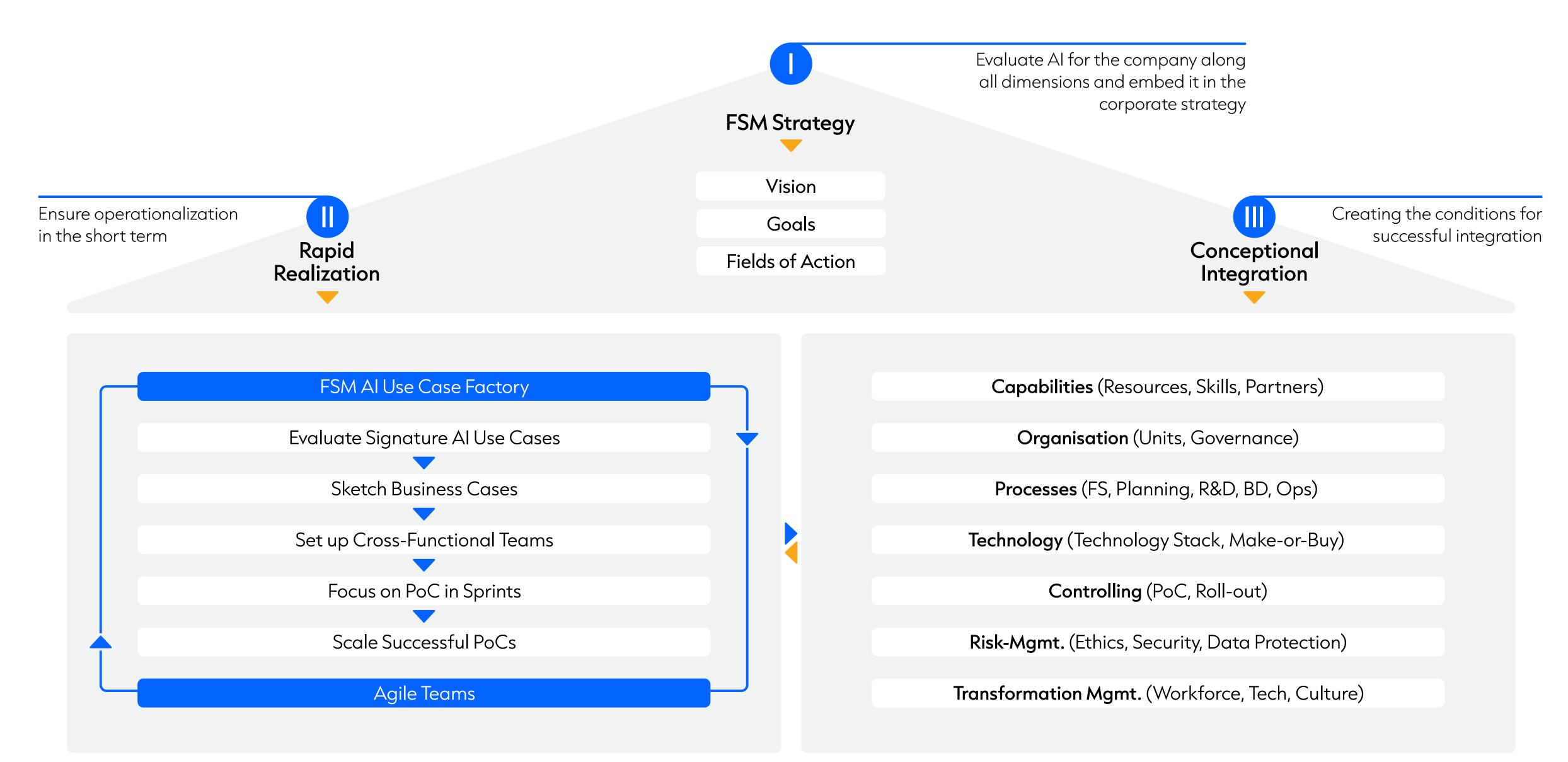
"Al-driven FSM strategy & realization model": The model allows to enter top-down w/a strategy or bottom-up w/ focusing on use cases cross-sectional functions





We develop the FSM strategy along five phases - status quo, knowledge building, guard rails, use cases & roadmap





Data & Al Knowledge - building



Quick Check Status quo



III FSM Target Picture



IV FSM Use Cases

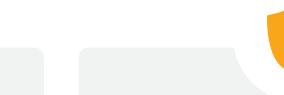


V Al-Driven FSM roadmap













- Knowledge development in the field of AI, including facts and figures from the market
- Practical application on FSM-specific use cases
- Outlook 2024 and impulses
- For subsequent processing: Collecting use case longlisting, requirements in the company, etc. (via digital survey)

- Review of strategy documents relevant to "AI strategy" discussions
- Sharpening understanding of the current state of knowledge, possibilities and use of Al
- Check the maturity level of implemented and planned use cases

- Derivation of hypotheses for an Al target image
- Definition of the framework conditions for "AI @ XXX" (e.g. ethical and legal framework conditions, business goals and requirements)
- Sharpening the role of the department/ division in the corporate context

- Knowledge development in the teams (analogous to II)
- Definition of concrete use cases within the defined project framework (see III)
- Subsequent **prioritization** of use cases (e.g. according to business value, feasibility, risk)

- Consolidation of project results in a holistic vision
- Transfer of the target picture into a **roadmap** for both (a) implementation of use cases and (b) organizational integration in the company
- Definition of responsibilities

- Half-day workshop
- Digital follow-up survey

- Eraneos check (documents)
- Interviews w/ relevant stakeholders

- Two half-day workshops (minimum)
- Working sessions with experts of different areas
- Alternative: consolidated approach for all areas
- Follow-up by Eraneos with experts
- Final workshop w/ relevant stakeholders



Optional: (Standardized) knowledge building w/ further relevant departments/ divisions/ levels of the organization to establish a common understanding within the company and create a basis for deriving use cases for all departments - preparation of individualuse cases for departments and areas of responsibility