

Two AI Opportunities at Ninkasi

Opportunity 1: Human & Operational Systems

Strategic AI Roadmaps (SaaS Pilot)

What this addresses: How work actually flows between people — and where it breaks.

Typical friction points

- Leads, requests, or issues falling through cracks
- Slow or inconsistent follow-up
- Unclear ownership or accountability
- Teams compensating manually for broken process
- Leadership lacking clear visibility into execution

Primary substrate

- Communication
- Workflow & handoffs
- Task ownership
- Reporting visibility
- GoHighLevel (GHL)

Outcome

- Clear diagnosis of execution friction
- Prioritized roadmap of fixes
- Near-term operational wins

This is where pain is felt daily — but rarely named clearly.

Opportunity 2: Enterprise Data & AI Systems

Enterprise Consulting Engagement (Separate Track)

What this addresses How data, systems, and signals support (or block) decision-making at scale.

Typical friction points

- Disconnected systems and inconsistent data
- Forecasting surprises (too late to act)
- Manual reconciliation between reports
- Limited predictive insight
- Decisions driven by gut instead of signal

Primary substrate

- ERP
- Distributor / sales data
- POS
- Production systems
- BI, APIs, automation

Outcome

- Unified data view
- Predictive signals
- Reliable automation
- Scalable decision intelligence

This only makes sense once human execution is understood.

Bottom line: We start with **human systems** to surface truth. We pursue **enterprise systems** only if the roadmap proves they're justified.