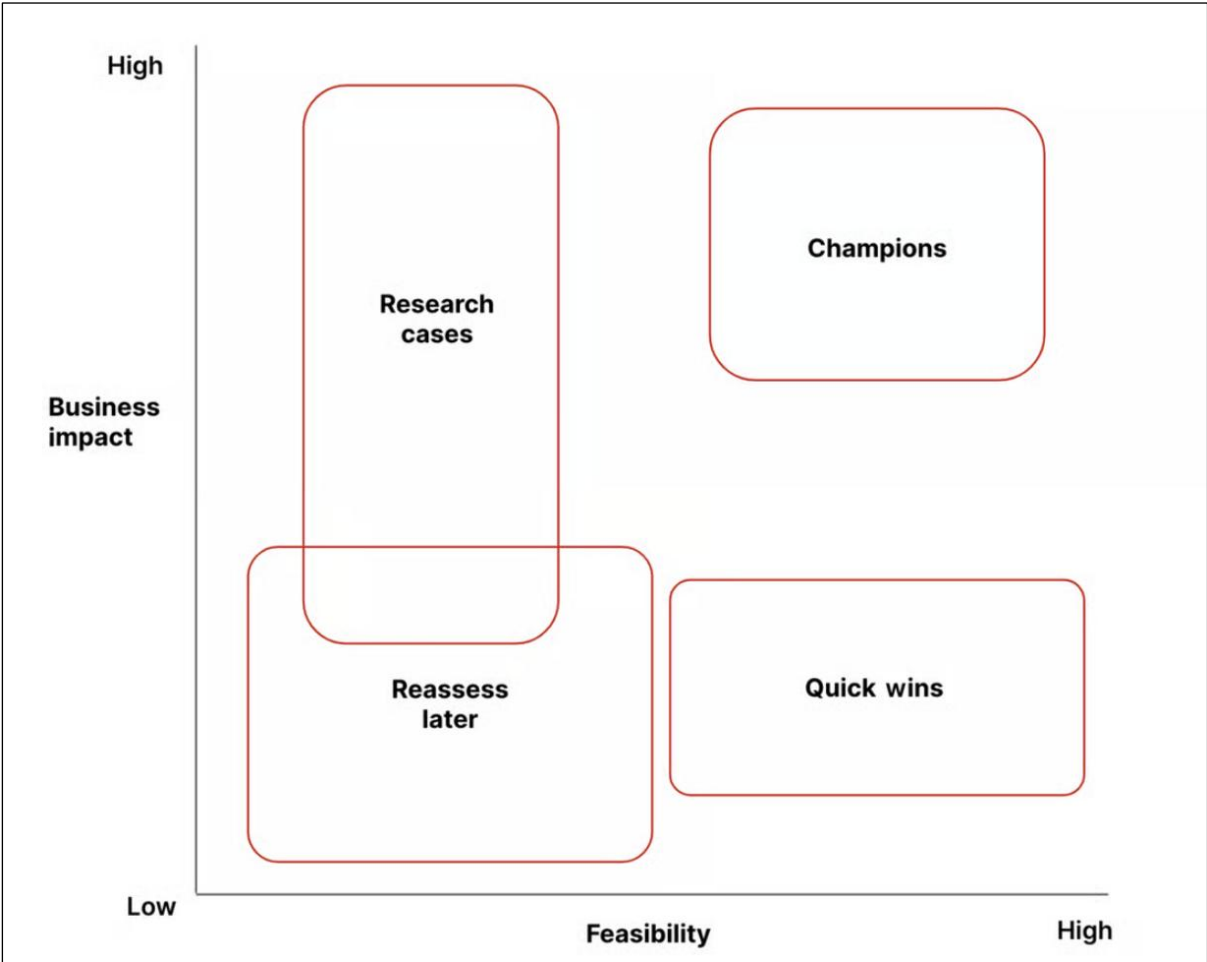
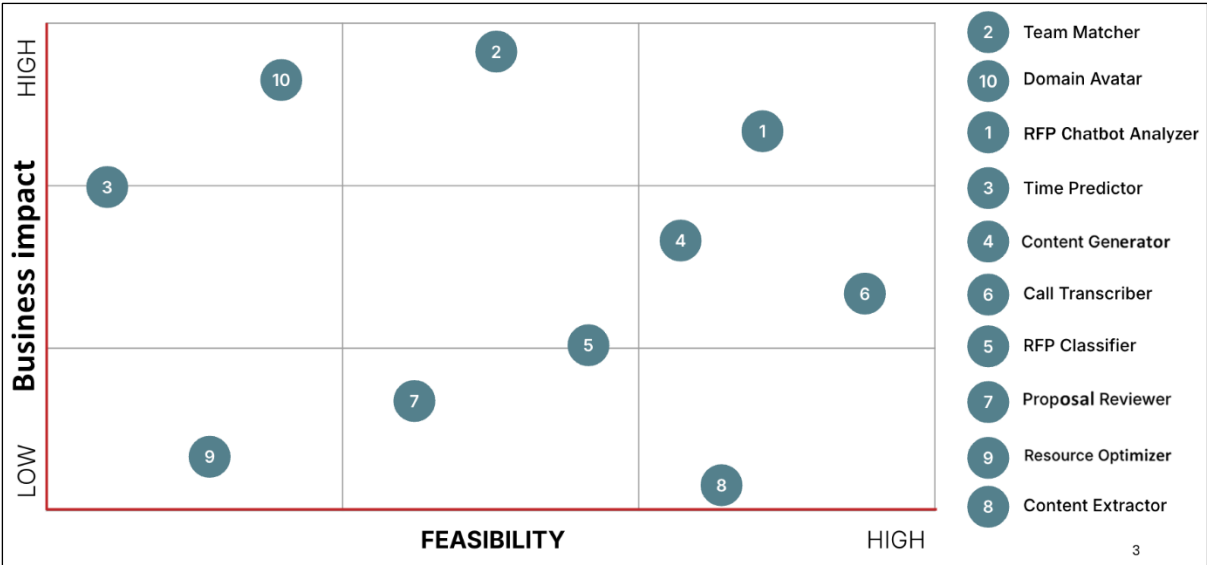
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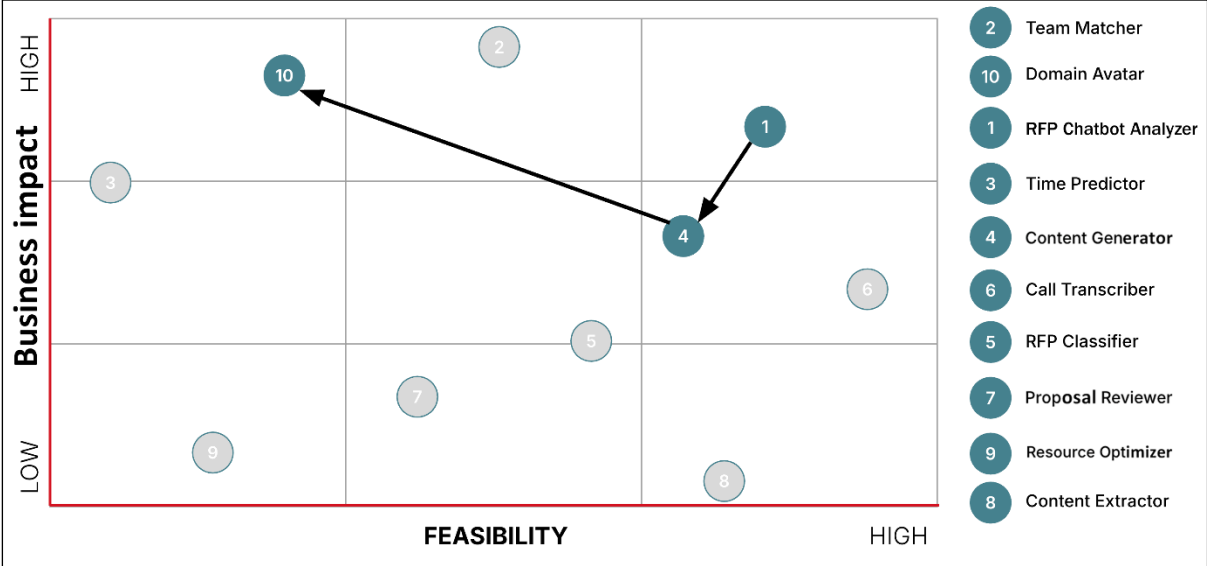
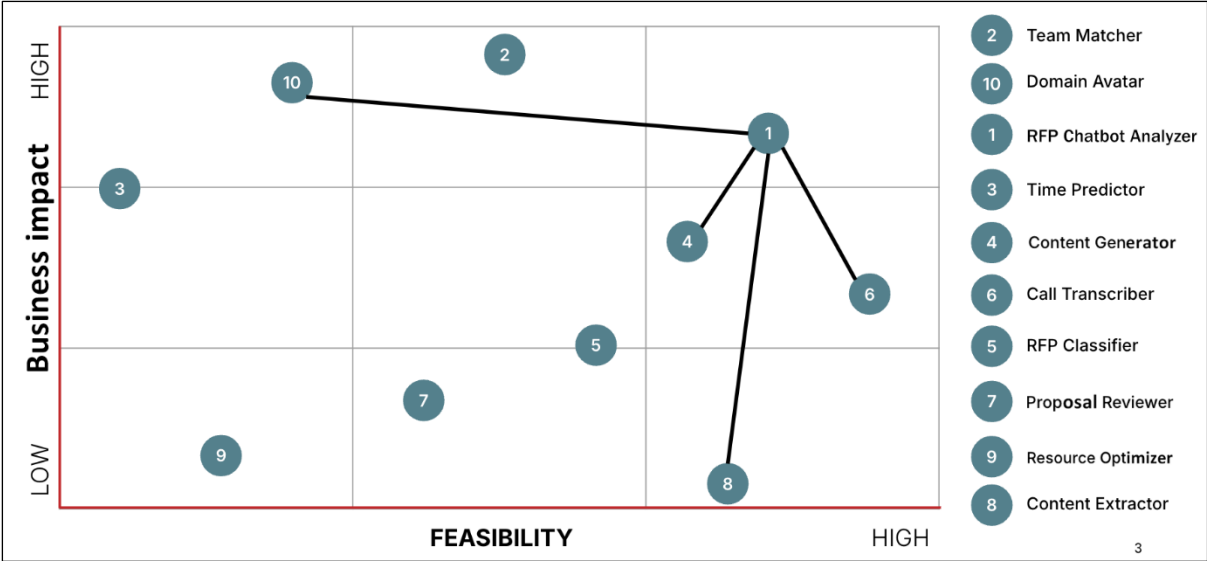
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Resource Optimizer

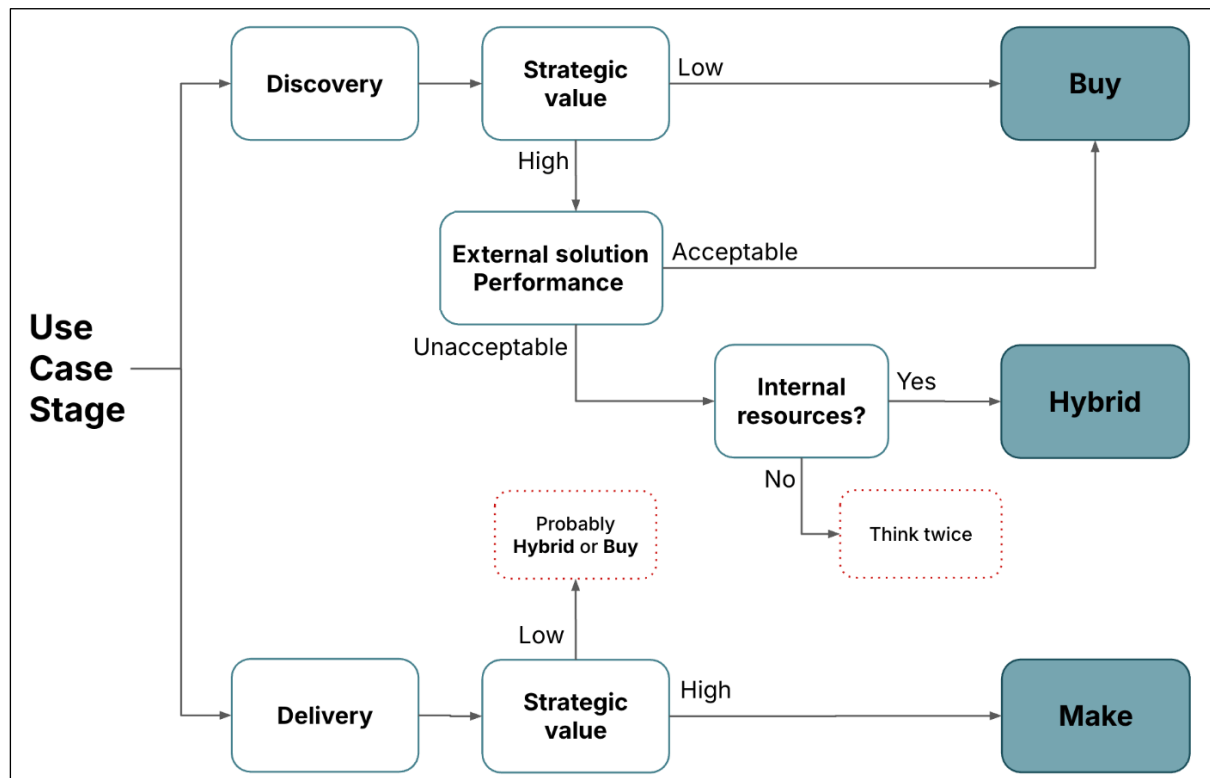
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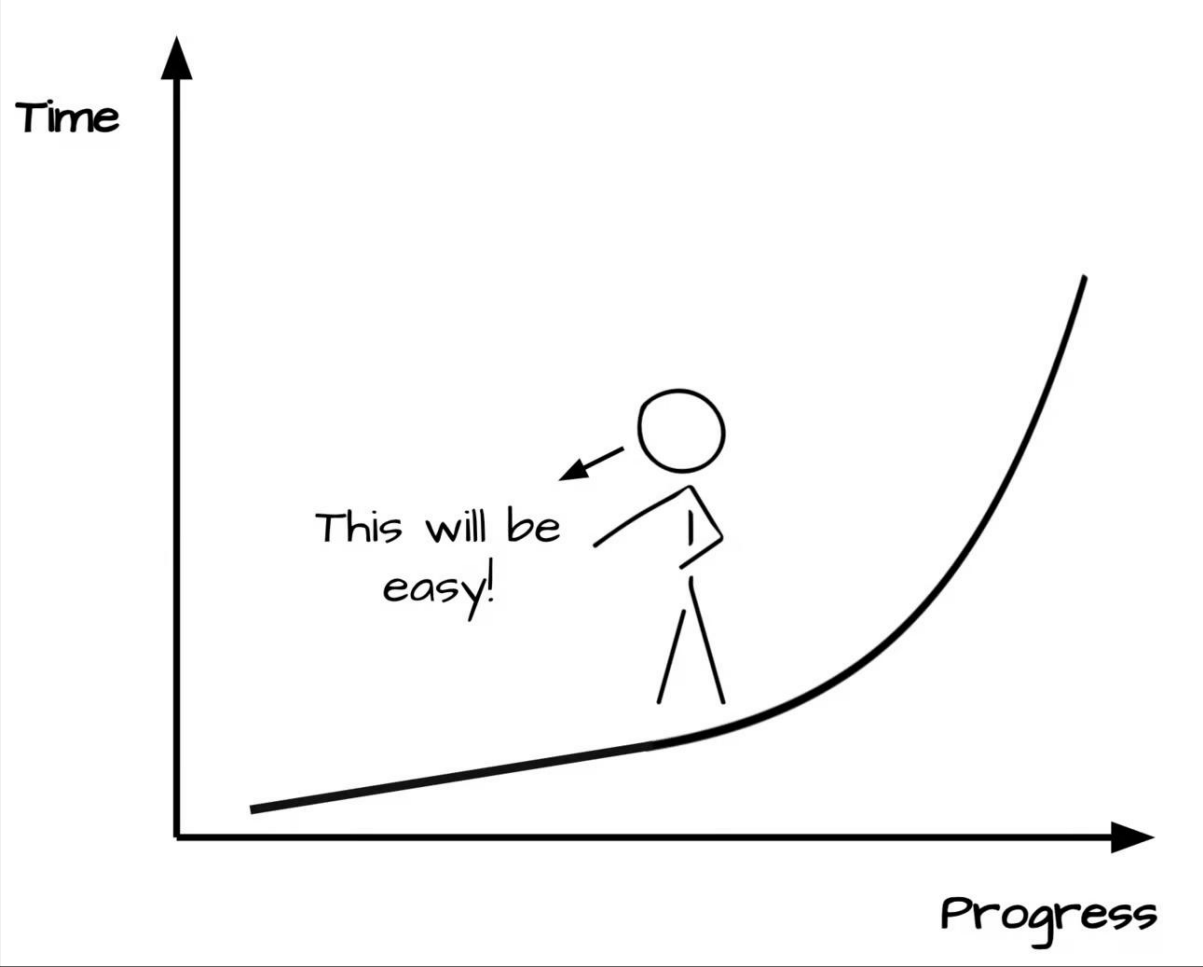
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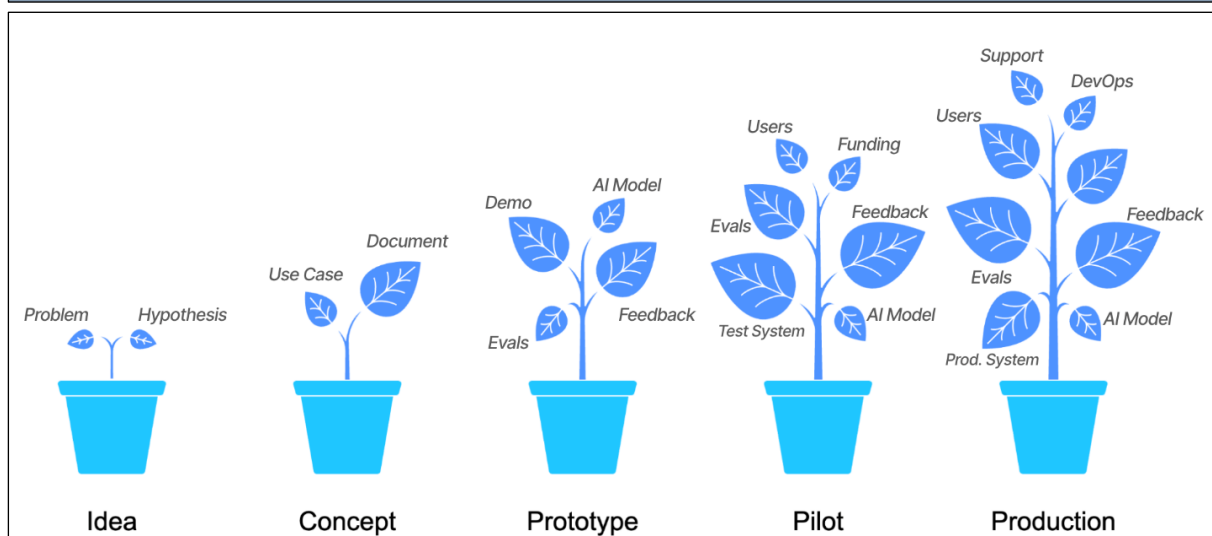
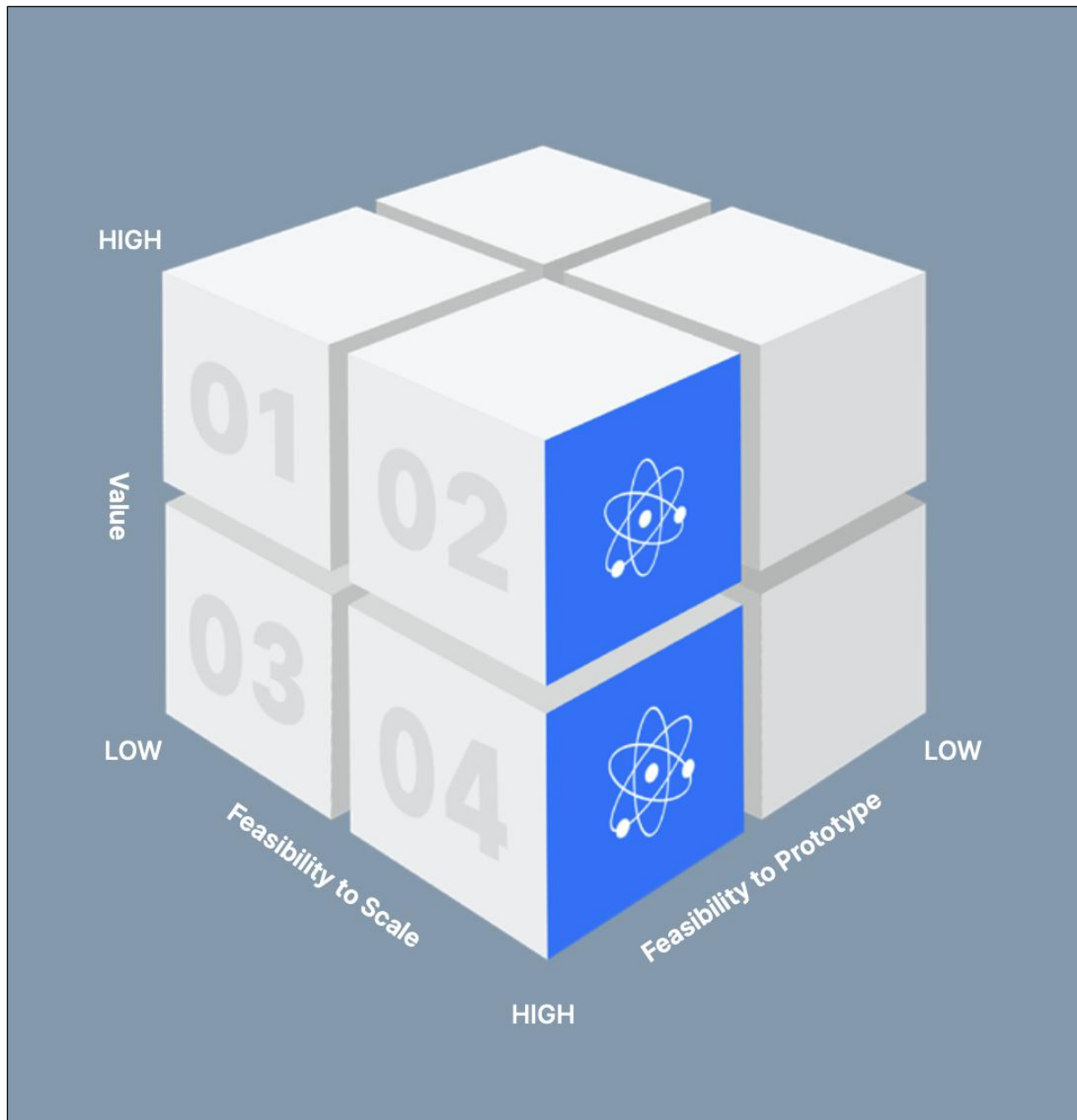


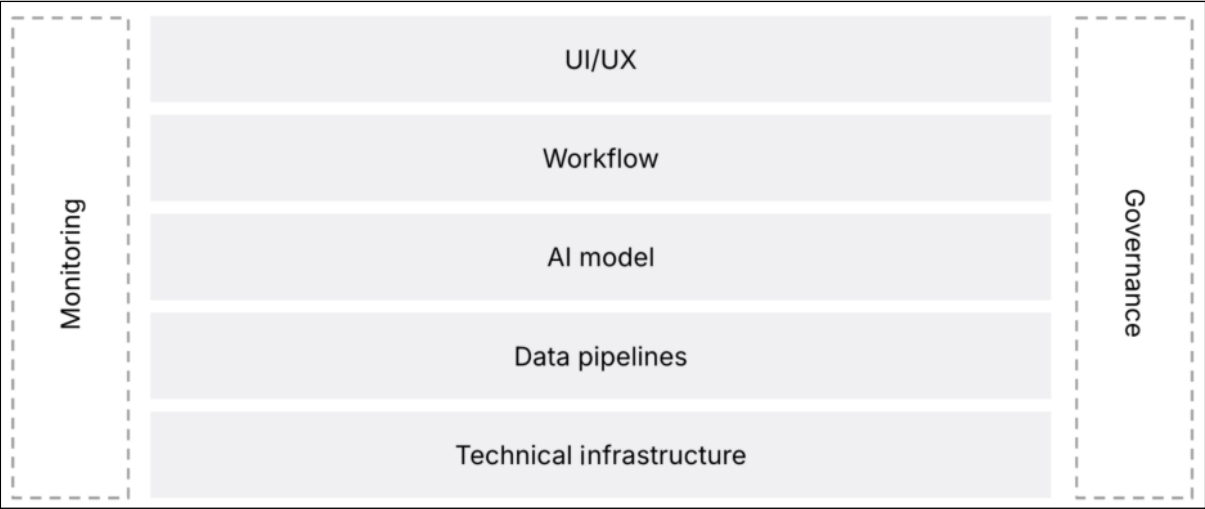


Chapter 8: Prototyping for Success

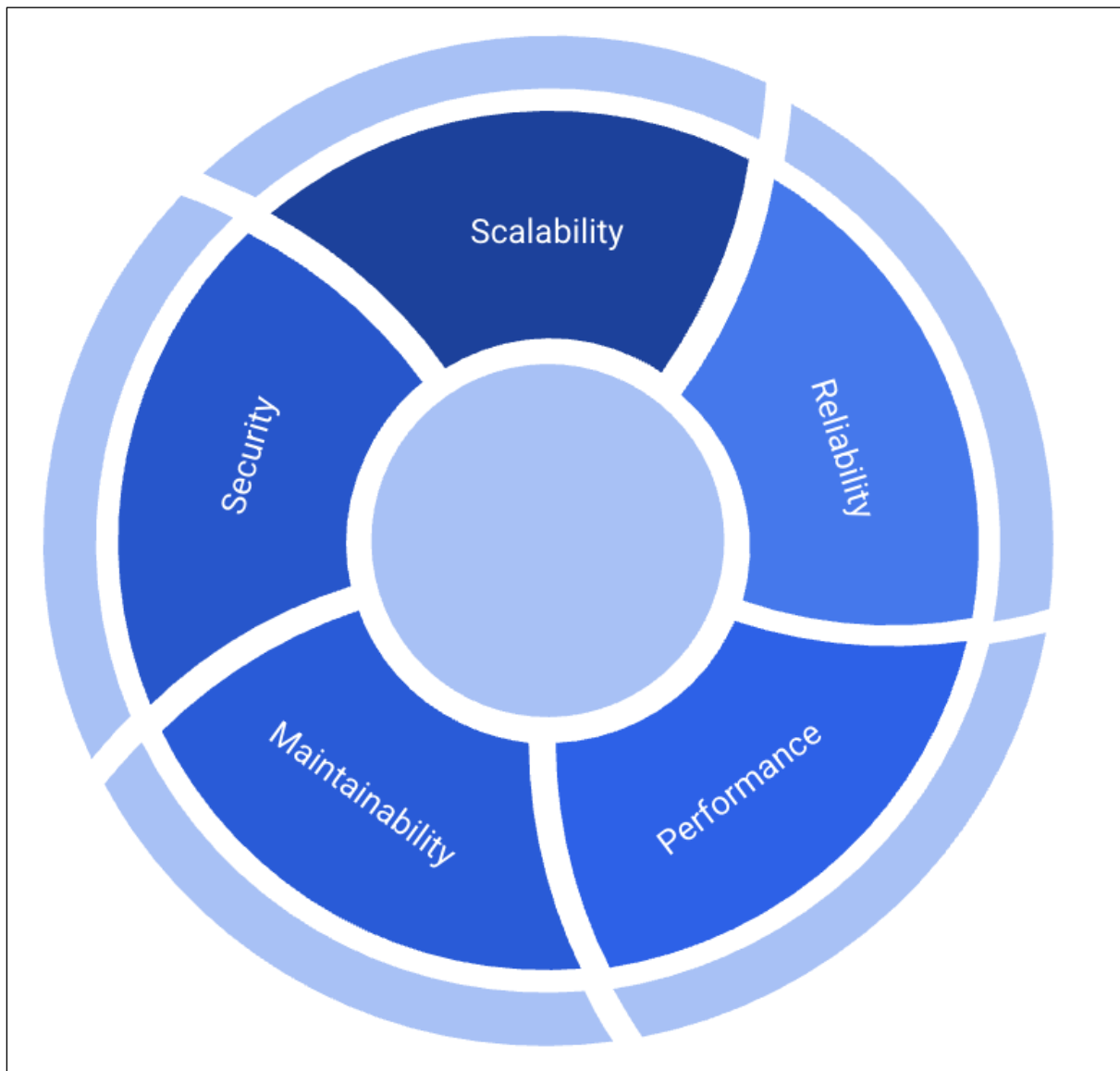


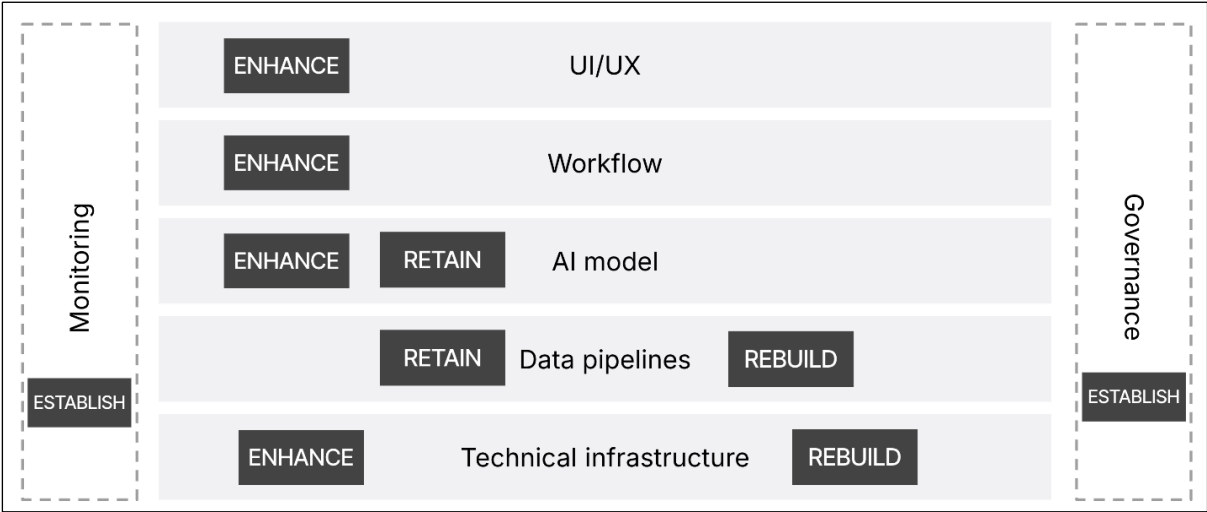
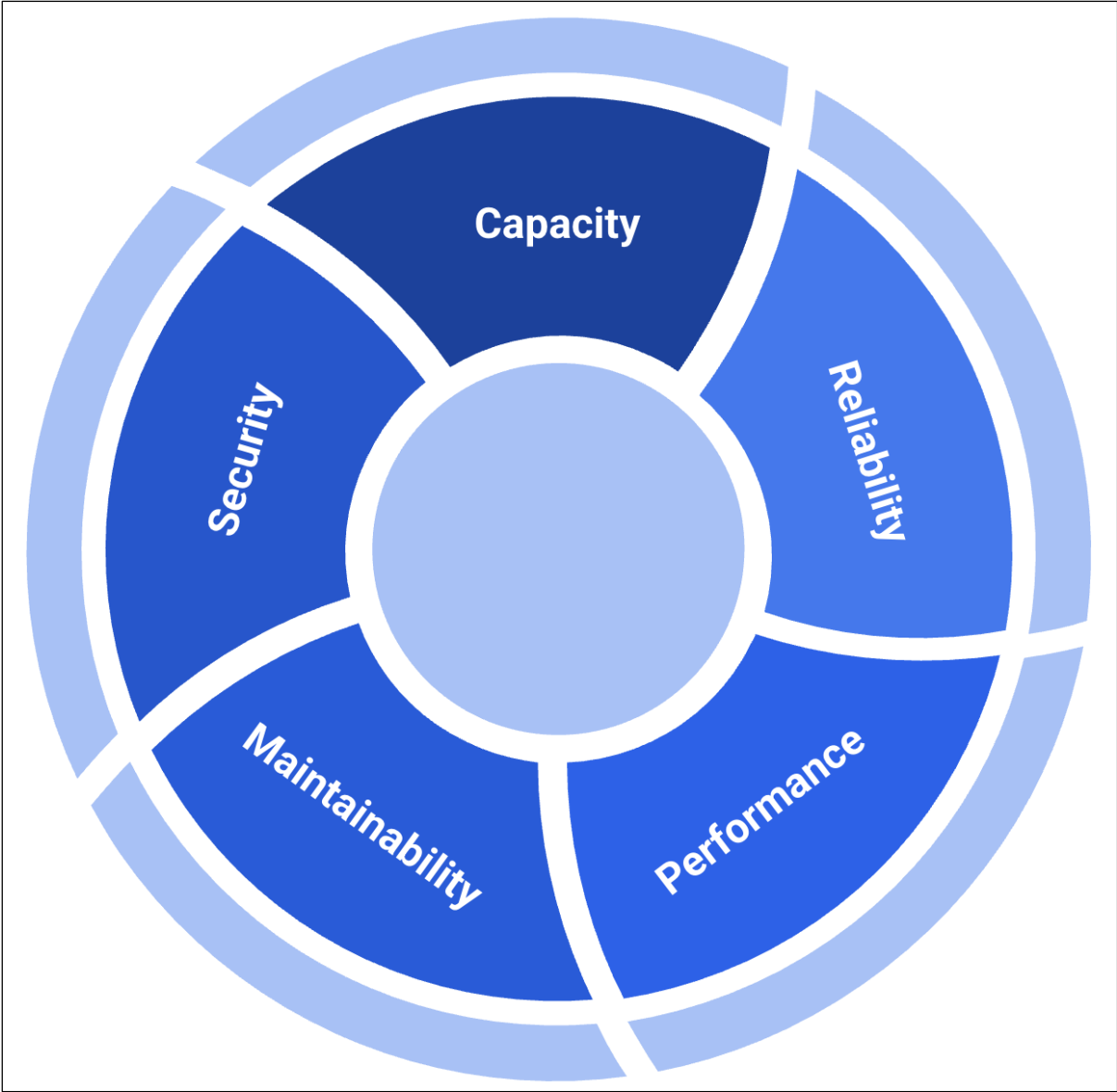


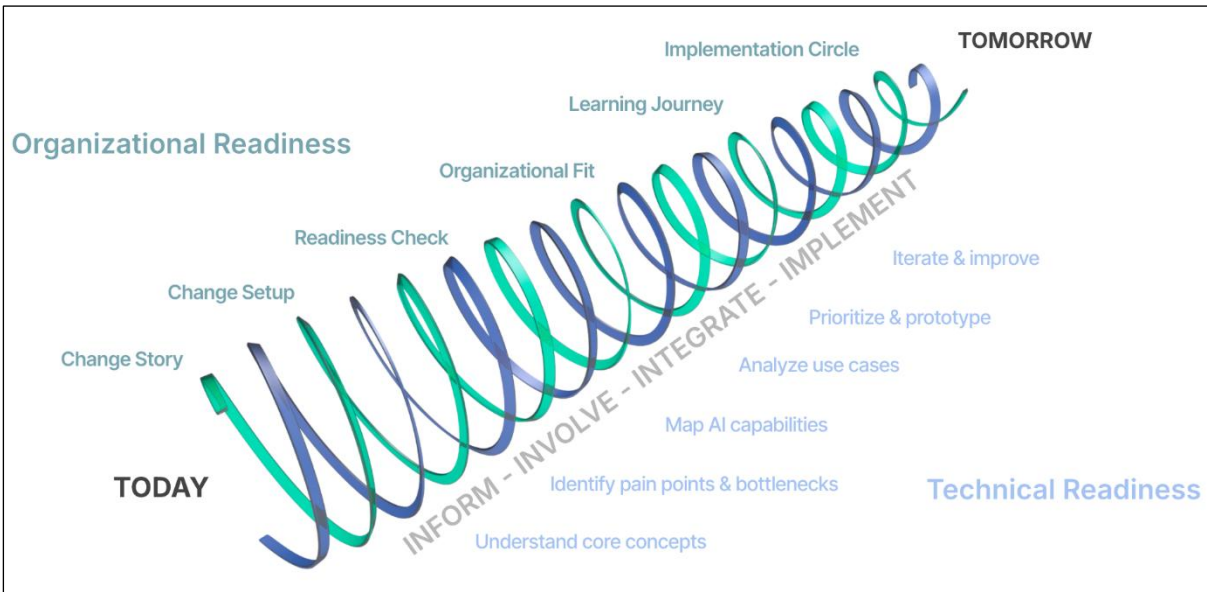
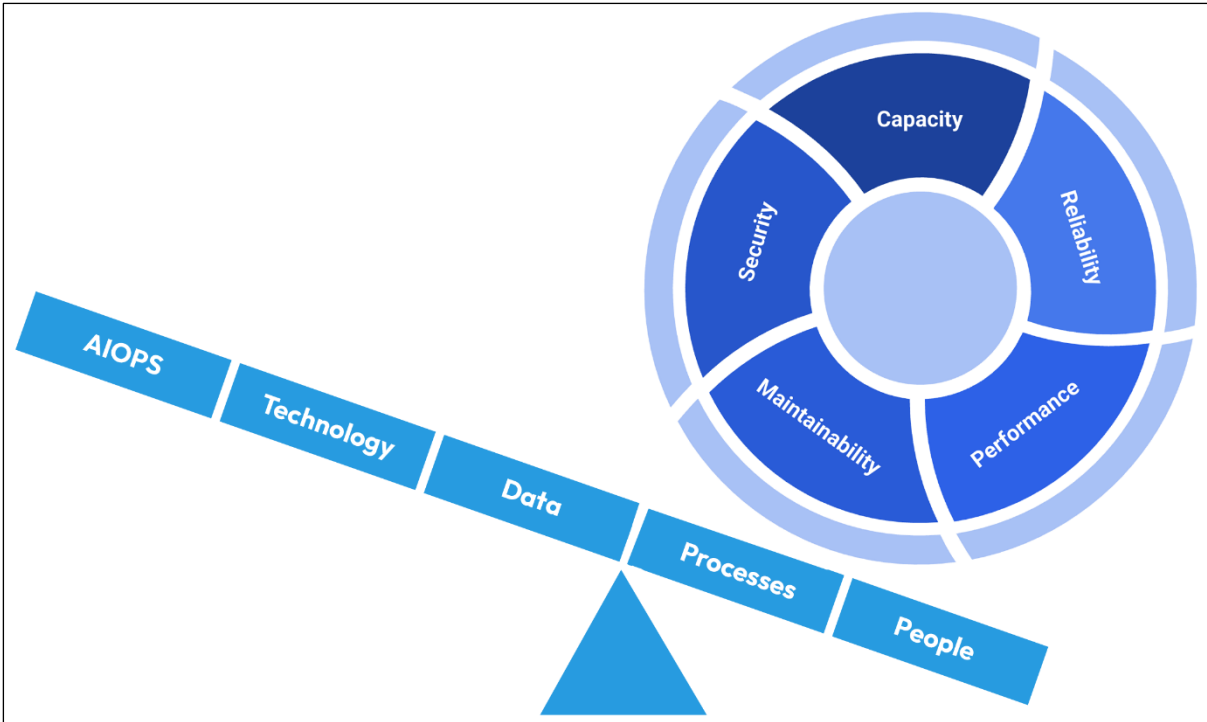


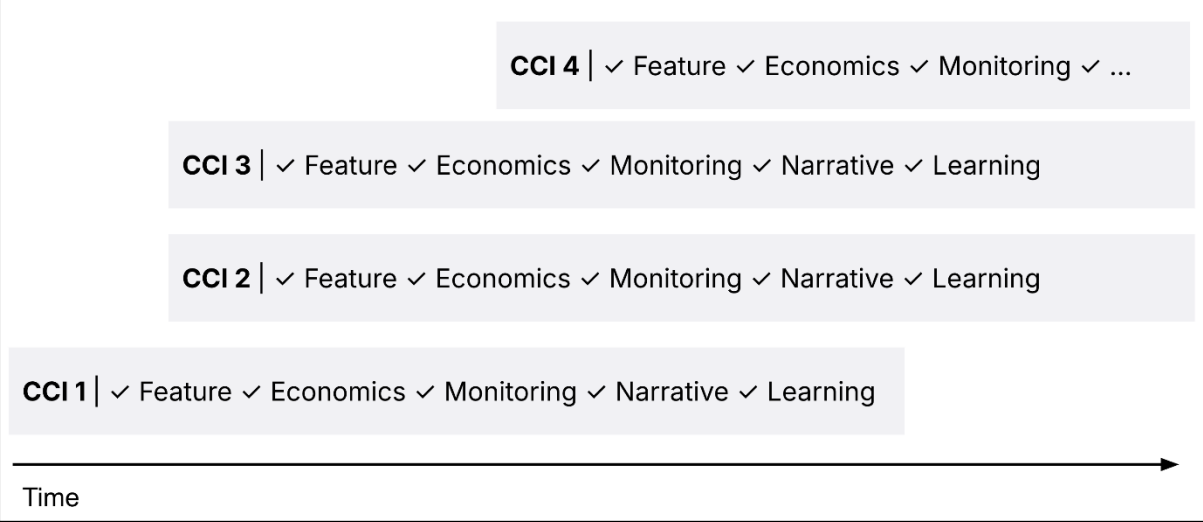
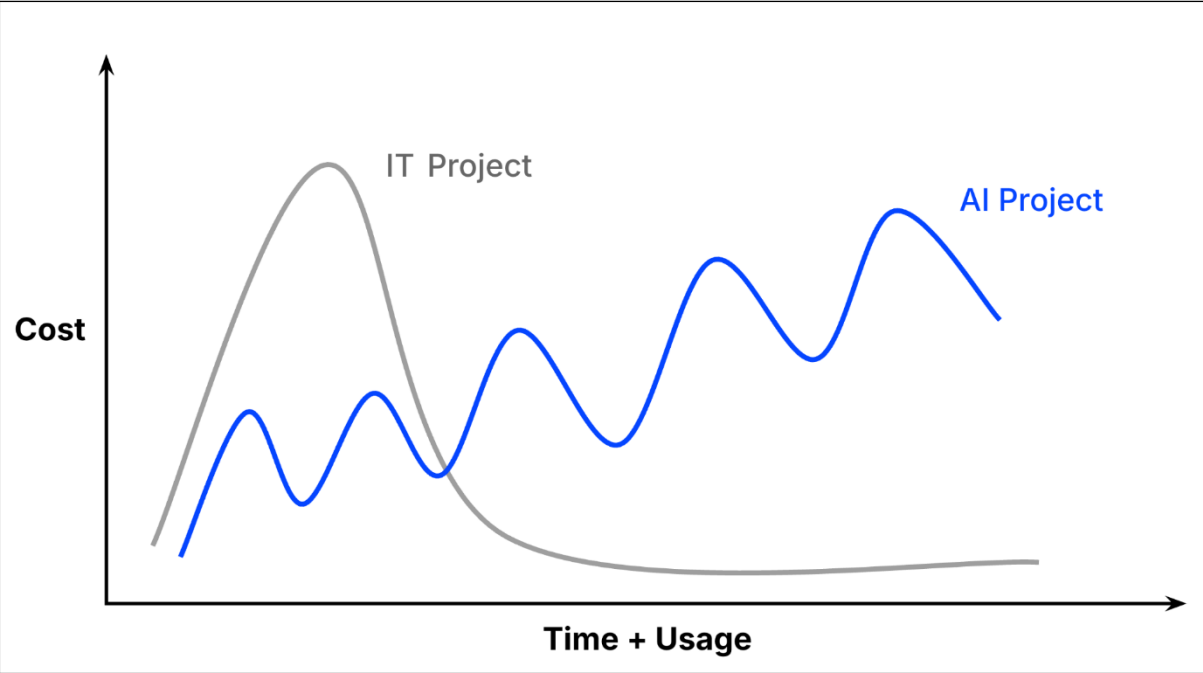


Chapter 9: Scaling AI-Powered Systems and Workflows

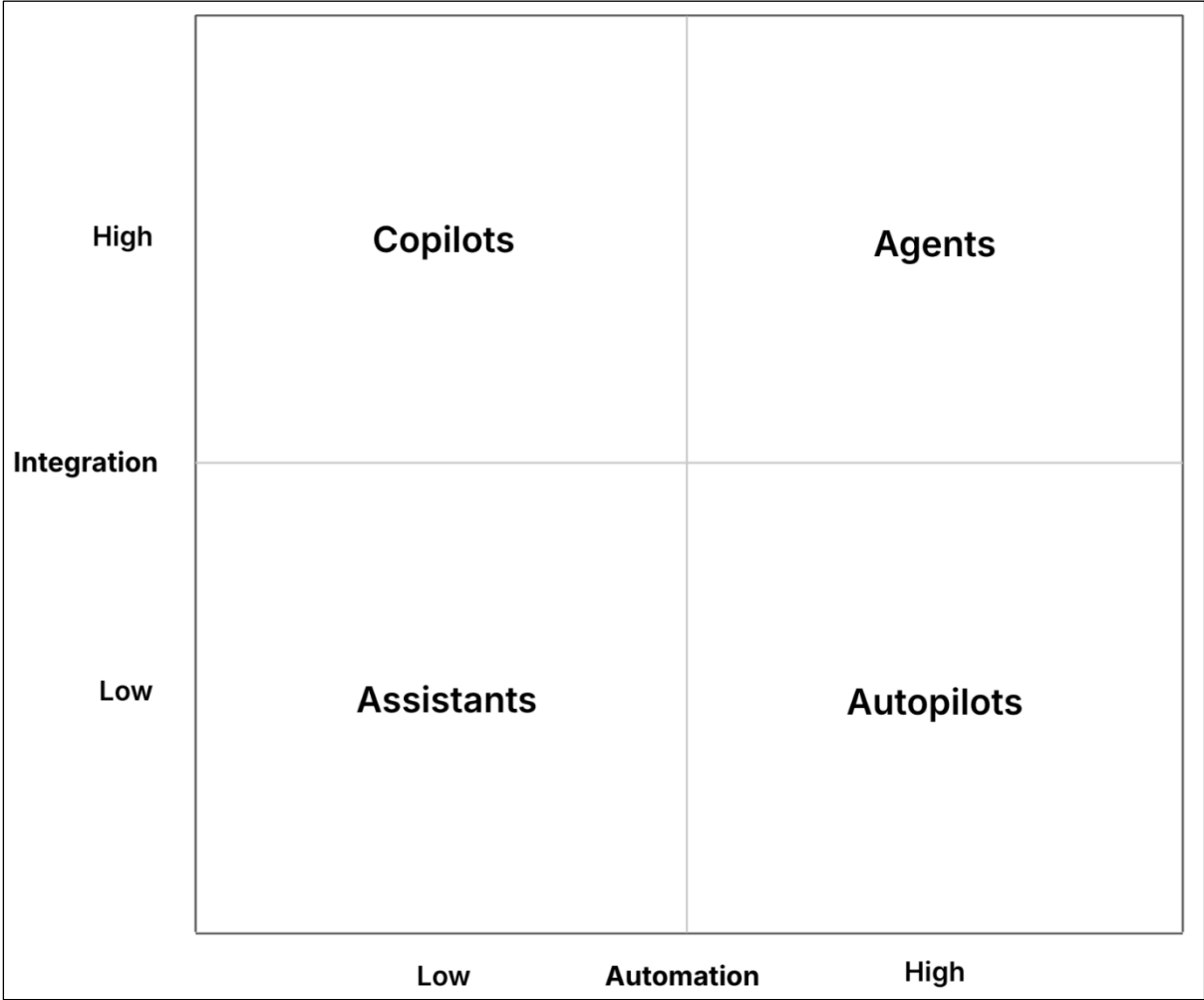


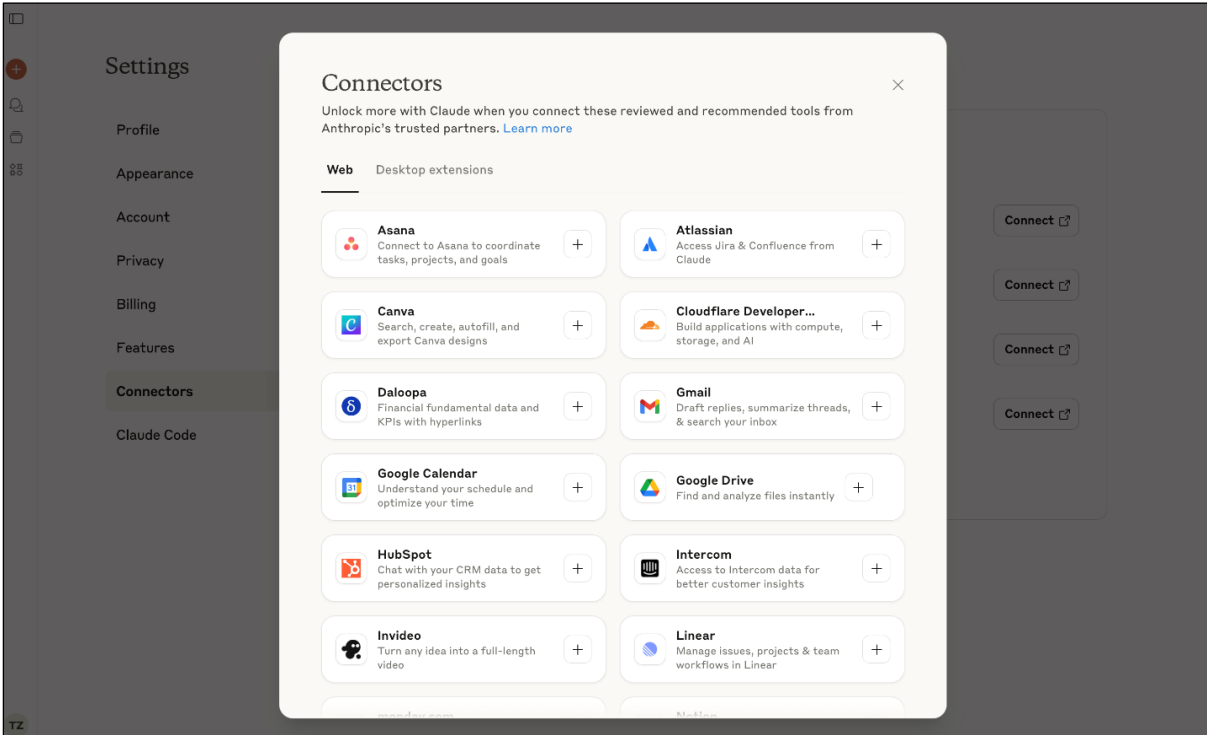
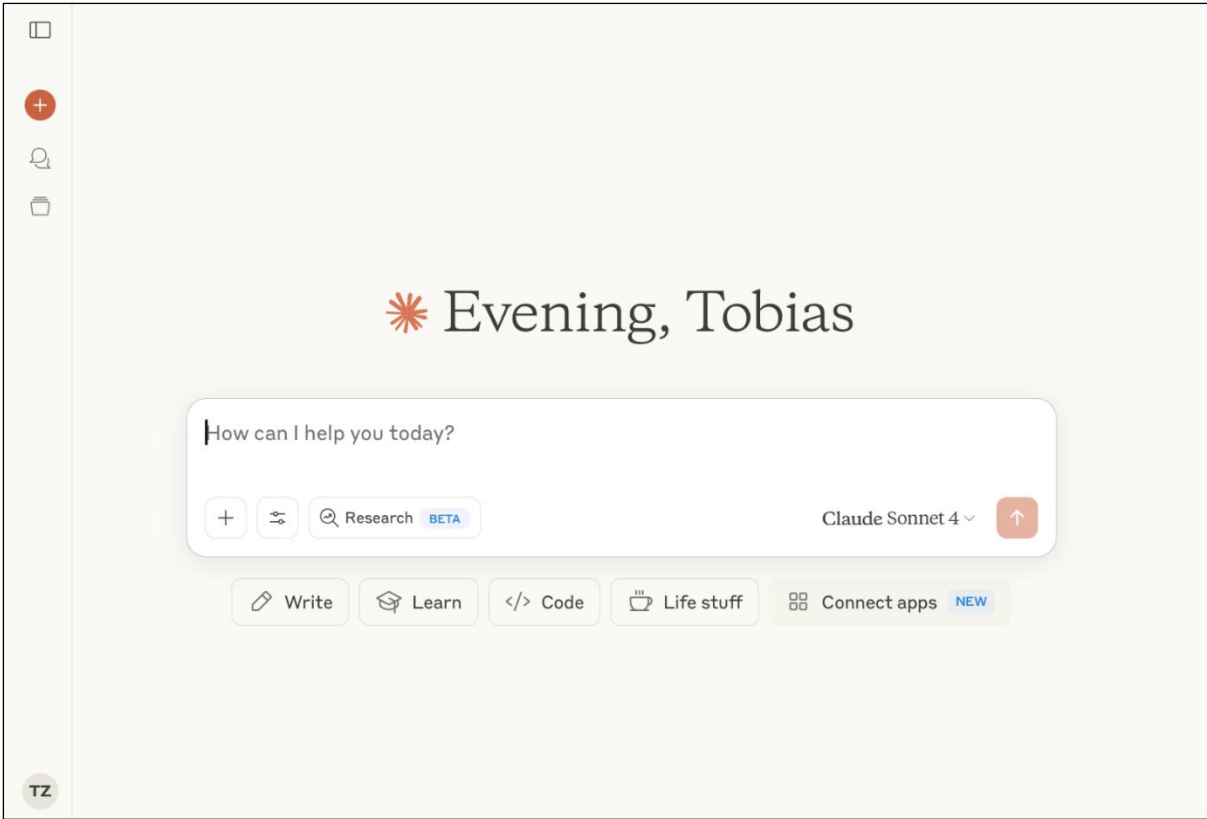


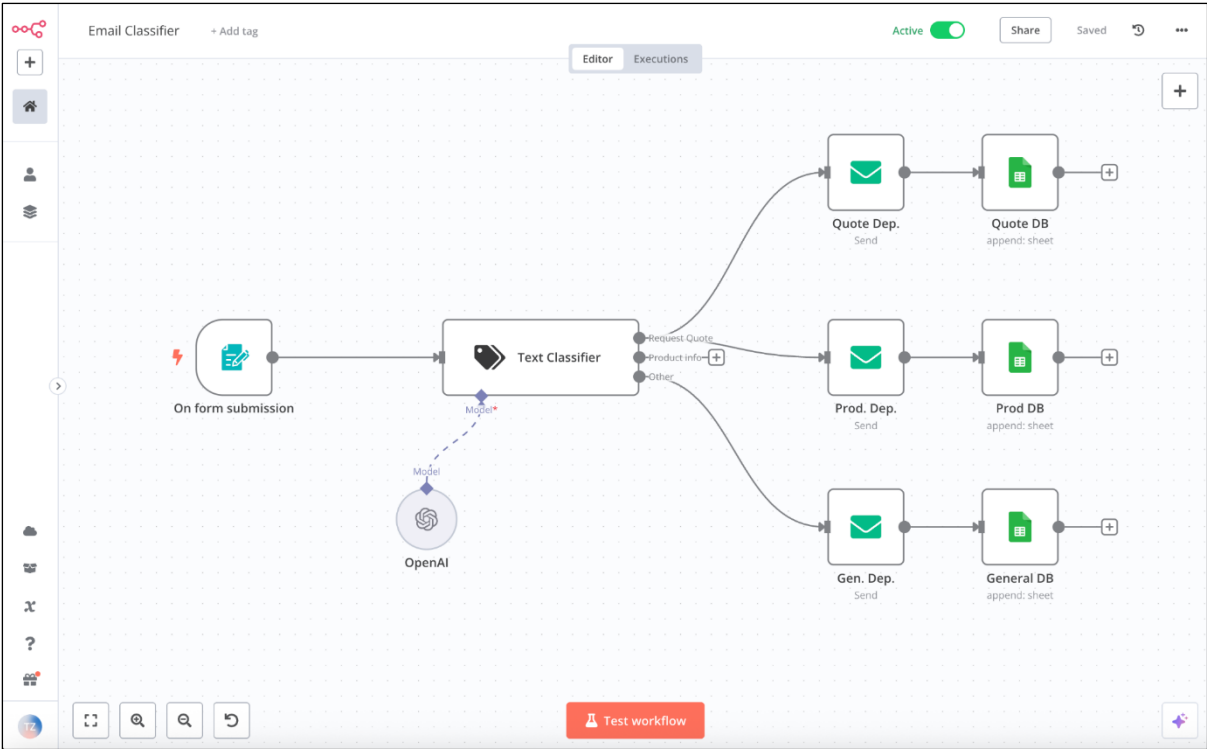




Chapter 10: Leveraging Your AI Toolkit







HR Internal Chatbot

Get quick answers from our company policies

How can I help you today?

What's the vacation policy?

Here's an overview of the vacation policy:

- Full-time employees: 15 days vacation per year.
- Vacation accrual: Begins from start date.
- Usage: Start after 30 days with manager's approval.
- Request: Submit through HR system, notify manager.
- Notice: Generally 2 weeks for 3+ days off.
- Carryover: Up to a cap of 20 days each year.
- Part-time: Prorated based on hours worked.

For more details, you can consult the full document.

Sources:

- ^1 [Document 7_ Leave and Time Off Policies.pdf](#), p.1

Type your question..



My team

AI Mentor

Playground

Activity

Analytics

Sources

Actions

New

Contacts

New

Connect

Settings

Docs

Help

Changelog

Sources

Files

Text

Website

Q&A

Notion

Files

The Files tab allows you to upload and manage various document types to train your AI agent. [Learn more](#)

⬆

Drag & drop files here, or click to select files

Supported File Types: .pdf, .doc, .docx, .txt

If you are uploading a PDF, make sure you can select/highlight the text.

SOURCES

1 Text File

37 Links

516 B

352 KB

Total size:

353 KB / 33 MB

Retrain agent

Agentic Lead Enrichment

+ Add tag

Inactive

Share

Save

...

Editor

Executions

Google Sheets Trigger

rowUpdate

AI Agent

Tools Agent

Update Company's Row on Google Sheet

update: sheet

Chat ModelMemory

ToolOutput

Parser

Model

Tool

Output Parser

OpenAI Chat Model

Call n8n workflow : Scrape companies..

Structured Output Parser

Test workflow

AI Tool Map							
Tool Category	Example Tools	Quadrant	Primary Use Case	Recommended Maturity Fluency Level	Risk / Watchout	Ownership / Enablement	
Chat-Based Assistants	ChatGPT (Custom GPTs), Claude	Assistant	Draft, rewrite, summarize, explore ideas	Capable	Hallucination; missing internal context	CAIO, comms, individual users	
Office Copilots	Microsoft 365 Copilot, Google Gemini	Copilot	Rewrite emails, clean data, generate slides	Adaptive	Cost per seat; expectation gap	IT, CAIO, team enablement leads	
IDE Copilots	GitHub Copilot, Amazon CodeWhisperer	Copilot (Dev)	Complete code, refactor, generate tests	Adaptive	Hallucinated code; trust calibration needed	Dev enablement, engineering leads	
AI-Native IDEs	Cursor, Replit AI	Adv. Copilot/ Agent	Generate full apps, multi-step workflows, agent chaining	Transformative	Less stable; lacks enterprise controls	Innovation teams, advanced dev groups	
Workflow Builders (No-Code)	Zapier, Make, n8n, Azure Prompt Flow	Autopilot	Form automation, lead enrichment, FAQ bots	Adaptive	Fragile logic; cost at scale	Ops, marketing, support teams	
AI Developer Platforms	n8n, Azure AI Foundry, Azure ML Studio, Google Vertex AI, Amazon Comprehend, OpenAI, Power BI Copilot, Tableau Agent, Veeva Platform, Google Colab, ChatGPT Data Analysts	Autopilot / Agent	LLM chaining, agent logic, AutoML pipelines	Transformative	Setup time, governance complexity	CoE, platform teams, AI product owners	
BI / Analytics Copilots		Copilot / Agent	Conversational charts, dashboard summaries, ad-hoc analysis	Adaptive	Needs structured models; limited NLP depth	BI leads, data analysts	
Internal Search / RAG Tools	Llamaindex, Azure Cognitive Search	Copilot/ Autopilot	Internal Q&A, doc parsing, search over knowledge	Transformative	Requires data engineering + governance	Data platform teams, search engineers	

