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# Welcome to AGENTIC AI

KICKOFF KEYNOTE

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10 Practical Things to Carry With You For Today

OCT 2026

# Let me save you the reps...



I am going to tell you **10 things**.

Each thing will have its **own slide**.

Instead of you taking **10 pictures...**

Just **download the sheet** now.



# Who am I?

Global Consulting Managing Director: 16 years

Digital Transformation -> Chief AI Officer @ Cox Communications

Led AI Strategy, Governance, Product, Architecture, Engineering, Enablement, Security, Infrastructure, and Operations across B2C and B2B Business Units.

95%+

POCs IN PRODUCTION

10k+

ENTERPRISE USERS

11x

RETURN ON INVESTMENT

50+

ENTERPRISE PRODUCTS



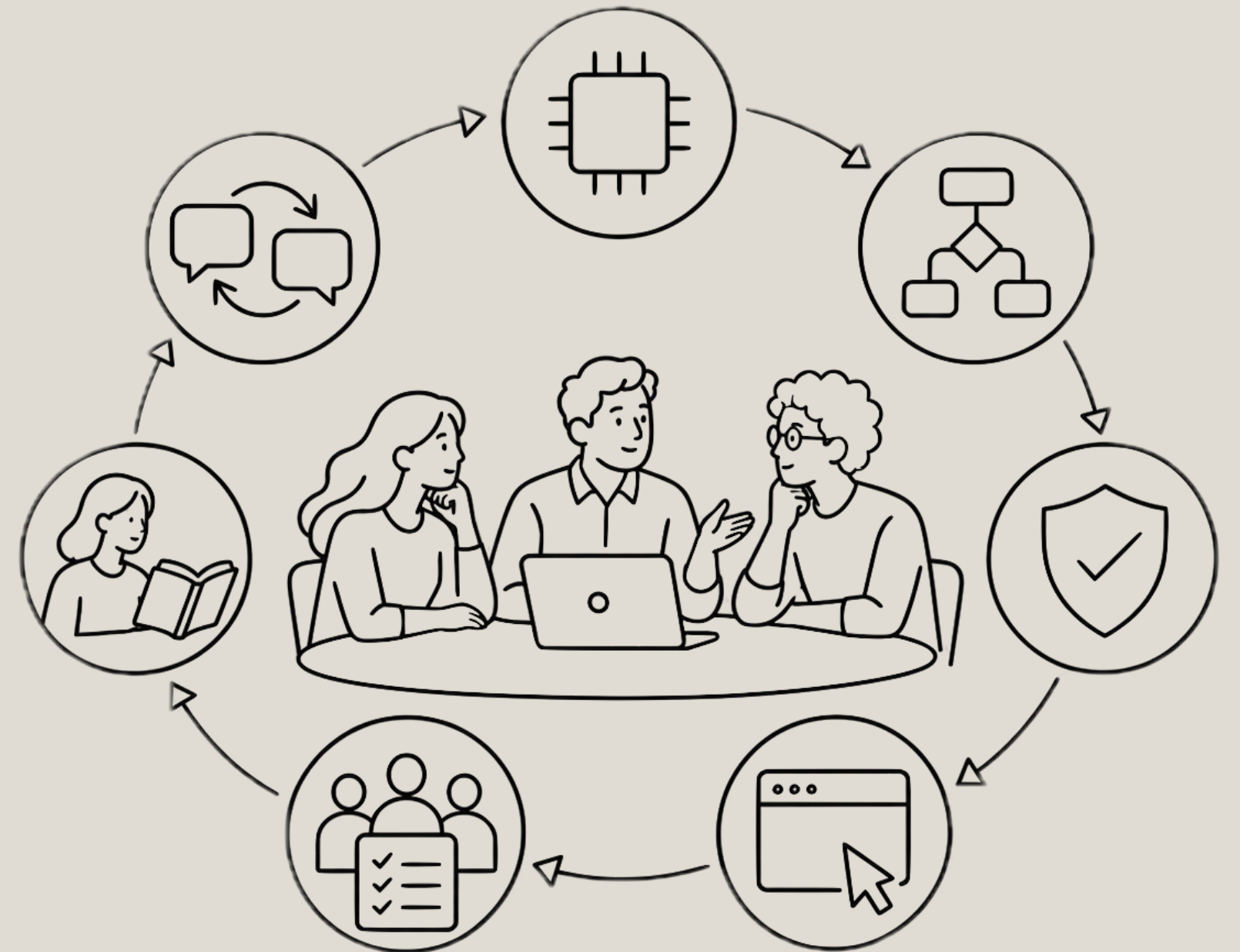
# What are these 10 things, then?

|    |    |    |    |    |
|----|----|----|----|----|
| 01 | 02 | 03 | 04 | 05 |
| 06 | 07 | 08 | 09 | 10 |



# TREAT AI AS A SOCIO-TECHNICAL SYSTEM

The model is one component. Workflows, guardrails, UX, governance, training, and feedback loops matter at least as much. Most failures are not model failures.





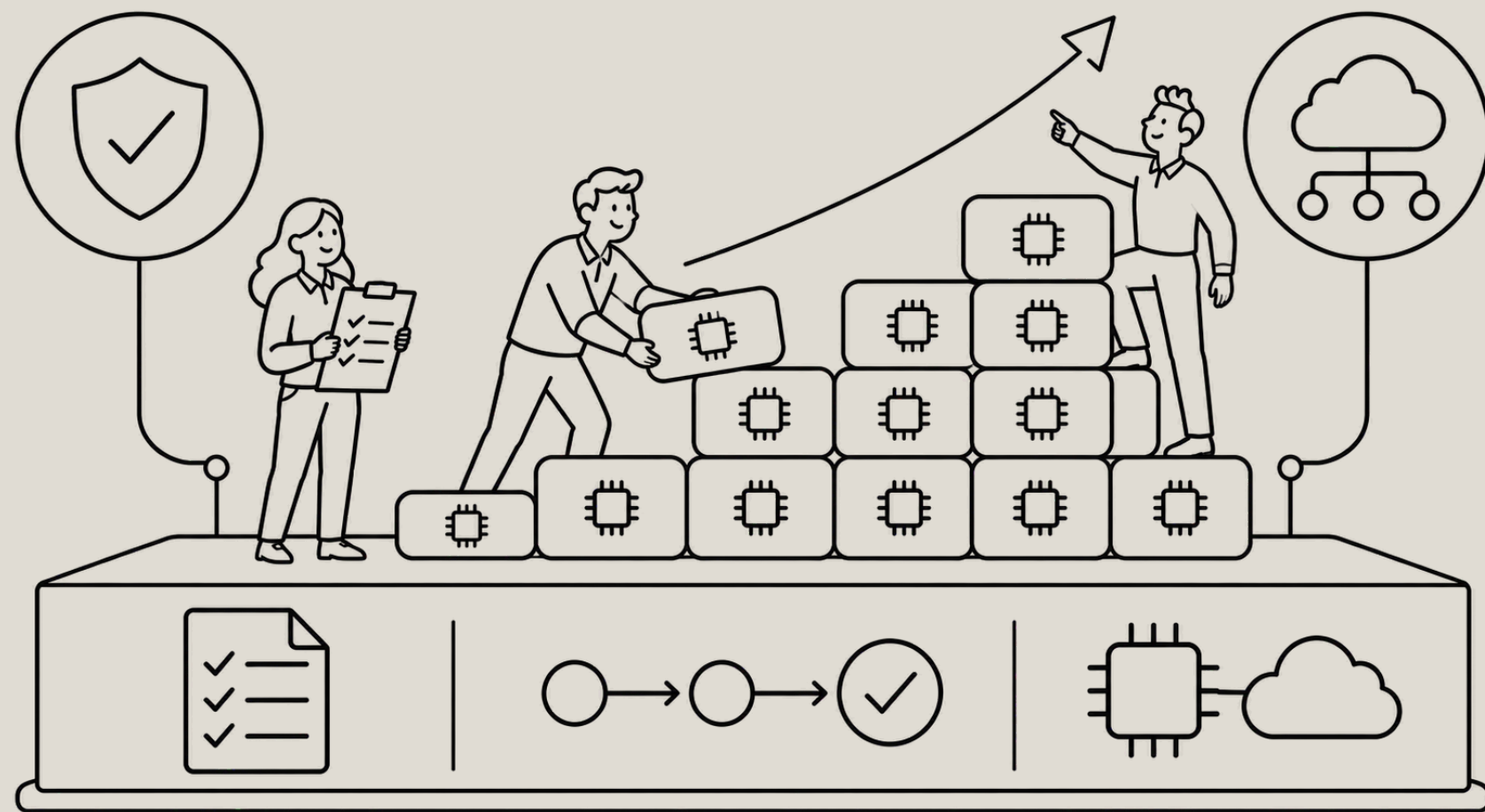
## TREAT EVERY USE CASE AS A SHIPPABLE PRODUCT

A product has a lifecycle, scales consistently with your other AI, carries input and output controls, stays measurable and cost-controlled, and remains maintainable. Build for the day you have to replace it; AI woven in carelessly is a tumor wrapped around a nerve.

# KEEP THE CENTER ACCOUNTABLE TO THE BUSINESS

People come before AI ever starts, and there is always someone to answer for it if you set up the structure required. Put it on the demand side, with the portfolio, the value case, change, and literacy. Put it where strategy and the P&L live.





## INVEST EARLY IN GOVERNANCE AND PLATFORMS

Clear policy, an approval path, and a shared platform with strong default model and cloud choices. Without it you get paralysis or chaos. With it, the conditions for compounding.

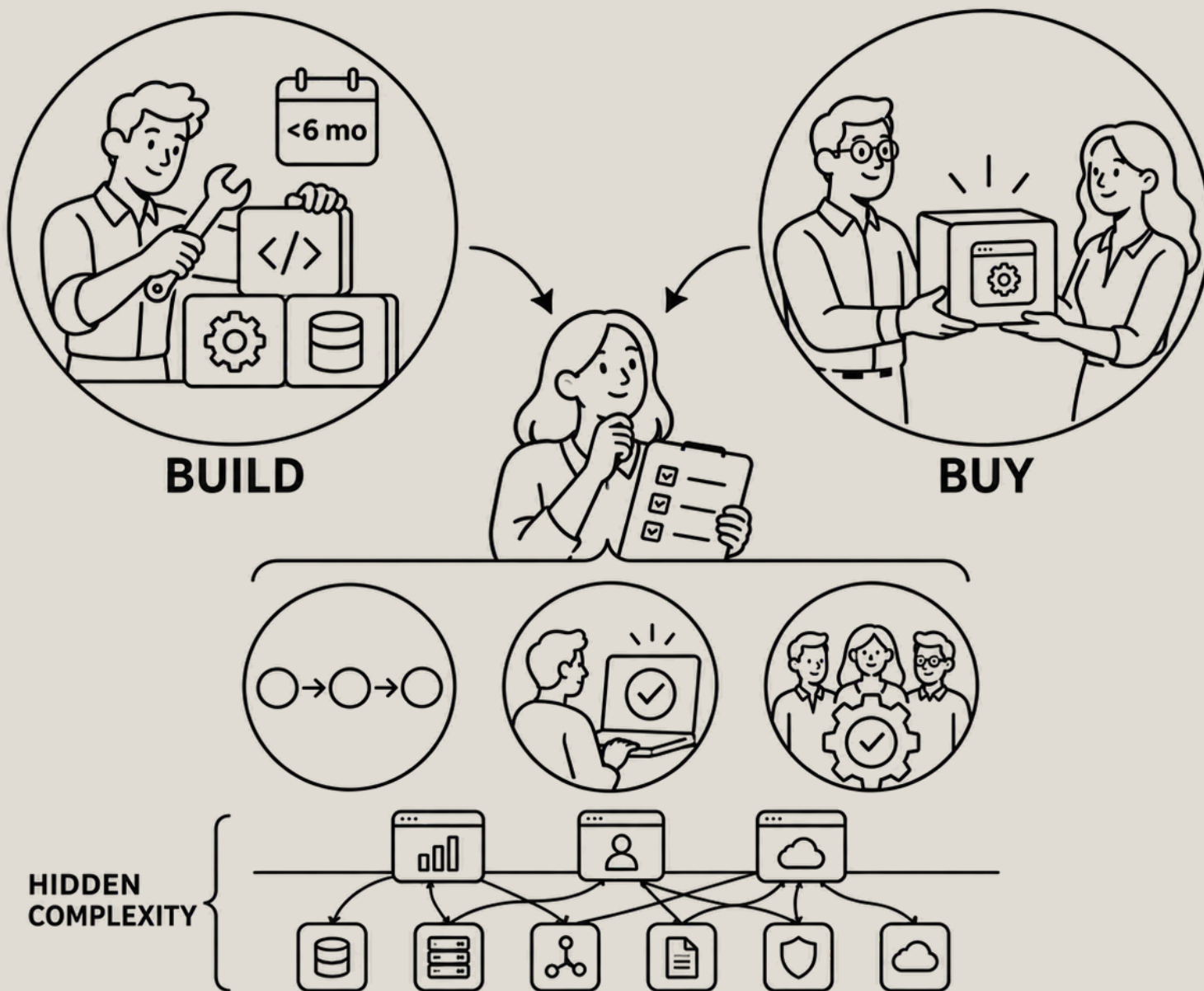
## BE DISCIPLINED ABOUT THE PORTFOLIO

The hardest part of running a council is saying no to smart people with good ideas at the wrong time. Without that discipline you get pilot purgatory. Kill stuck proofs of concept; if one cannot prove value in four to six weeks, move on.



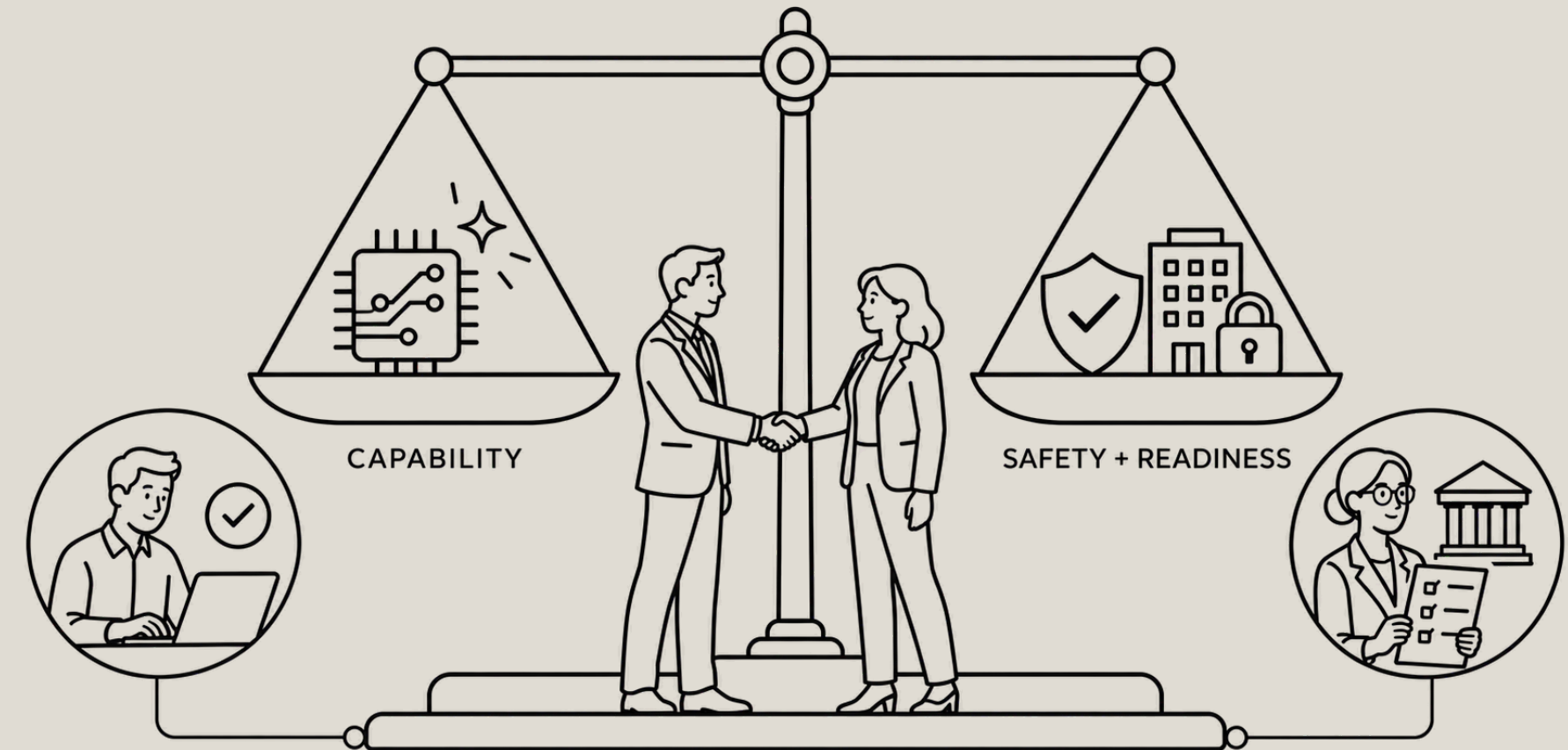
## BE INTENTIONAL ABOUT BUILD VERSUS BUY

Could you build it in under six months? Is the capability too narrow to cover an end-to-end value stream? Will it fit real user needs, or force process changes that never happen? Does the vendor have the depth to execute? Vendor sprawl is impactful beyond what you see.



# PICK FOUNDATION-MODEL PARTNERS THAT TAKE SAFETY SERIOUSLY

It sounds obvious. It is the single biggest determinant of whether your AI program is something you can put in front of customers and regulators with confidence. Weigh safety and enterprise readiness as heavily as raw capability.



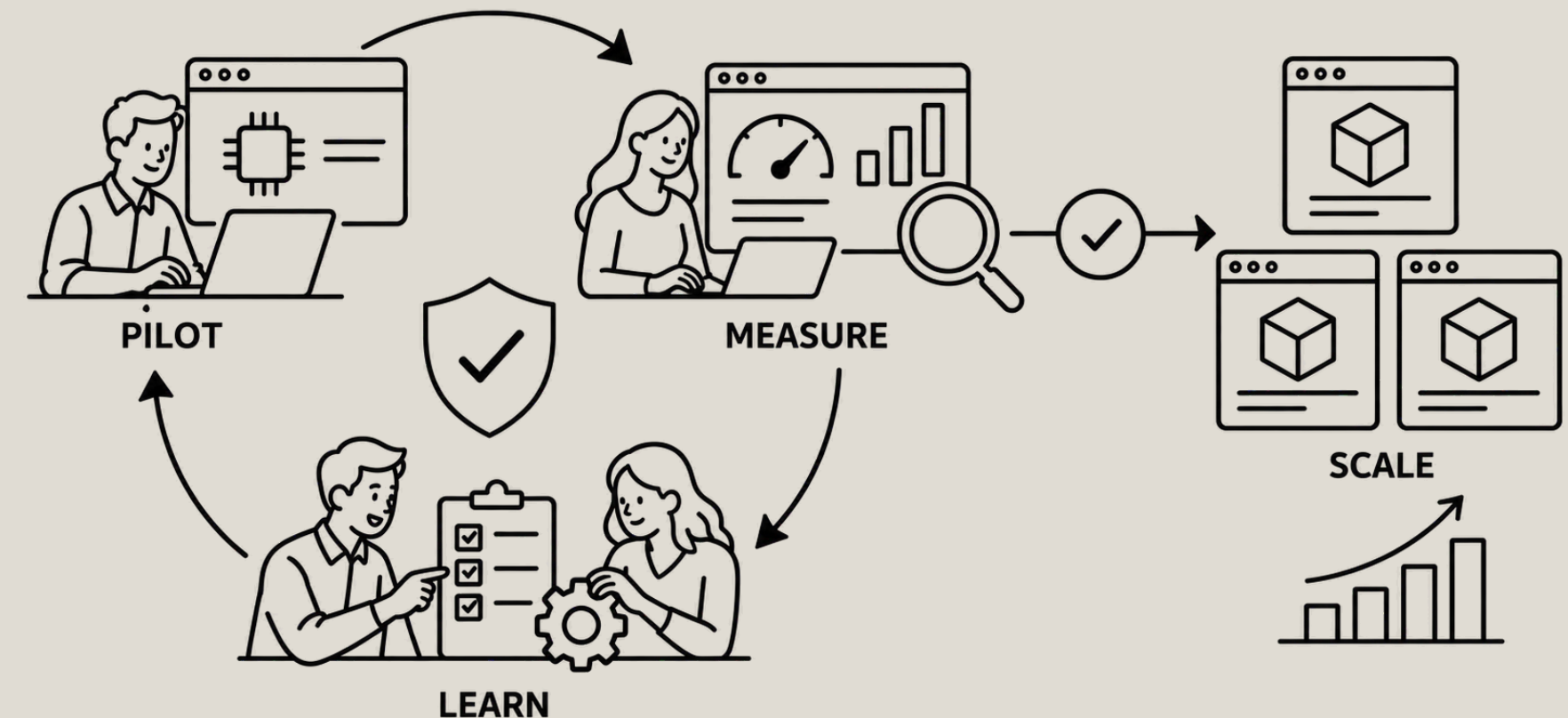


## KEEP HUMANS IN THE LOOP, LEAD WITH AUGMENTATION

Focus on augmenting people before replacing them. Trust gets built one shipped product at a time.

# MEASURE AND LEARN ITERATIVELY

Do not wait for a multi-year transformation plan. Run small, well-instrumented pilots that prove value and then scale. The organizations that win learn fastest under good guardrails, not the ones that start biggest.





## AI IS NOT AN IT PROJECT

Run AI as a business transformation, owned by the business and shaped as products, with change management built into the work. Run as an IT delivery effort, it ships software and stops short of the operating-model change where the value lives.

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Let's Roll...



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AND THAT QR CODE IN CASE YOU MISSED IT

[HTTPS://WWW.LINKEDIN.COM/IN/ERICPACE7/](https://www.linkedin.com/in/ericpace7/)