„AI beyond Powerpoint“

Lessons Learned from Digital Transformation Projects

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International Tech Talks –
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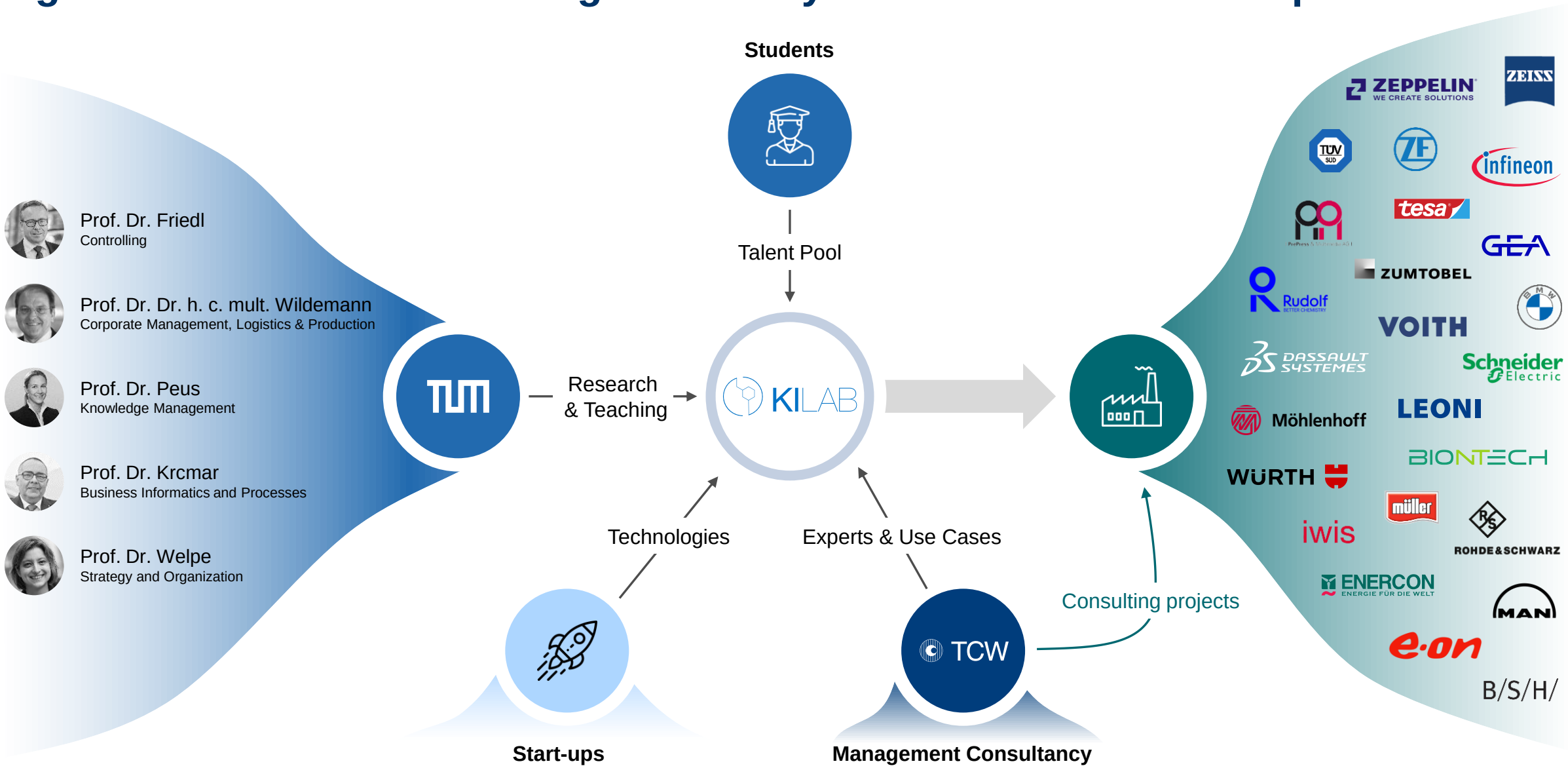
KI-Lab ecosystem:
digital transformation learnings from 4+ years and 20+ industrial partners.



The implementation gap for digital transformation is real.

Powerpoint Wonderland

30%

of AI projects create real long lasting value

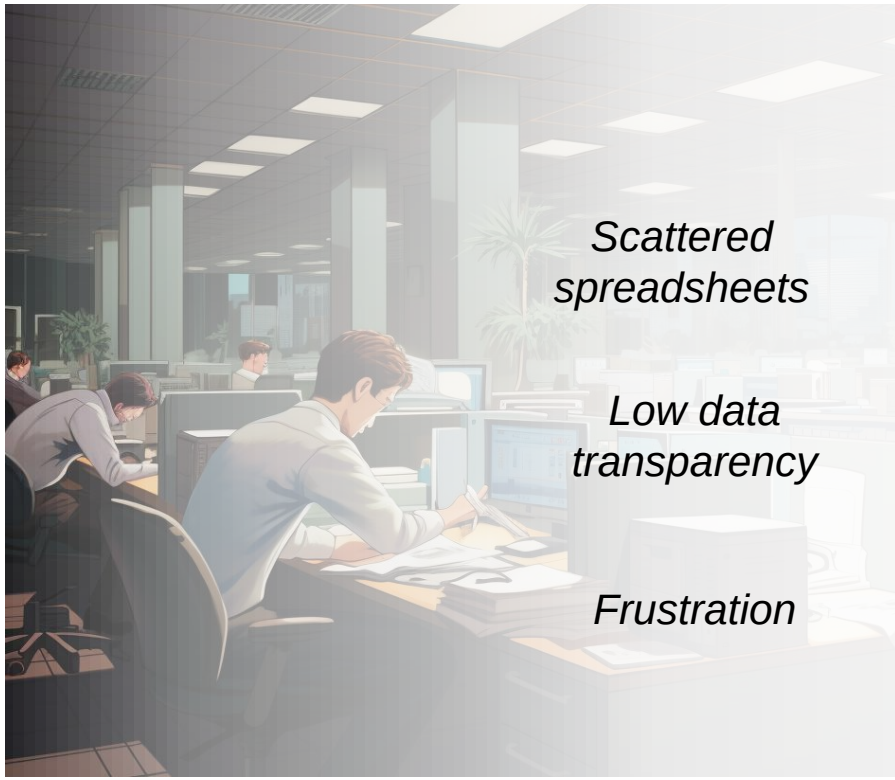
75%

of data analytics projects fail for non-technical reasons

12%

of German companies use AI compared to ~47% worldwide

Corporate Reality

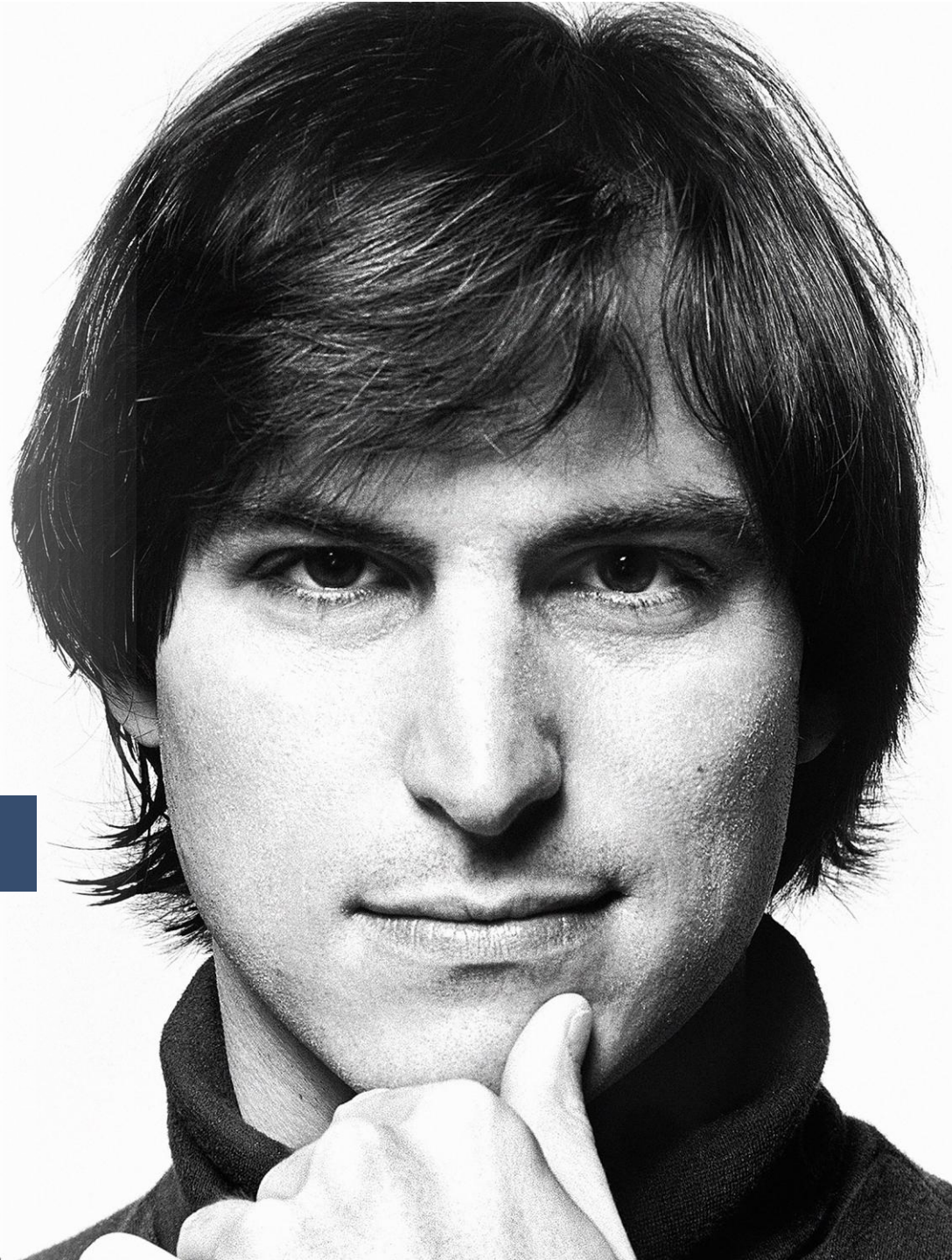


- Sources: BCG (2024), Gartner (2024), S&P Global Market Intelligence (2025), own experience

„You **can't mandate** innovation — you can only **create the right environment** for it.“

Impact (AI) = f (transformation process)

… or the “HOW” of a transformation process matters!



Master the 3 most common obstacles on the transformation process.

3 maturity levels of digital transformation processes

Scaling & Industrialize

Change beyond single departments: Organization, Processes, Technical Infrastructure, Governance, Legal, Talent, Make-or-Buy …

Experiment & Learn

Prototyping phase, MVPs and digital products are created

Understand & Explore

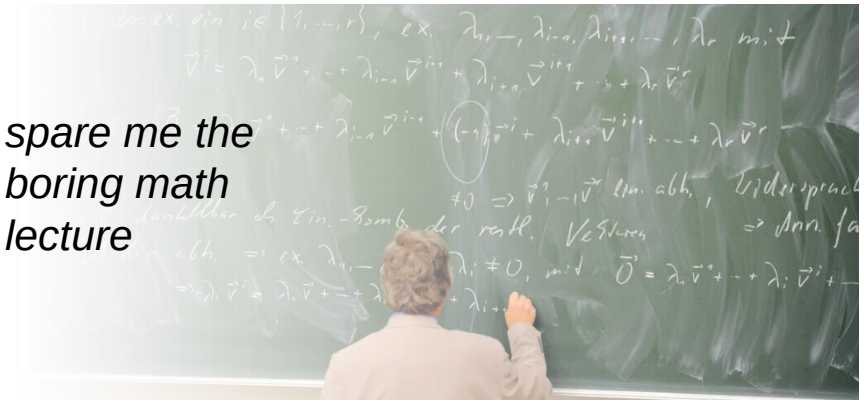
Single individuals push, Top-mgmt buy-in, first roles created, first cost occur

TCW

HOW to master Qualification.

Qualification

Less this …



spare me the boring math lecture

remote elearning

1. **Start with excitement!**
2. **Focus on domain experts & managers!**
3. **Mingle with folks outside your company**

More this …

1. **“Why should I care?”** show how AI can positively affect daily chores in the business!
2. **Make learning fun:** use innovative concepts like business games or gamification
3. **Examples, Examples, Examples**… show real cases from peers – not far away role models

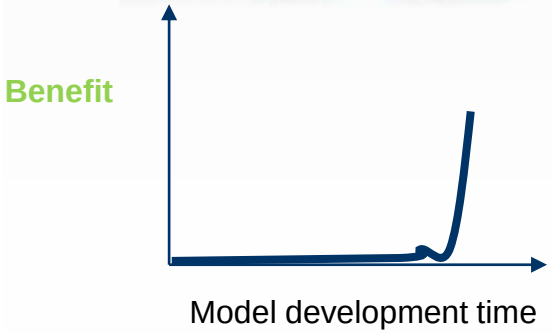
1. **Application knowledge is more important than math:** subject matter experts (R&D, Production, Procurement, administration) need to understand which problems AI can solve AND which not.
2. **Also managers** need to be AI savvy not only coders!

Leave the ivory tower and stop naval gazing:
Learn from people that have already made progress, go to conferences, be part of ecosystems, working groups …

HOW to master Use-Case Selection.

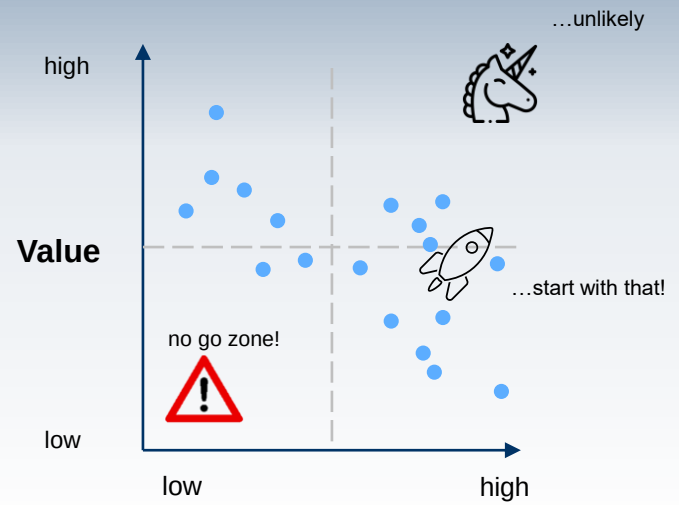
Predictive Maintenance

Predictive maintenance only delivers real benefits if it works absolutely reliably, and the model is fully developed.



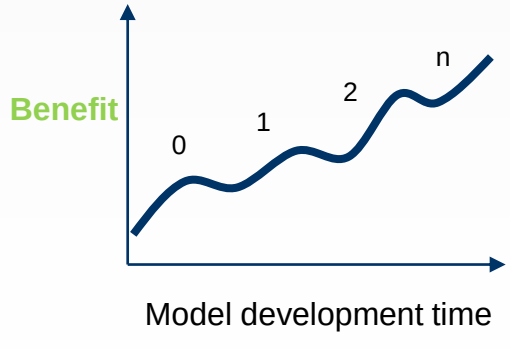
An attractive use-case …

1. *… is precise and specific.*
2. *… articulating the value is easy.*
3. *… can be easily integrated in daily business.*
4. *… can be scaled to other departments.*
5. *… has been implemented in other companies.*
6. ***… has benefits even in the prototype stage.***



Chatbots/language models in knowledge management

- Level 0: Call up/find documents
- Level 1: Create simple documents
- Level 2: Create complex and long documents
- Level n: …



3 use-case fields applicable in most (also SME) companies.

Supply Chain Forecasting & Early Warning Systems (1)

Value-Add:

Forecasting (surprise reduction) of supply chain metrics/events within predictable environments

case examples

- *risks radar for suppliers based on web-information from google*
- *spare part demand in installed base +/- 10-20% accuracy*
- *stock level prediction or warehouse capacity usage forecast*

Internal Chatbots & Document Retrieval (2)

Value-Add:

Help employees to find relevant but scattered information quickly and validate or check noncritical information

case examples

- *Maintenance knowledge data base & access repair manuals*
- *Analyze SAP work instructions for production program planning*
- *Material certificate check for incoming goods*
- *ESG document creation*

Computer Vision in Quality Control (3)

Value-Add:

Automatic optical identification of surface errors with high accuracy

case examples

metal parts, car doors, brakes

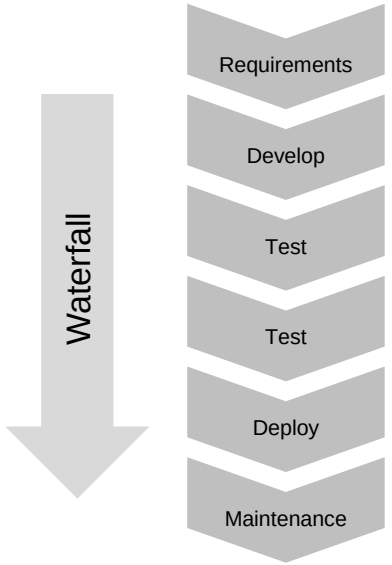
wire harness assembly

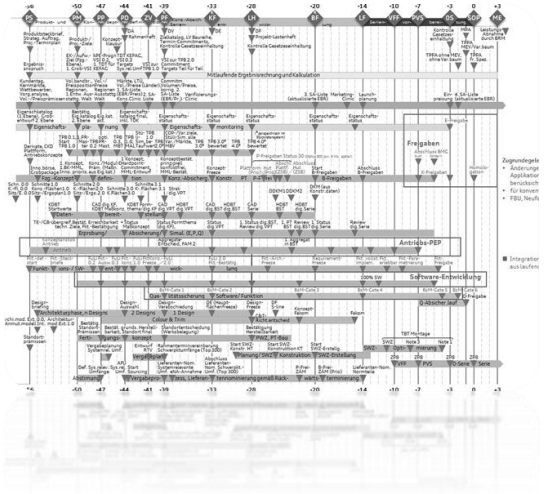
industrial connectors with pins

woven pattern of industrial fabrics

HOW to master the Development Process.

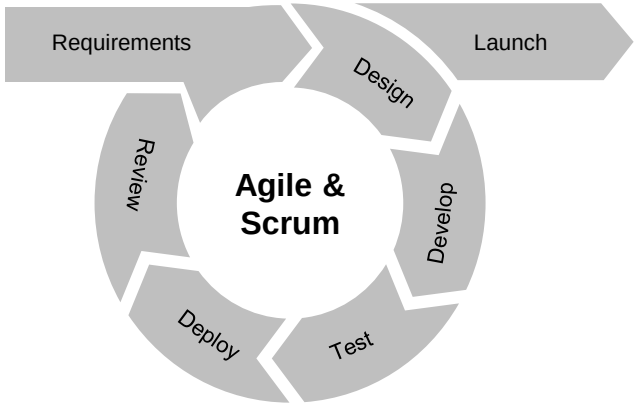
Less rigid waterfall project management





… works well if you update your car models all 2-4 years with limited technical change.

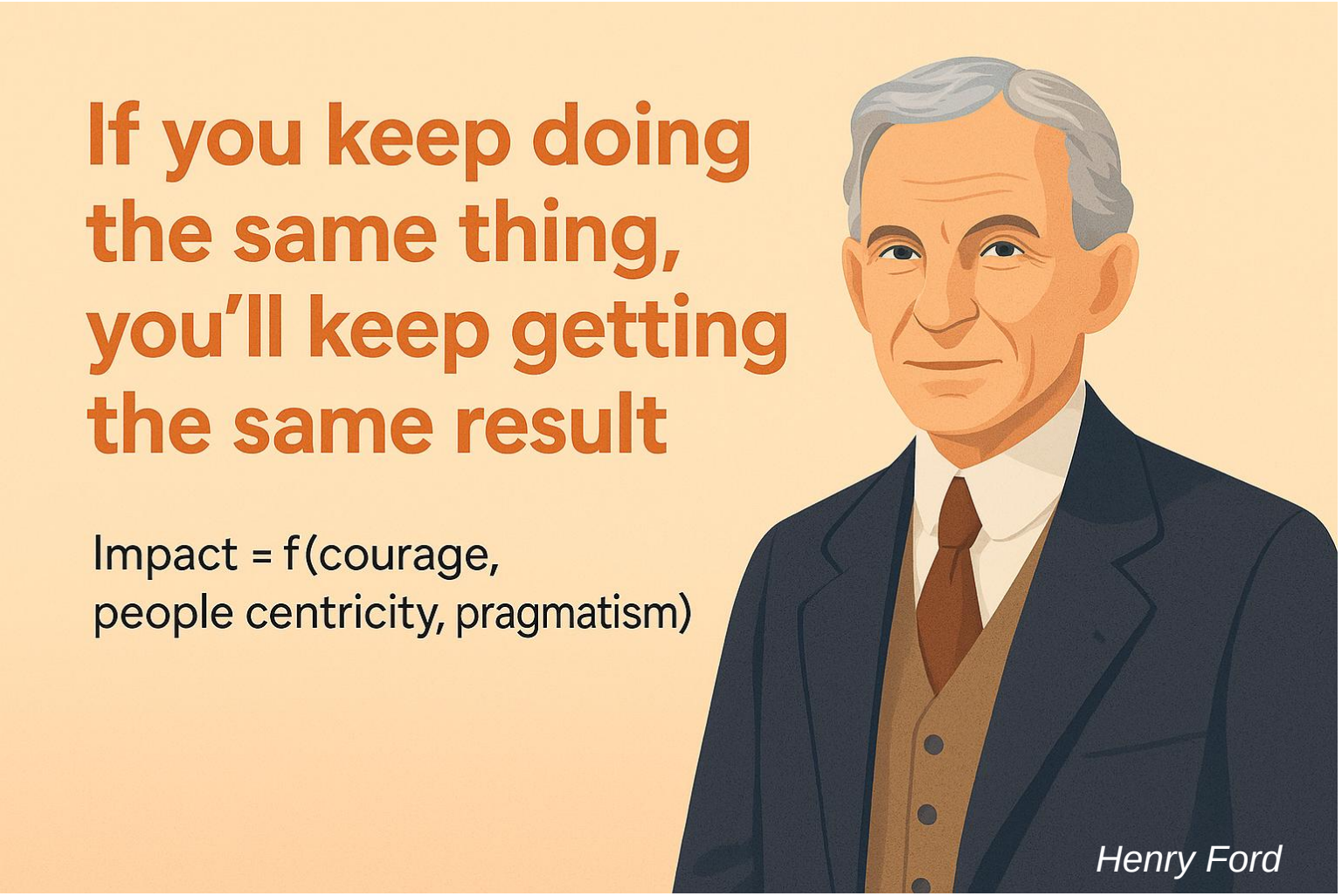
More agil & rapid prototyping!



Key Lessons:

1. **Many project management templates are obsolete.**
   (e.g. ROI < 3 years does NOT work)
2. **Start with the user needs + front-end design not the algorithms!**
3. **It is more Product Development than Project Management!**
   (digital tools are never finished but have a lifecycle)
4. **You need new roles in the process.**
   (e.g. Product Owner)

We have the technology available – let’s move from talk to impact!



Thank you!

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