

EVOLVE.WIN

Next generation AI for corporate challenges

Welcome to your eBook “Next generation AI for corporate challenges”. Our Goal: to improve your business resilience and international competitiveness.

overmind.one
Superior AI Solutions for Corporates

CONTENT

Basic considerations	02
The innovation barrier	03
Pain detection	04
Research	05
Evaluation	06
Implementation	07
Improvement	08
Human resources	09
Daily business	10
Processes	11
Contact	12



Basic considerations

Pain detection

Conducting process audits, engaging with stakeholders, analyse customer feedback and identifying data-heavy operations may identify the key steps to identify main pain points.



Milan Veskovik
CEO Overmind.one

“Detecting pains inside your own organisation is a tough job, meeting them with the right solutions is even tougher.”

Research

Some AI tools are designed for specific industries. Research vendors and AI solutions that are specialized for your industry, as these will often offer pre-built models, features, and integrations tailored to the sector's needs.



Evaluation

Look if solutions align with your business objectives, review the vendor's expertise and experience, explore product capabilities and features and ask for test environments.



Implementation

Define clear objectives, explore inside talent and expertise, consider all (hidden) costs and ROI, respect ethical and regulatory compliance and evaluate adoption and change management issues.



Improvement

Provide comprehensive training, encourage cross-department collaboration, improve data management and access and finally, start with small impactful projects.



Resources

Consider data resources, technical infrastructure, human and financial resources as well as your organisational readiness and the support of your potential vendor. Finally, security and maintenance resources shall not be forgotten.



Daily business

Creating proper plans might help, but daily business always throws spanners into theoretical frameworks. Be aware of what could go wrong by using the falsification approach.

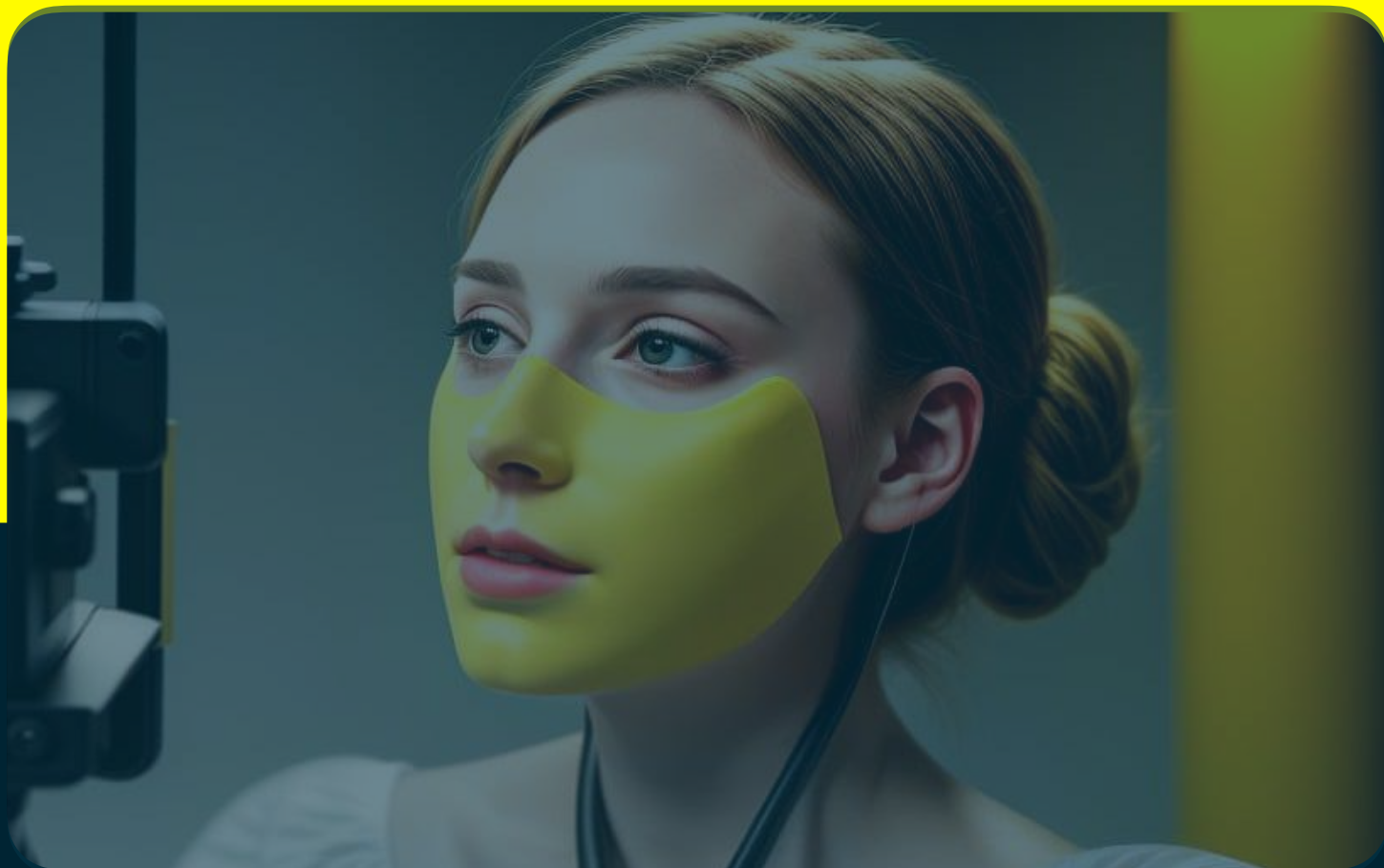


Existing processes

Finally be aware, that new technology needs sometimes new, internally untested processes. Foster open-minded and agile mind sets in your teams.



The Innovation Barrier



Most organisations remain stuck at the stage of AI assistants. This stagnation can be attributed to several factors:



Security concerns

With 77% of businesses reporting AI-related data breaches, the fear of compromising sensitive information is paramount.



Regulatory compliance

Regulatory Compliance: Emerging regulations demand stringent data and AI security measures, creating a complex landscape to navigate.



Deployment challenges

Deployment Challenges: Implementing AI solutions across various environments (on-premises, cloud, hybrid) while maintaining consistency and security has proven difficult.



Ethical concerns

Numerous ethical and legal concerns had been raised, particularly around data privacy, bias, accountability, and transparency.



Resistance to change

Employees may feel apprehensive about the use of AI, fearing that it will take their jobs or reduce their opportunities for career growth.



How detect corporate pains



Let them speak

Engage stakeholders across departments to discuss their current challenges, inefficiencies or repetitive tasks that could benefit from automation or improved decision-making.



High-Impact, Low-Complexity Opportunities

Focus on use cases that require minimal changes to existing processes and systems. Look for tasks that have clear inputs and outputs.



Process Mapping

Analyze existing business processes to identify bottlenecks and repetitive tasks.



Industry-Specific Use Cases

Identify best practices and successful applications in similar organizations or sectors that could be adapted to your context.

Consider using pre-trained AI models or solutions available in the market.



Existing Data Availability

Identify use cases where relevant data is readily available. Consider the quality, volume and accessibility of data needed for AI implementation.



Proof of Concepts (PoCs)

Once you have found such potential use cases, consider developing small-scale pilot projects or proof of concepts.



Focus on Enhancing Customer Experience

Identify opportunities to enhance customer experience such as personalized recommendations, sentiment analysis or dynamic pricing. These use cases often yield high returns on investment and improve customer satisfaction.

Research of AI tools

Decisions, decisions

Start ups vs Big players

The choice between working with startups or big players should be based on your specific business needs, strategic goals and resources. In some cases, a hybrid approach may work well—leveraging innovative solutions from startups while also engaging with larger firms for their proven expertise and support capabilities.

Marketing vs benefits

Define clear objectives, evaluate sector specific track records ,engage in competitive analysis and finally consult industry experts or join tailored forums, webinars or from peers.



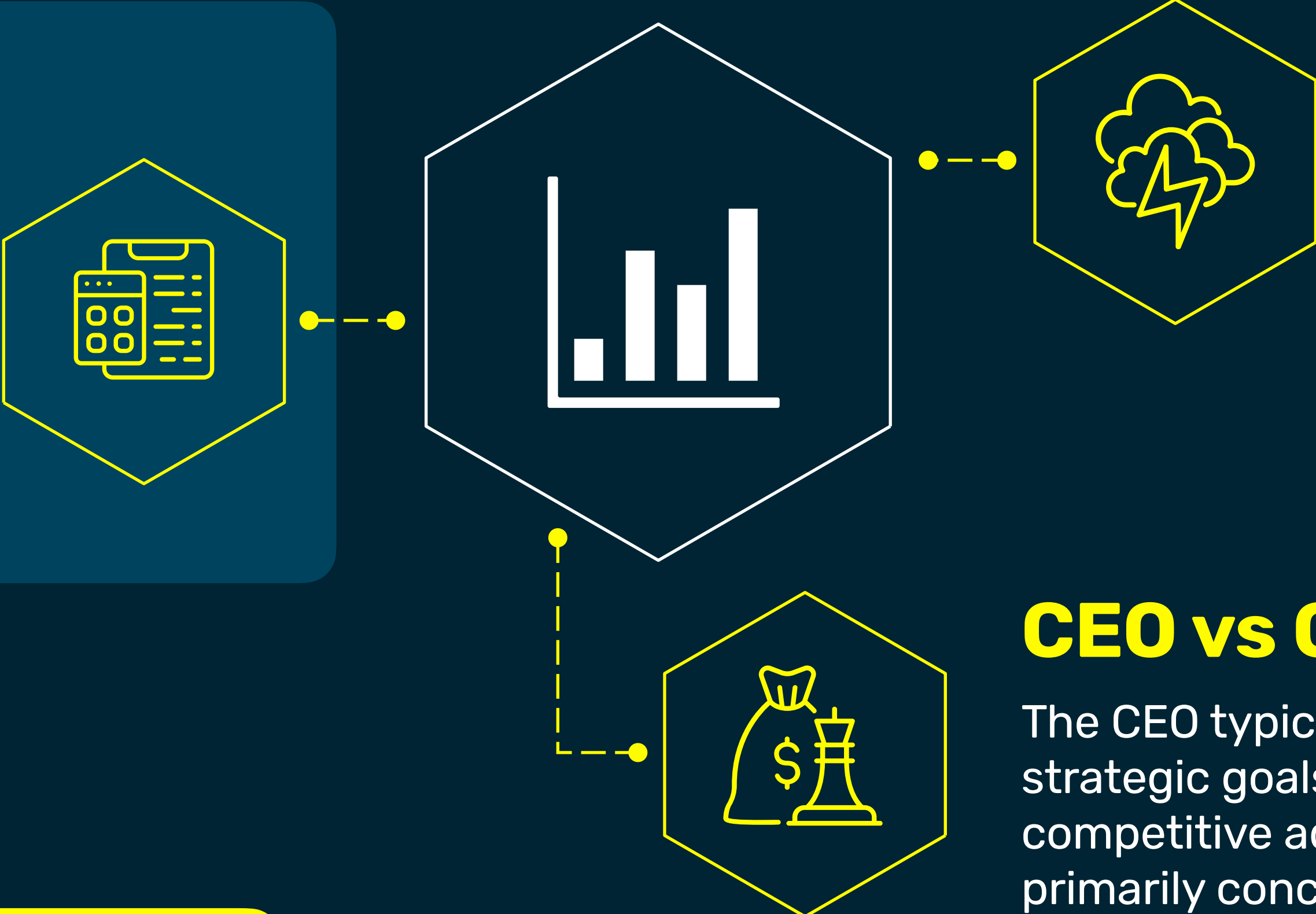
Local vs global

Local understanding and language may be advantageous as well as supporting local economies. On the other hand could cutting-edge technology be found only internationally.

Why strategy is driven by the “C-clash”

CEO vs CTO

The CEO may push for quicker results or immediate benefits, while the CTO may advocate for thorough testing and gradual implementation to mitigate risks.



CEO vs CSO

Differing criteria for evaluating success can lead to misunderstandings. If the AI implementation does not immediately translate to improved sales figures, the CSO may view it as a failure, while the CEO may be focused on other positive outcomes.

CEO vs CFO

The CEO typically focuses on long-term strategic goals, growth, innovation and competitive advantage, while The CFO is primarily concerned with financial health and cost management.



Evaluation of AI tools



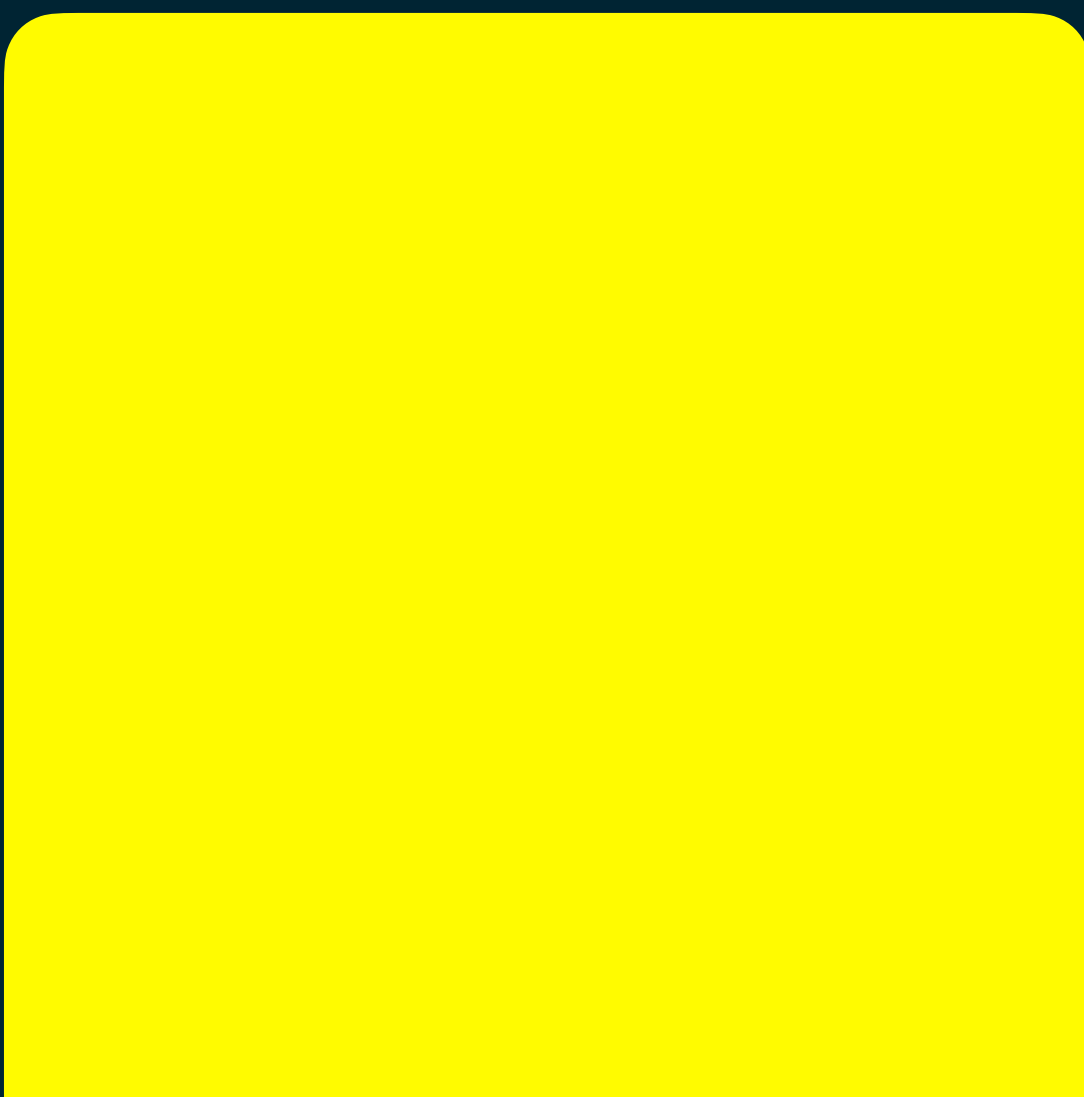
Business case (Why)
Check if tools address your industry's common challenges and if they've implemented solutions for other companies.

Functionality
Use opportunities to see how the AI tool performs in a real-world setting. Ensure it fits into your pre-defined workflows.

Compatibility
Ensure the focused AI tools align with your company's existing infrastructure.

Vendor support
Be sure that technical support and training as well as the ongoing updates and maintenance stay current.

TCO
Besides licence and implementation costs, don't forget to look at ongoing operational costs, personnel, regulatory risk and opportunity costs.



Security and compliance
Implement tools and resources to ensure that AI tools meet industry-specific compliance standards (e.g., GDPR, HIPAA).

Scalability
Check the technical architecture, evaluate data handling capacity and look at the vendors' support and road map.

Usability
Consider user interfaces, trainings, integrations with existing workflows and a robust feedback mechanism.

Implementation time
Implementing AI tools can take anywhere from 6 months to 2 years, depending on the complexity and scale of the project.

Feedback mechanism
Define objectives, channels and implement feedback cycles as well as regular feedback from users or clients.



Implementation

Installation

Check technical requirements, data management and integration aspects



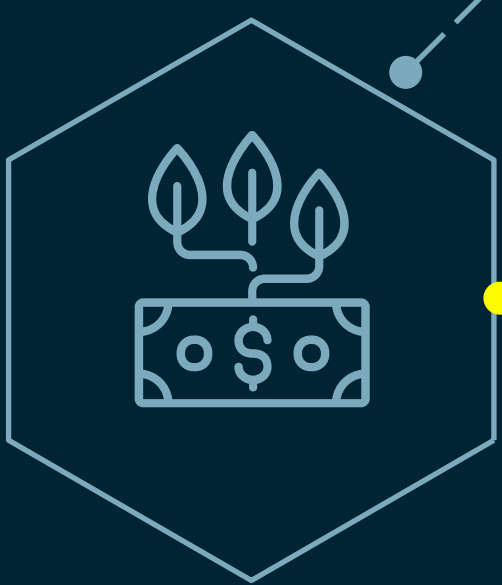
Configuration

Stay true to your pre-defined use cases when choosing your desired features.



Customisation

Focus on creating an intuitive user interface that caters to the needs of end-users.



Integration

Consider on-premise environments as well as online ones, focus on in-house development and testing environments



Training

Develop comprehensive training materials and programs to help users understand how to effectively use the customised AI solution.



Testing

Establish monitoring systems to track the performance of the AI solution in real time, allowing for predictive testing and identification of issues.

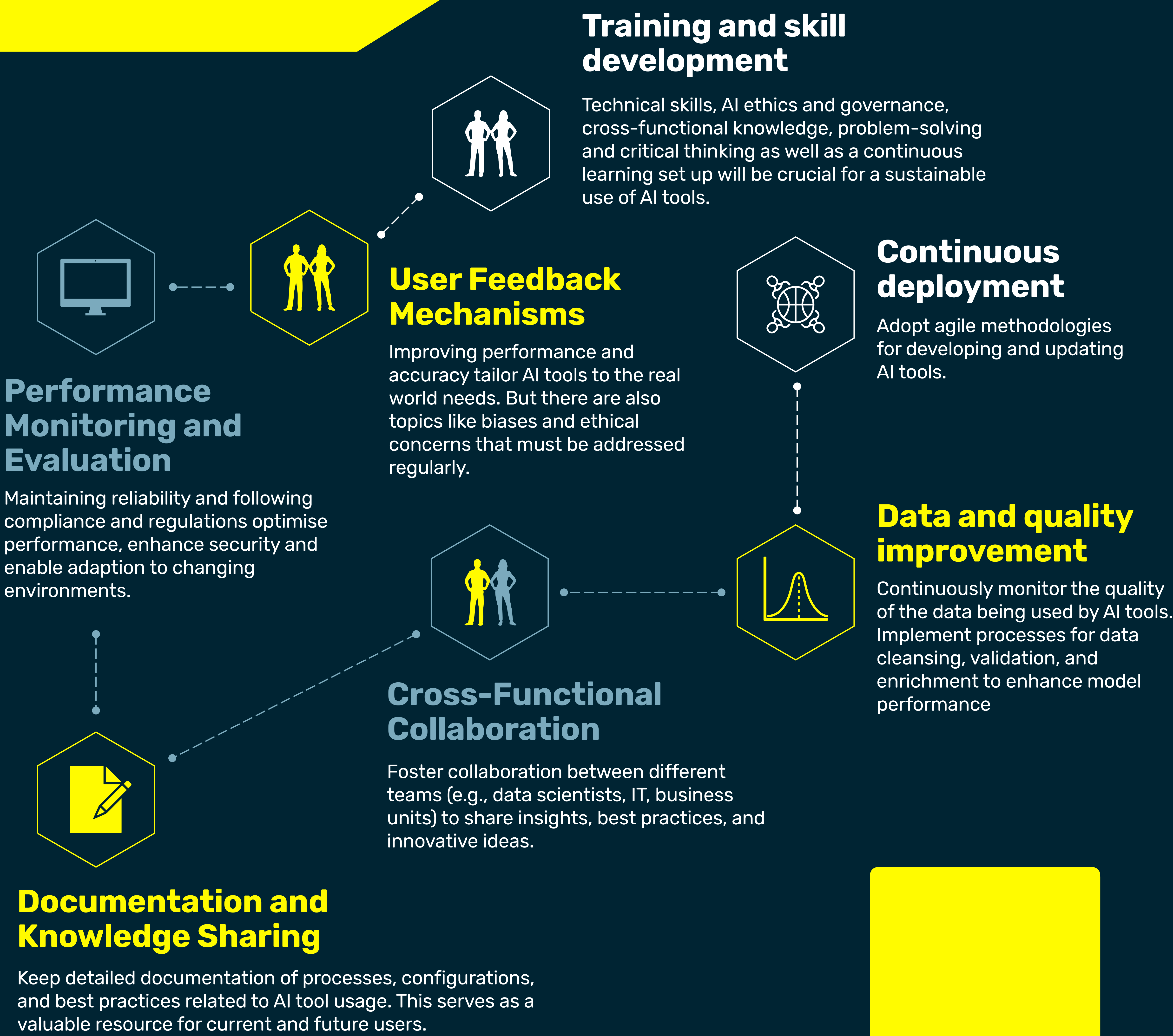


Speed is always challenged by precision.

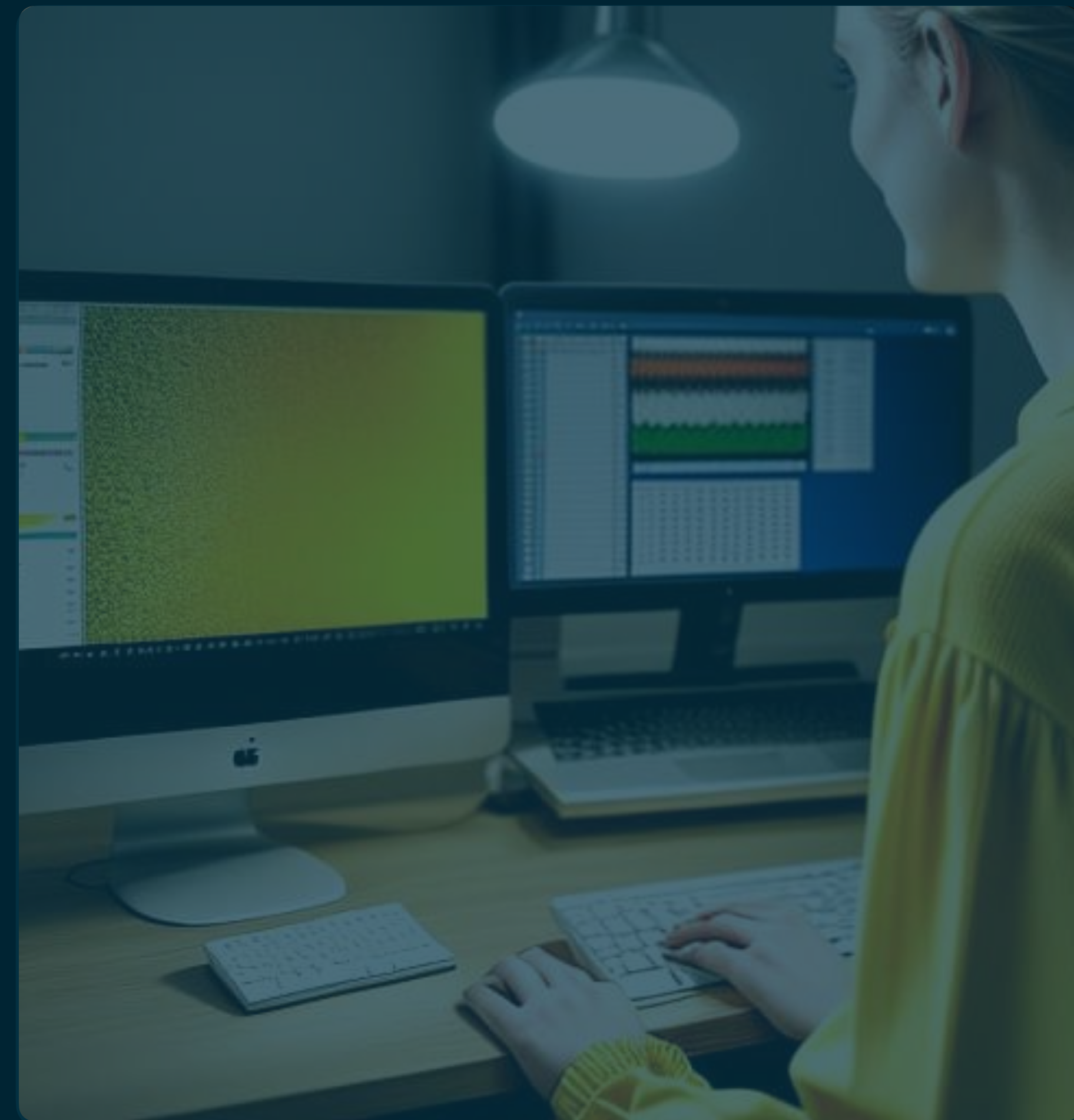
For businesses this means: Plan 20% more time as expected

Improvement of AI usage

A strategic approach that focuses on continuous evaluation, adaptation, and enhancement

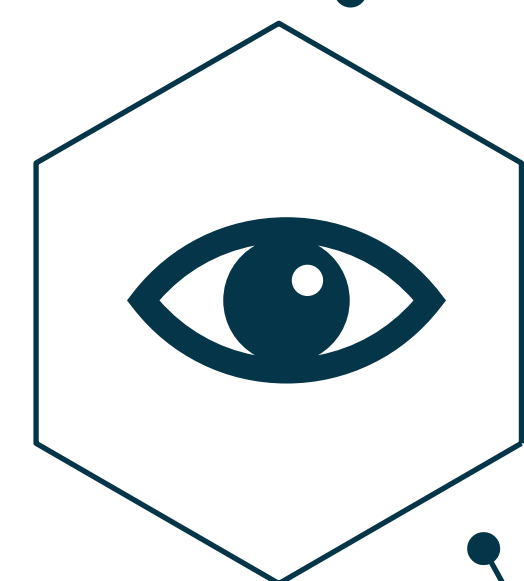


The use of (human) resources



Projects in a nutshell

AI projects can face a variety of challenges that may hinder their success, like poor requirements gathering, scope creep, poor communication, inadequate testing, resource management issues, user adoption challenges, budget constraints, compliance threats and regulatory showstoppers. But most of all, all involved stakeholders pose the biggest threat if not engaged in the best possible way.



Project management

Establishing clear communication channels while defining roles and responsibilities will help to foster a collaborative environment in which stakeholders can be held accountable for the projects progress.

Testing

Besides involving stakeholders at the earliest time possible, users (internal, external) shall be encouraged to participate. Deploy agile testing practices and offer training and development opportunities. Use test automation tools if available.

Adaption

Communicate benefits clearly and foster a culture of innovation ("mistakes are OK"). Be aware of user-friendly front ends and leverage pilot programs ("Pioneers").

Compliance

Focus on regulatory compliance and consent management, be transparent and avoid bias and discrimination. Insist on documentation and record-keeping.

Legal

AI systems often rely on large datasets, which may include personal data. Compliance with data protection regulations such as the General Data Protection Regulation (GDPR) in Europe or the California Consumer Privacy Act (CCPA) in the U.S. is critical.

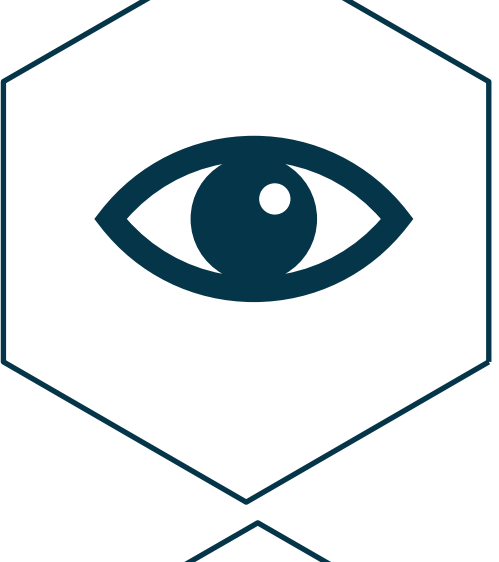
Risk management

Perform a thorough risk assessment to identify potential risks associated with AI implementation. Common risks include: security breaches, model accuracy and performance issues, resulting in repetitional risks.

Collaboration

Organize team-building activities to strengthen relationships and foster trust among team members. A positive team dynamic enhances collaboration. Use project management tools (e.g., Trello, Jira, or Pipeliner) to assign tasks, set deadlines, and track progress. This transparency helps ensure that everyone is on the same page and contributes to accountability.

Daily business



Motivation

To get your team members excited about change, involve them in the decision-making process.

Expertise

Evaluate internal expertise and engage consultants fast when necessary.

Uncertainty

Be clear on prototyping and pilot programs, invest in trainings and start with a clear plan/focus.

Overwhelm

AI fosters myriads of potential engagement fields which sometimes motivates steak holders to increase the scope of the intended project.



Fatigue

Change fatigue occurs when employees are overwhelmed by multiple changes happening simultaneously or in a short period. This can lead to resistance, burnout, and decreased productivity.

Leadership

Reframe setbacks as learning opportunities. When teams view failures as valuable lessons rather than roadblocks, it reduces frustration and development fatigue.



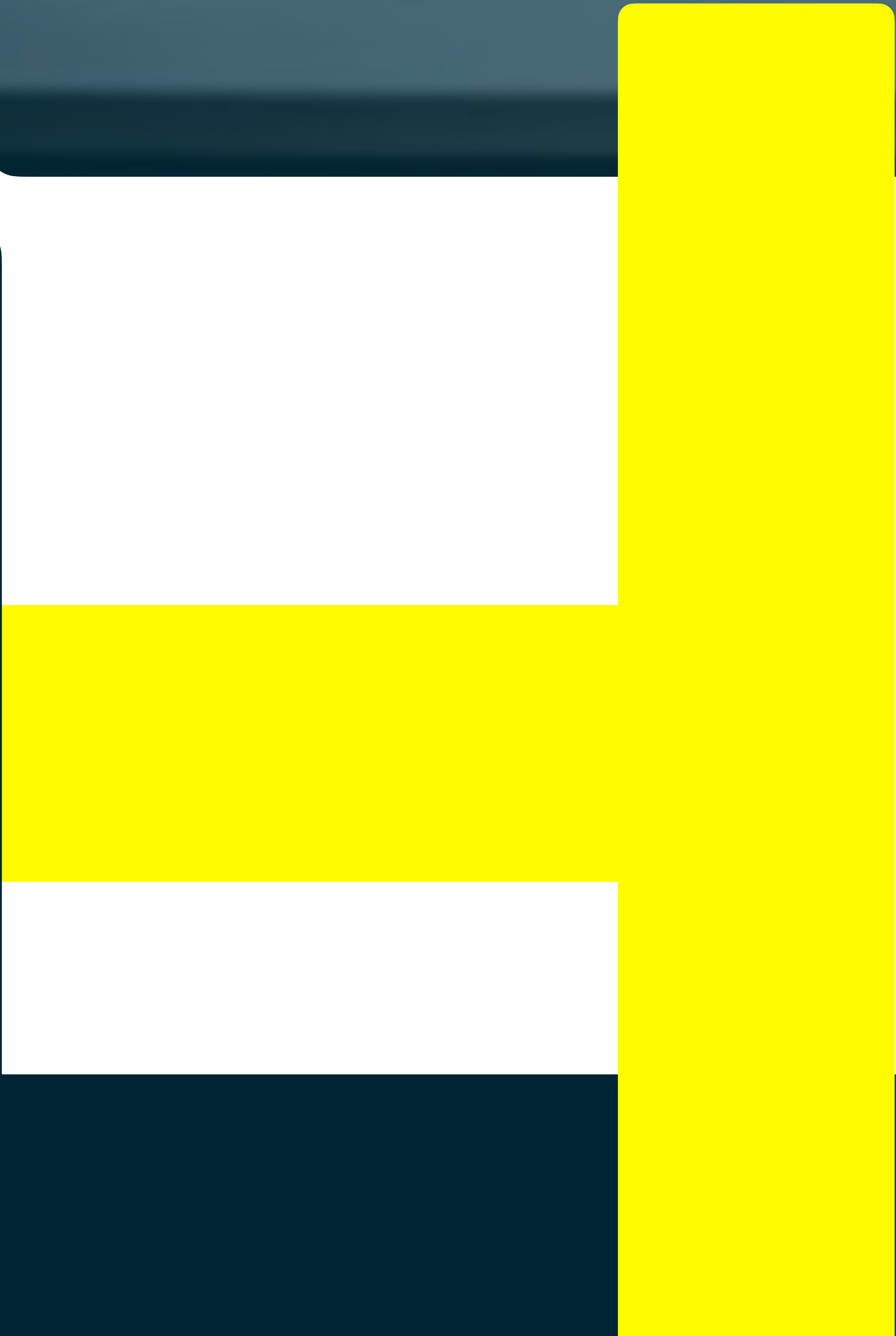
Milan Veskovik
CEO Overmind.one

“Encourage an environment where team members feel comfortable discussing workload-related stress or fatigue without fear of judgment.”



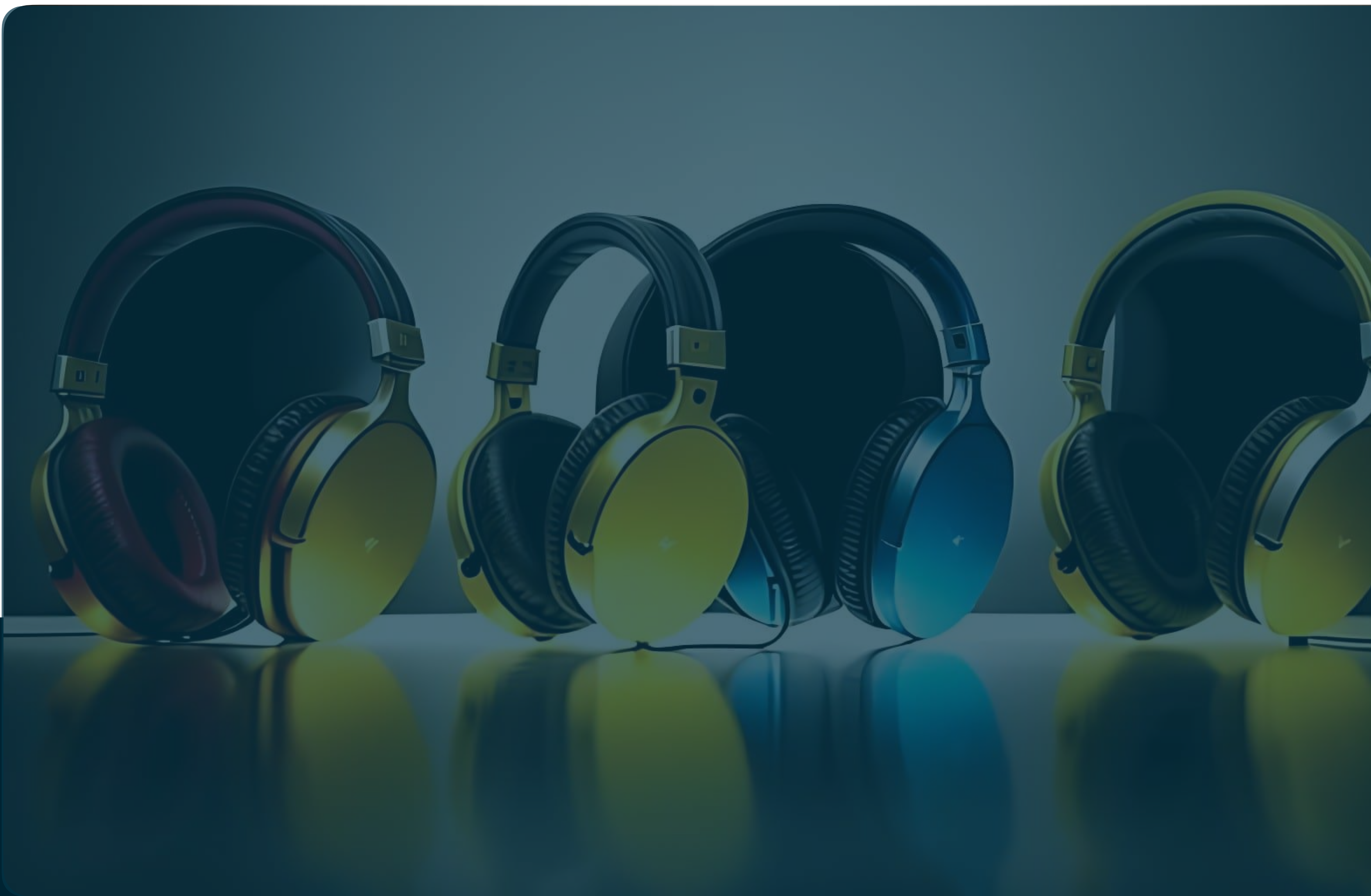
Innovation and Practicality

While AI development encourages innovation, pushing the team toward overly ambitious, cutting-edge solutions can lead to frustration if progress is slow.



Help the development team to connect their work to the broader organizational mission and the potential impact of the AI solution.

Existing processes



Compatibility testing

Compatibility testing in AI environments is crucial to ensure that AI systems work seamlessly across various platforms, configurations, and with different datasets. It verifies that the AI models, software, and tools are compatible with the operating systems, hardware, and other technologies they interact with.



Interoperability testing

interoperability testing is essential for ensuring that AI tools can function and communicate properly within diverse ecosystems. It guarantees that AI solutions deliver their intended value without disruption, ensuring reliable and secure integration across platforms, systems, and data sources.

Key performance indicators

Accuracy, precision and recall, processing speed/latency, throughput and other KPIs may be useful to evaluate the overall performance of various AI tools.



Workforce skill gaps

Many existing teams lack these skills, necessitating additional training or hiring of specialists, which can be costly and time-consuming.



Ethical and regulatory compliance

AI introduces concerns around data privacy, bias, and regulatory compliance. Ensuring that AI systems meet legal and ethical standards can be complex, especially for businesses in heavily regulated industries.



Integration with legacy systems

Many businesses rely on outdated systems that may not be compatible with modern AI technologies. Integrating AI with these systems requires complex modifications and can disrupt existing workflows.

Process redesign

Existing processes may not be agile enough to accommodate the AI-driven approach, leading to disruption and the need for redesign.



Data quality management

AI relies heavily on accurate, structured data. Many organizations face challenges with incomplete, unstructured, or inconsistent data, requiring significant cleaning and preparation before AI can be effectively deployed.



Change Management and Resistance

Employees may resist AI adoption due to fears of job displacement or lack of understanding of how AI will impact their roles. Successfully managing this cultural shift is critical to AI implementation.

Contact

overmind.one is a divison of

Foonkle eood
kv. Strelbiste 6 Enos Str., office 6,
BG-1408 Sofia

Company reg.no.: 203096092

W. overmind.one
E. info@overmind.one

