

ENDSIGHT.NET

AI Office Hours

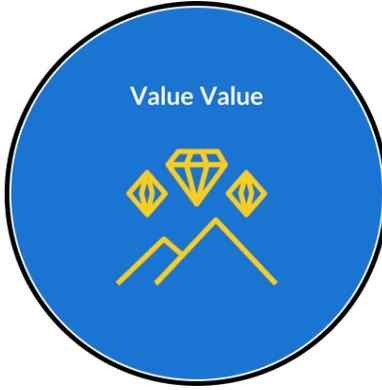
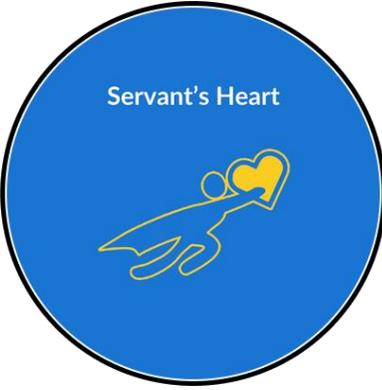
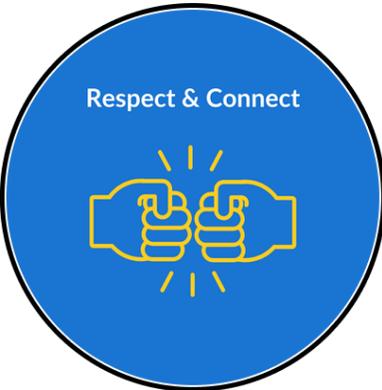
March 2026



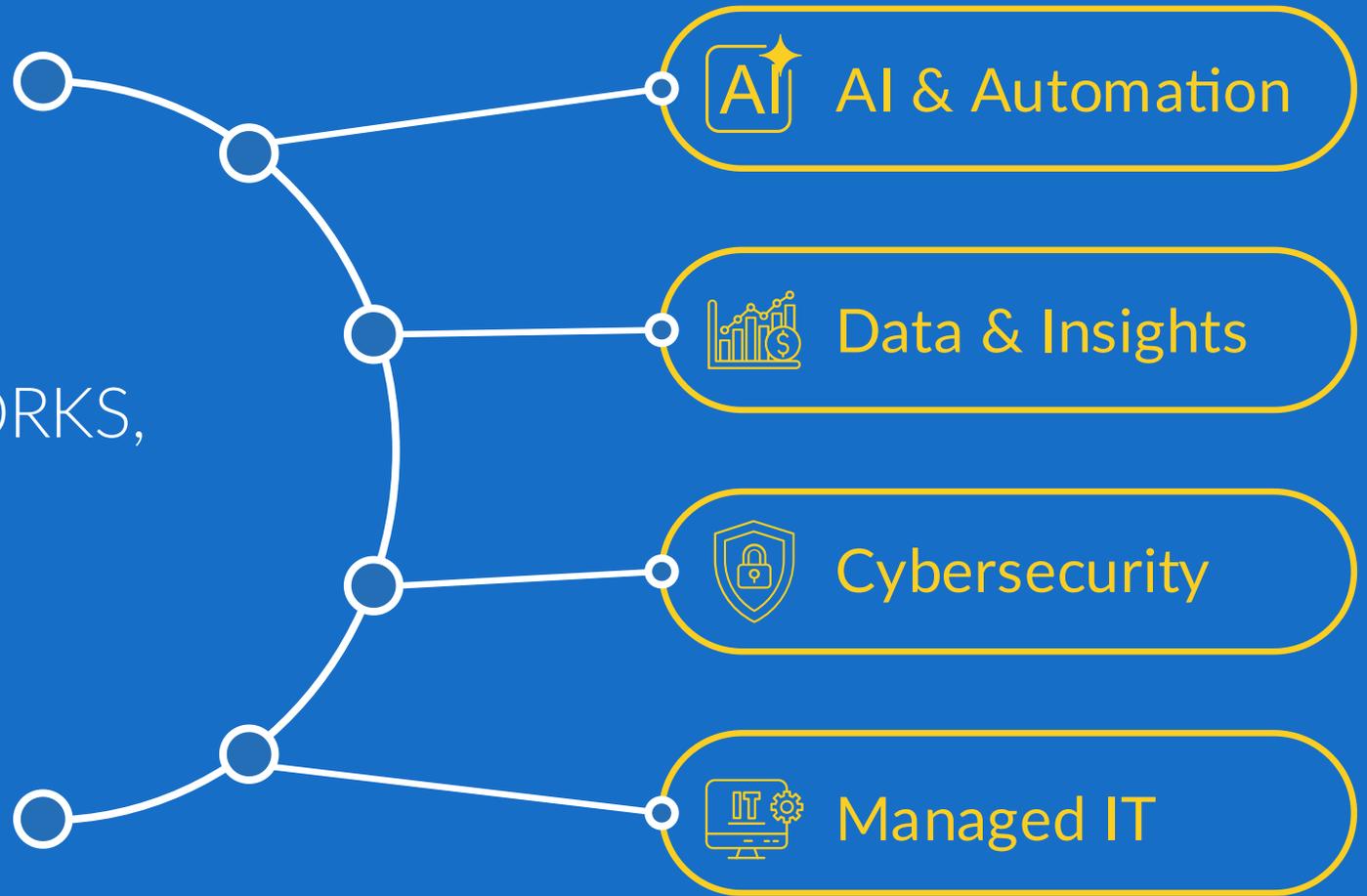
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Our purpose: Help others THRIVE

Our values:



When your technology WORKS,
YOUR work gets easier.





Brian Tirado
**Director, AI &
Automation**

- 25+ years of IT experience
- Held multiple leadership roles during his tenure



Eugene Motisko
**Power Platform
Solution Architect**

- 30+ years of IT experience
- Multiple Microsoft Certifications
- Leads Endsight's Power Platform practice



Jason Clause
**Director of
Marketing**

- 18+ years in managed IT services
- Bachelor's in Public Relations
- Microsoft Certified Professional



Michelle Brezenski
**Manager,
Development**

- 18 years at Endsight
- Multiple Microsoft Certifications
- Led Endsight's development department since 2014

Crawl, Walk, RUN

AGENTIC AUTOMATIONS

We show you workflows, and a clear picture of how organizations are moving from experimenting with AI to getting measurable results from it.



AGENTS & CONNECTORS:

We walked through building an Agent from scratch, showing how agents can pull information, connect your tools, and handle the repetitive work that eats up your day.



PROMPTING:

We covered simple, practical prompting techniques that work across all major LLMs, whether you're using ChatGPT, Copilot, or something else entirely. We also talked about how to keep your data safe and your organization protected as AI use picks up speed.



Agenda

01 Welcome & Housekeeping

02 AI Update – Brian Tirado

03 AI Workflow – Eugene Motisko

04 Q&A



AI Update

Brian Tirado

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AI Adoption Is ACCELERATING

Small businesses are adopting AI faster than any previous technology cycle.

55%

of small businesses now use AI — up from 39% in 2024

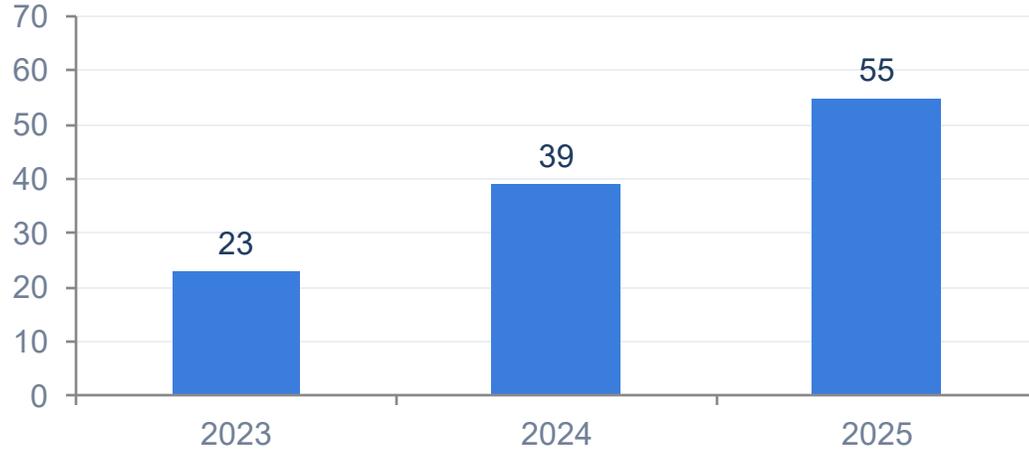
Thryv Survey, May 2025

63%

of AI users use it daily for key business tasks

Thryv Survey, May 2025

SMB AI Adoption Rate (%)



41% YoY Growth

The fastest technology adoption cycle SMBs have ever experienced. AI is closing the gap with enterprise adoption in record time.

Thryv AI & Small Business Survey 2025

Real PRODUCTIVITY Gains

AI is delivering measurable time savings across the board.

5.6 hrs

saved per week by the average SMB worker
using AI

Source: Business.com / Dialog 2026 (1,009 SMB workers)



Managers: 7.2 hrs/week

More than 2x what individual contributors save
(3.4 hrs/week).

Business.com 2026

AI is already delivering measurable gains in output, speed, and consistency across the business.

Your TEAM Is Already On Board

Your employees do not need to be convinced. They are already using AI.

80%

Of workers use AI at work

Cornerstone OnDemand, Nov 2025

<20%

Use only company-approved AI tools

UpGuard Shadow AI Report, 2025

57%

Use personal GenAI accounts for work tasks



The Risk Is Growing

By 2030, 40%+ of enterprises will face security incidents from unauthorized shadow AI.

Gartner, Nov 2025

The “Bring YOUR Own AI” Reality

Employees aren't waiting for permission. They're bringing their own AI tools to work.

73.8%

Of workplace ChatGPT accounts are personal, not enterprise

TheNetworkInstallers.com 2026

45%

Of workers find workarounds when AI tools are blocked

UpGuard 2025

24%

Of employees trust AI tools more than their managers

UpGuard / Cybersecurity Dive 2025

Key insight: Blocking AI doesn't stop adoption; it just drives it underground. The path forward is leaning into business class LLM adoption.

WHY It Matters to Do It Right: Data & IP Risk

The difference between AI as a competitive advantage versus a liability comes down to how you adopt it.



57% Input Sensitive Data

Employees enter sensitive data into free-tier AI tools — which default to using that data for model training.

Menlo Security 2025



GenAI access happens outside corporate accounts. Copy/paste is now the #1 data exfiltration vector.

LayerX 2025



65% Led to PII Exposure

Shadow AI incidents resulted in PII exposure; 40% led to IP theft.

ElectroIQ 2026

155,005

Copy attempts involving GenAI were logged in a single month across Menlo telemetry from hundreds of organizations.

Source: Menlo Security 2025

63% of organizations either don't have an AI governance policy or are still developing one. AI adoption is outpacing security and governance across the board.

Source: IBM Cost of a Data Breach Report 2025

The Personal Account Problem



Data Leakage

Consumer AI accounts may use conversation data for model improvement unless controls are changed. Company data can end up outside approved business systems.



IP Walks Out the Door

When employees leave, their personal AI account with all conversation history and workflows leaves with them.



Rate-Limited & Inferior Models

Free plans are rate-limited and may fall back to lower-capability models. That creates inconsistent results for business use.



No Visibility or Control

Can't see what's being shared, can't enforce policies, can't audit usage.



No Compliance Alignment

Personal accounts typically lack the enterprise controls needed for compliance, such as SSO, centralized admin controls, and business data handling commitments.

The GOVERNANCE Gap

Most businesses are using AI without the guardrails needed to do it well.

77%

Have NO written AI policy

Source: DigitalApplied 2026

67%

Of employees don't know their company has an AI policy, even when one exists

Source: Gartner 2026

85%

Have NOT updated Acceptable Use Policies for AI

Source: JumpCloud 2026

87%

Of workers have received NO AI training

Source: Randstad

BCG found that employees with at least 5 hours of AI training show significantly higher regular usage and confidence. The investment threshold is lower than you think.

Your AI ACTION Plan

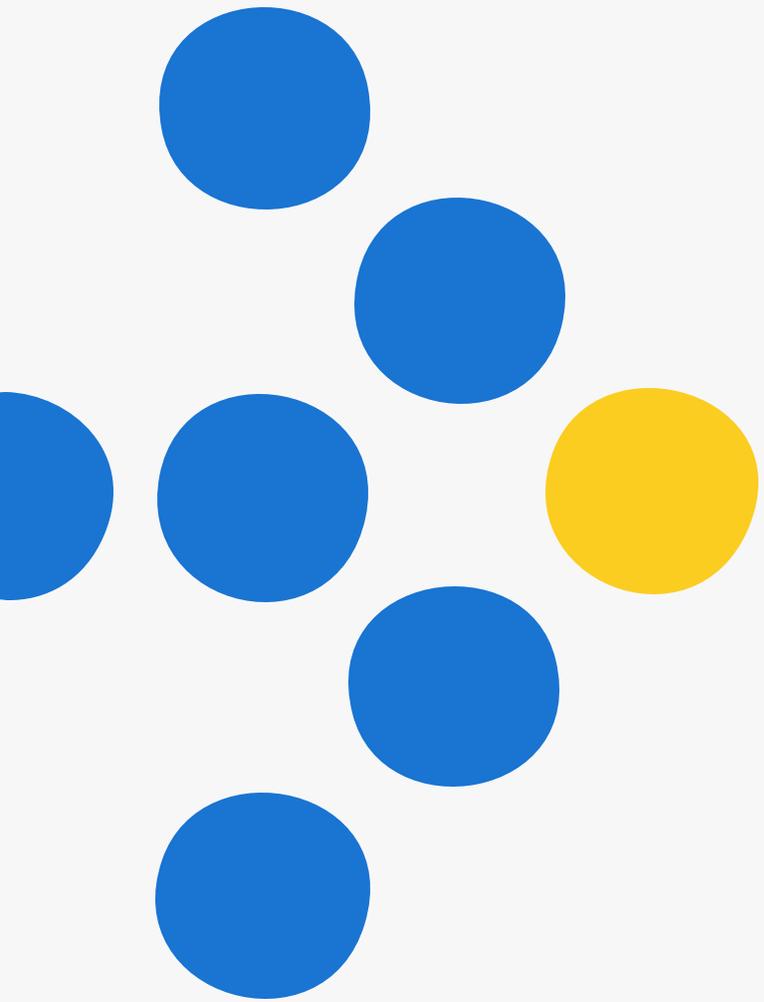
- 01**  **AUDIT** Find out what AI tools your employees are already using. You'll be surprised.
- 02**  **POLICY** Write a minimum viable AI policy. 5 pages covers it – define what's OK, what's not, and which tools are approved.
- 03**  **PROVISION** Give your team sanctioned business-grade AI tools. It's more cost-effective than the risk of personal accounts. ~\$25/user/month.
- 04**  **TRAIN** 5+ hours of AI training is the threshold where adoption and confidence meaningfully increase.
- 05**  **MEASURE** Give people the tools to use AI, measure the results, and scale successful adoption.



Agentic Workflow

Eugene Motisko

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Q&A



AI OPERATIONALIZED (Integrated & Scalable)



AI ENABLED (Foundational & Governed)

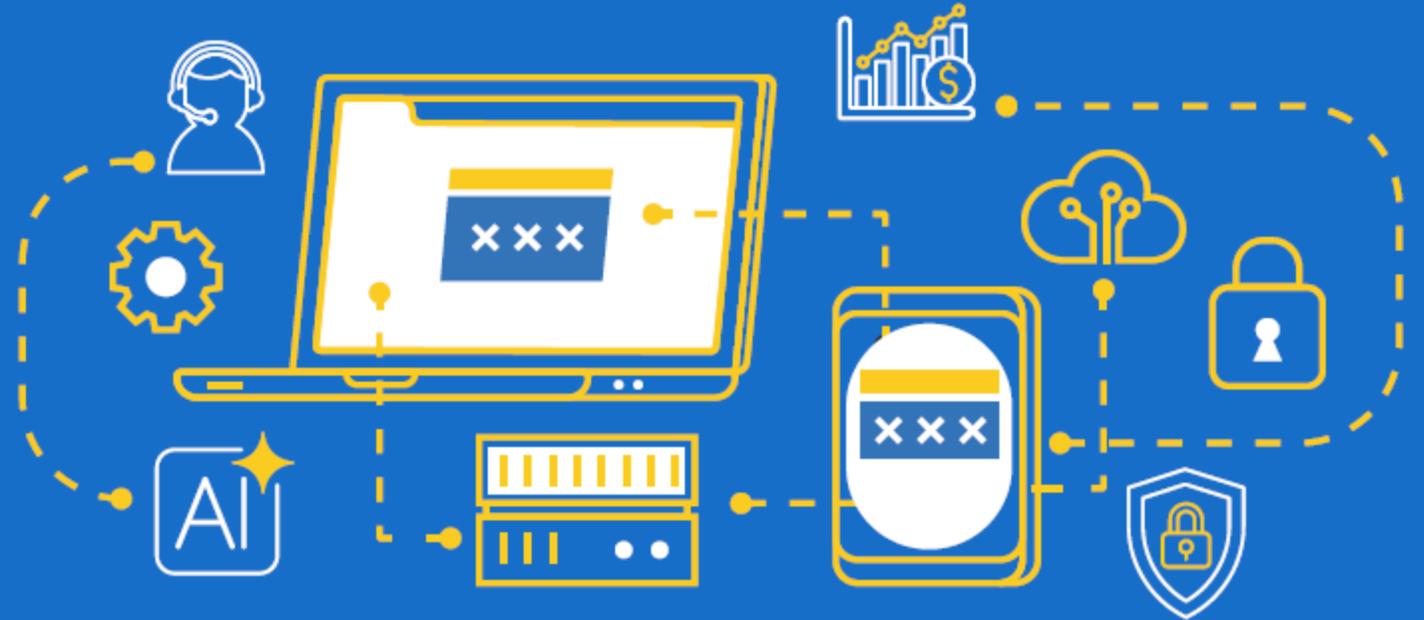


AI CURIOUS (Ad Hoc & Experimental)

Are you Crawling, Walking, or Running?

Plot your **CURRENT STATE** & next steps with AI

Take Endsight's quick self-assessment to help you pinpoint gaps in data and automation readiness. Whether you're just getting started or already exploring AI, this will help you find your practical next steps.



SCAN TO TAKE THE ASSESSMENT:
www.endsight.net/ai



Takes about 10 minutes.

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AI Readiness Levels

Answer 11 straightforward questions and learn where your organization falls across five clear levels of AI maturity.

01: AI Curious

- Individual, Ad Hoc Experimentation
- Lacking strategy, tool set, or oversight
- Risk is unrecognized and unmanaged

02: AI Aware

- Isolated team use, Lacking standardization
- Lacking approved tools or data policies
- Gains are inconsistent & invisible to leadership

03: AI Enabled

- Approve tools and governance in place
- Early automation pilots underway
- Efficiency gains becoming real and repeatable

04: AI Operationalized

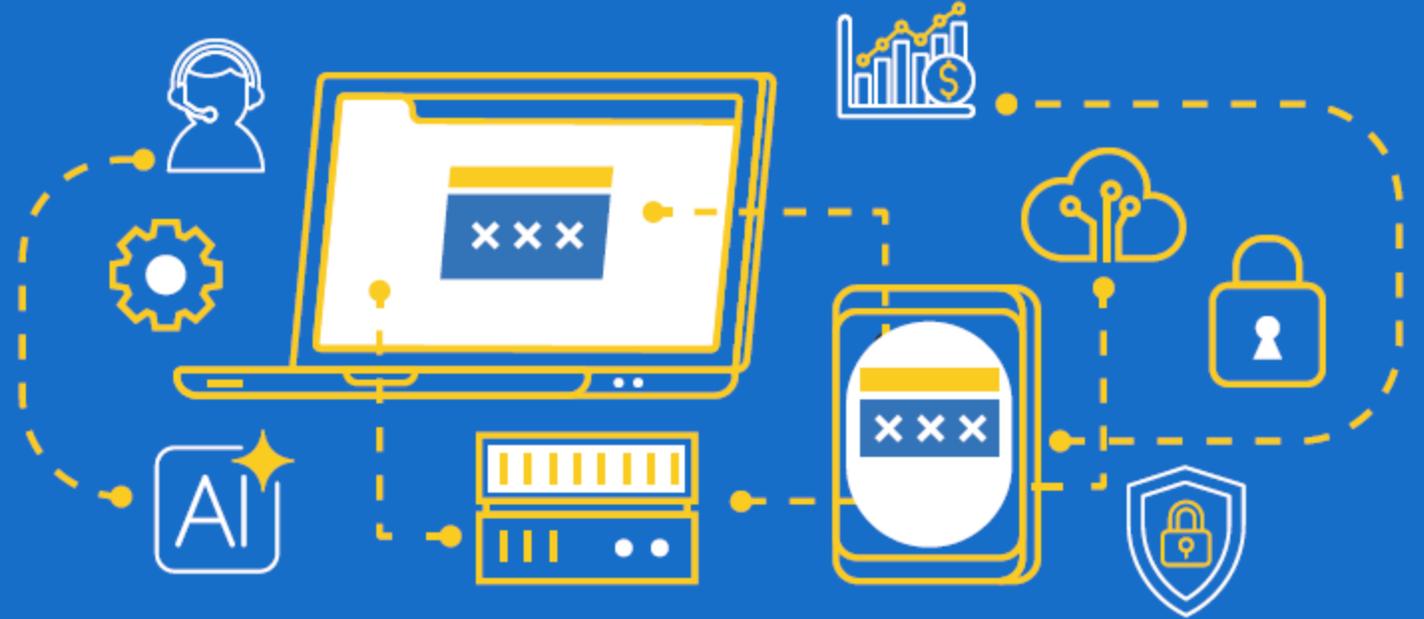
- AI embedded in daily workflows
- Formal training and accountability structures
- Measurable ROI tracked consistently

05: AI Transformational

- AI drives executive strategy and forecasting
- Continuous optimization across the organization
- Clear competitive differentiation and ROI

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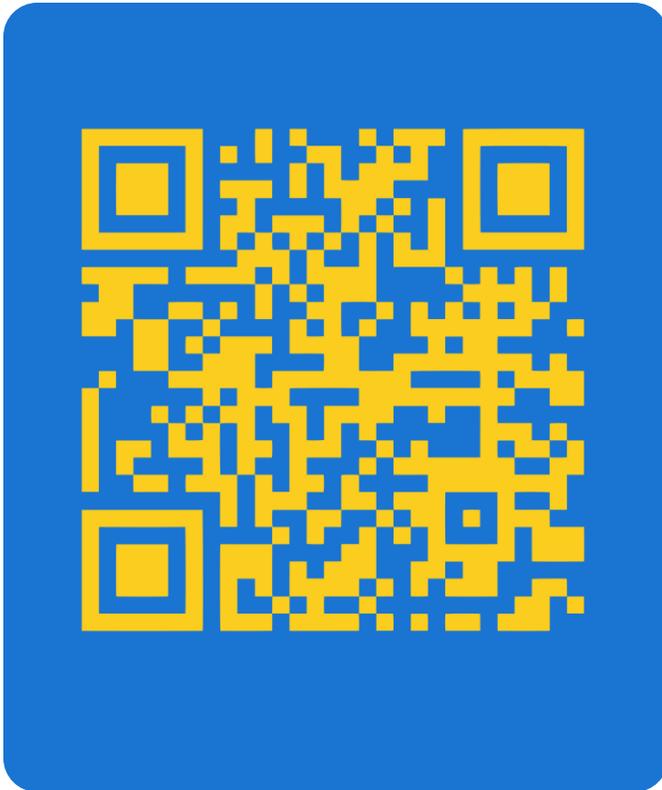
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Next Session



- June 30th @ 1 PM PST
- To register:
 - Scan the barcode
 - Go to:
<https://www.endsight.net/development/webinar>
 - Email akreps@endsight.net to register
 - Answer "Yes" in the poll.

Cybersecurity Office Hours



Stephen Hicks

Security Practice Manager
Endsight

- April 30th @ 1 PM
- To register:
 - Scan the barcode
 - Go to:
<https://get.endsight.net/cybersecurity/office/hours>
 - Email akreps@endsight.net to register
 - Answer "Yes" in the poll.

Thank you!

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