

Congratulations! You have been selected by Acme to determine their readiness to adopt Generative AI and to provide recommendations and approach to get this done.

The leadership team is counting on you and your team to do an outstanding job - they're expecting KcKinsey level work even though they "hired" a team that is still in school! Remember - Acme isn't even paying you for this engagement! But, you may want to put this project on your CV or talk about it during upcoming interviews.

Be aware, you are not the only consulting team vying for Acme's business - you're competing with 10 other teams! At the end of the project, Acme will select one team and award them the implementation project! The implementation contract is multi-year and worth several million dollars to your consulting company!

The project is structured in multiple phases - with Phase one starting on 8/28/2024. The leadership team is expecting **your first readout on September 25th**.

### **Presentation #1**

The leadership team wants to know: Are we ready to adopt Generative AI? If not, what needs to be fixed before we can proceed?

Your first readout presentation should summarize the discovery and AI maturity work that you've completed.

1. What is the current state of Acme? Look at both strengths and weaknesses.
2. List and describe the top 3 most impactful observations / issues you've found. Complete the Observation Scoring sheet
3. Show and discuss the results of the AI Maturity Assessment completed by your team
4. Discuss any conclusions from your. Caution: You are NOT to provide specific recommendations yet. You don't know enough about Gen AI to start crafting recommendations. For example: Acme can conduct a pilot of Gen AI, but wide scale adoption cannot occur until xyz issue(s) are fixed.

The leadership team is busy and would like all the teams to present in one session. **Each team will have 10 - 12 minutes to present.** The leadership team is a stickler for timeliness - presentations will be cut off exactly after 12 minutes!

## Notes:

Things that are typically **not** important:

1. The amount of slides in the deck. Actually, fewer slides are always better
2. The colors, fonts and fancy graphics
3. Animations. Sometimes builds are ok if it helps you tell a story
4. Images

Things that **are** important:

1. Telling a story. You're always telling a story about a topic.
2. Understanding your audience and telling your story at the appropriate level. Technical teams want to see code snippets - CxO level executives don't!
3. Understanding your audience and addressing their interests / questions before they're answered.
  - a. The CFO wants to hear financial information
  - b. The CEO wants to know how growth and revenue will be impacted
  - c. The CIO wants to know how her budget will be impacted and how many IT resources will be needed