

June 30, 2026 | Hosted by Endsight

AI Office Hours

endsight 

Today's Agenda

- 1 Welcome and introductions · 5 min
- 2 The AI landscape: 90-day view — Brian · 15 min
- 3 Executive Information System demo — Josh · 20 min
- 4 Next steps and resources · 5 min
- 5 Open Q&A · 15 min



Jason Clause
**Director of
Marketing**

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



Brian Tirado
**Director, AI &
Automation**

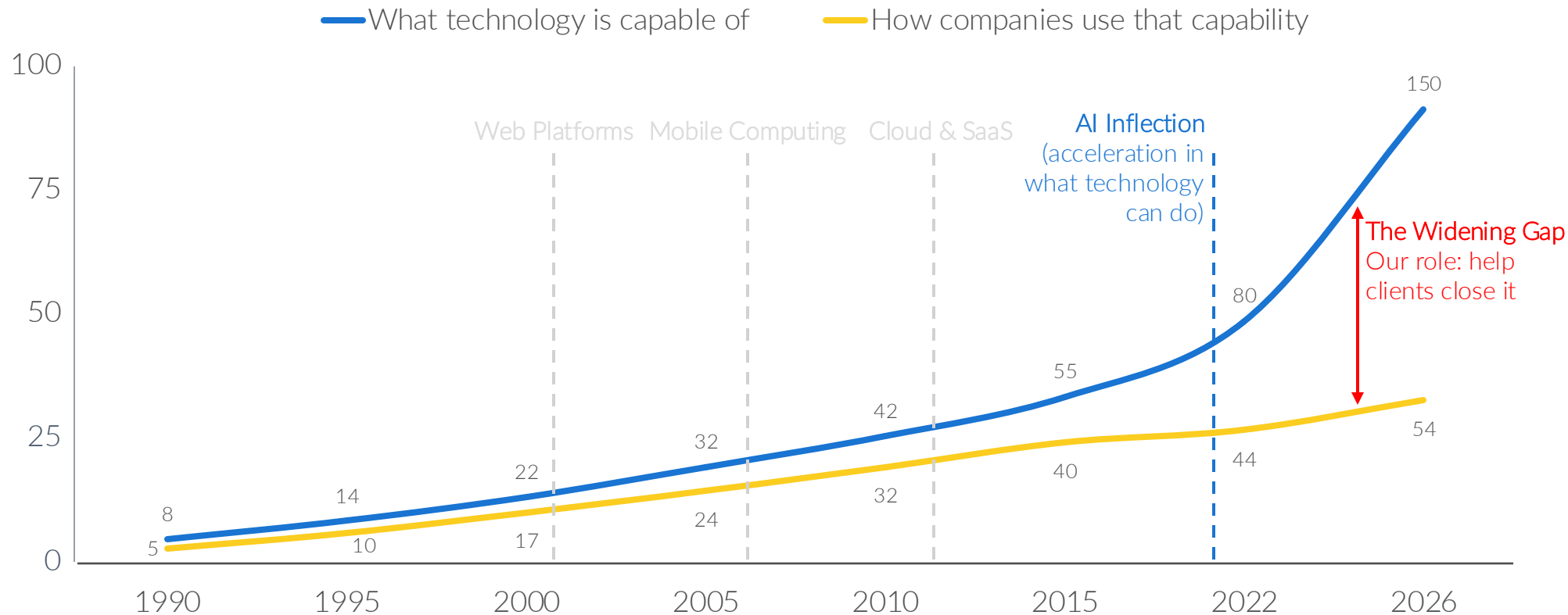
- 20+ years of IT experience
- Joined Occidental in 2002, Endsight in 2017
- Held multiple leadership roles



Josh Carroll
President

- Co-Founded Endsight
- PE Advisory Board Member, Operations
- Race car driver, mountain biker, skier

The Technology **Capability** Gap



- Technology **has always** outpaced how we use it
- AI has made the distance between what is possible and what most companies use **dramatically larger**
- The gap is turning into a chasm

One Gap. Two Narratives.

The Threat Narrative

- AI is coming for jobs
- Do more work with fewer people
- Efficiency is the goal
- Get smaller and charge less to survive

The Opportunity Narrative

- AI amplifies what your people can do
- Same team, dramatically more output
- Capacity is the goal
- Get stronger, grow & thrive

A **PATH** To Close The Gap



Walk: From Prompting to Delegating

Move from chat-only to using connected tools and data to do some of the work for you.



Run: Scale across the organization.

AI agents operate across teams, departments, and the organization with minimal supervision, executing safely and predictably.



Crawl: Learn & Experiment

Build your foundation, experiment with models & prompting, then select a commercial-grade LLM.



What You'll Gain Today

1

VISIBILITY INTO WHAT'S HAPPENED WITH AI

A curated read on what's changed in the last 90 days, what matters to your business, and what you can safely ignore.

2

AI APPLIED TO AN EXECUTIVE'S WORK

An example from our President, Josh Carroll who built tool in Claude that helps him start each day.

3

ACCESS TO EXPERTS, PEERS, & AN ONGOING CONVERSATION

A chance to ask the questions you haven't had a good place to ask, with people who are working through the same thing.

LIVE SEGMENT • BRIAN TIRADO

The AI Landscape: A 90-Day View

[Brian presents live]

AI Moves Into Your APPS

The shift this quarter was not new chatbots. It was AI that does multi-step work, more powerful models, and showing up inside the tools you already use.

4

major vendors shipped do-the-work features this quarter: Anthropic, Microsoft, OpenAI, and Google

More powerful

Every vendor's flagship leveled up this quarter: Opus 4.8, GPT-5.5, Gemini 3.5 — and Anthropic shipped the first Mythos-class model, a full tier above anything before it.

One app

vendors are folding chat, agents, and code into a single surface. Microsoft, OpenAI, and Anthropic are all consolidating app surfaces.

Why it matters

You do not need to build anything to benefit. The capability is arriving inside Microsoft 365, Google Workspace, and the Claude/ChatGPT desktop apps. As surfaces consolidate, features will change faster, so the durable move is to standardize on one governed, business-tier platform and design your process to absorb change.

The Two LEADERS

Anthropic and OpenAI are setting the pace. Both are strong platforms. The market is still choosing between them.

Anthropic / Claude

Claude is strongest in long-context, document-intensive workflows where accuracy, tone, and careful reasoning matter. It fits legal, finance, compliance, policy, and research-heavy teams that need high-quality synthesis across large bodies of information.

OpenAI / ChatGPT

ChatGPT is strongest as the default AI workspace for general users. It combines broad adoption, strong reasoning, writing, coding, analysis, and multimodal capabilities, making it well suited for organization-wide productivity and automation.

About 10 to 1.

Across the Endsight client base, Claude adoption is running roughly ten times that of OpenAI. Both are capable choices.

APRIL: Models

The quarter opened with new models from Anthropic and OpenAI, and Copilot Chat reaching deeper into Teams.

Apr 7

Claude Mythos Preview & Project Glasswing (Anthropic)

Anthropic revealed Claude Mythos Preview, an unreleased frontier model a full tier above Opus

Apr 16

Claude Opus 4.7 ships (Anthropic)

Stronger instruction following, self-checking, and sharper vision.

Apr 21

ChatGPT Images 2.0 (OpenAI)

Better text rendering and visual reasoning for in-app image and content creation.

Apr 23

GPT-5.5 released (OpenAI)

OpenAI's most capable model at the time, with gains in writing, research, and analysis.

MAY: The Busy Month

Industry tooling, a new frontier model, and big platform moves from every vendor.

May 5

Claude ships industry suites (Anthropic)

Claude for Financial Services first, then Claude for Legal a week later. More on the next slide.

May 5

GPT-5.5 Instant becomes the default (OpenAI)

Even free ChatGPT users now get a frontier-level model by default.

May 7

OpenAI's voice models go agentic (OpenAI)

GPT-Realtime-2 brings GPT-5-class reasoning into live voice, plus real-time translation across 70+ languages.

May 19

Google I/O: the agentic Gemini era (Google)

Gemini 3.5 Flash brings frontier intelligence with agentic action, plus Gemini Spark, an autonomous personal agent that takes action.

May 28

Claude Opus 4.8 (Anthropic)

New frontier model with higher intelligence and fewer code defects.

JUNE: The Frontier Gets Gated

Long-running agents reached general availability, and model lineups kept changing.

Jun 5

Google rents compute from a rocket company (Google / SpaceX)

Google, itself a hyperscaler, agrees to rent compute from SpaceX, turning compute into something even the giants lease.

Jun 9

Claude Fable 5 & Mythos 5 (Anthropic)

The first Mythos-class model made safe for general use.

Jun 12

U.S. government suspends Fable 5 & Mythos 5

Anthropic complied with a U.S. government legal directive to remove access to Fable 5 and Mythos 5 for all users, three days after launch.

Jun 12

GPT-5.2 retired, chats move to GPT-5.5 (OpenAI)

A reminder that the model behind a tool can change without you choosing it.

Jun 13

GLM-5.2 (Zhipu AI / Z.ai)

A multimodal, open-weight model with a one-million-token context window, selectable reasoning modes, and an MIT license.

Jun 16

Copilot Cowork reaches GA (Microsoft)

Long-running, Claude-powered work inside Microsoft 365, billed on usage-based credits.

Jun 25/26

Staged rollout requested for GPT-5.6 (OpenAI)

The U.S. government has asked for a staged rollout and limited preview of GPT-5.6.

Built for Your INDUSTRY

AI got specific this quarter. Vendors are shipping prebuilt, in-app tooling for the fields you work in.

Legal

Claude for Legal

Prebuilt plugins and workflow agents for contract review, deposition prep, and data-subject requests. Connects to Westlaw, iManage, Box, and DocuSign. Included with any paid Claude plan.

Anthropic, May 2026

Financial Services

Claude for Financial Services

Ten ready-to-run agents for valuation, month-end close, and reporting. Works as one assistant across Excel, Word, PowerPoint, and Outlook. Native data from Moody's, S&P Capital IQ, and Morningstar. Human review on every output.

Anthropic, May 2026

Wine, Hospitality & Commercial

Claude for Small Business

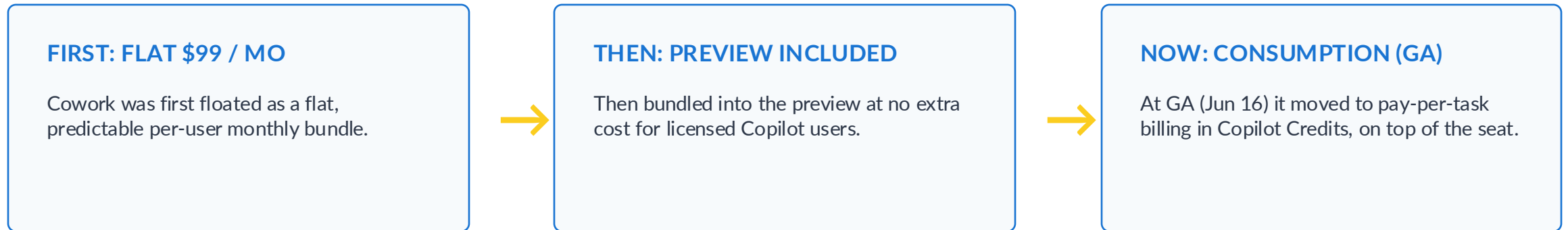
A toggle inside Claude Cowork that connects to the tools owners already use: QuickBooks, PayPal, HubSpot, Canva, DocuSign, Google Workspace, and Microsoft 365. Ships with prebuilt workflows for payroll, monthly close, and invoice chasing. Runs on a paid Claude plan, with owner approval before anything sends or pays.

Anthropic, May 2026

The takeaway: Microsoft and OpenAI are embedding AI across their apps too. It is worth checking what now exists for your industry before buying something new.

The Pricing Model Is SHIFTING

A lot is shifting right now — pricing for newer, advanced features is being figured out as providers go.



Why it matters

This is the pattern, not a one-off. A lot is changing across every provider right now, and it's changing fast, so expect continued pricing changes ahead.

The best way to get stability is, where you can, to **lock in an annual plan to hold your pricing steady** and keep license counts and spend caps under regular review.

The Enablement GAP

Buying the license is the easy part. The gap between AI spend and AI value is an organizational and training problem, not a tool problem.

74%

of frontline workers are now regular AI users. Adoption is not the bottleneck.

BCG AI at Work, 2026

2 in 3

employees get little or no guidance on how to adapt their work to AI.

BCG AI at Work, 2026

5x

A clear AI strategy lifts impact 5x more than better tools alone

BCG AI at Work, 2026

What actually moves the needle

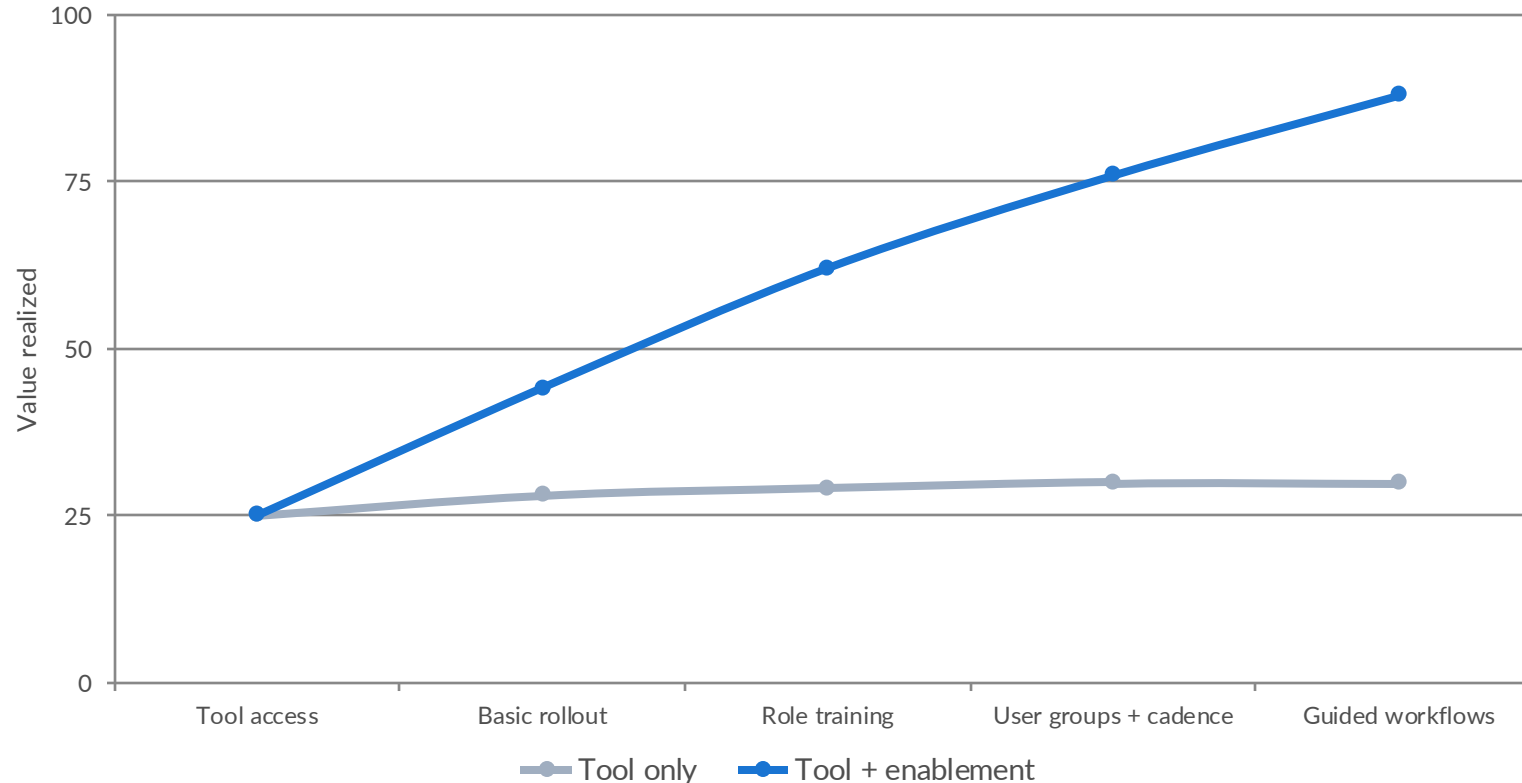
Train by role or department, and in general. Tie training to the work each team actually does.

Give protected time and lead by example.

Practice on real tasks with a guide. Pick a few simple high-value workflows, work with a guide to coach people through them, then measure the result.

Where the Value Actually COMES FROM

Tool access gets you a floor. Enablement is what bends the curve.



Same license

The flat line is buying the tool and walking away. The line that climbs is the same tool plus:

- Role-based training
- A monthly cadence call
- User groups
- Workflow-specific sessions
- A guide who supports it

Skills: Reusable **WORK**

Every major vendor now supports skills - packaged, repeatable workflows you can share to a person or the whole org.

Newsletter generation

Scope-of-work and proposal
drafts

SOPs & standard work

Brand-guide enforcement

Branded slide decks

Signature formatting

Personal writing style

...and your own

Why it matters

Skills are the leverage layer and they're portable. Define how a task is done once, tied to your brand and compliance rules, and it runs the same way for everyone, on whatever platform you're using. Anthropic created the open standard and the rest of the industry adopted it, so your library isn't locked to a single vendor.

Privacy, and What to DO

Unchanged since our last session — but important enough to repeat, and to close on.

Consumer plans (Free, Plus, Pro)

By default your prompts can be used to train the model — you have to opt out, and retention can stretch to years. Fine for personal experimentation; not for company or client data.

Business & Enterprise plans

Inputs and outputs are excluded from training by default, backed by a contract (DPA) with admin controls and single sign-on. This is the line for anything touching business data.

What to do: standardize on a business-class platform

The differences above aren't cosmetic, they decide whether your data is protected. Pick a business-tier platform and make it the default for work.

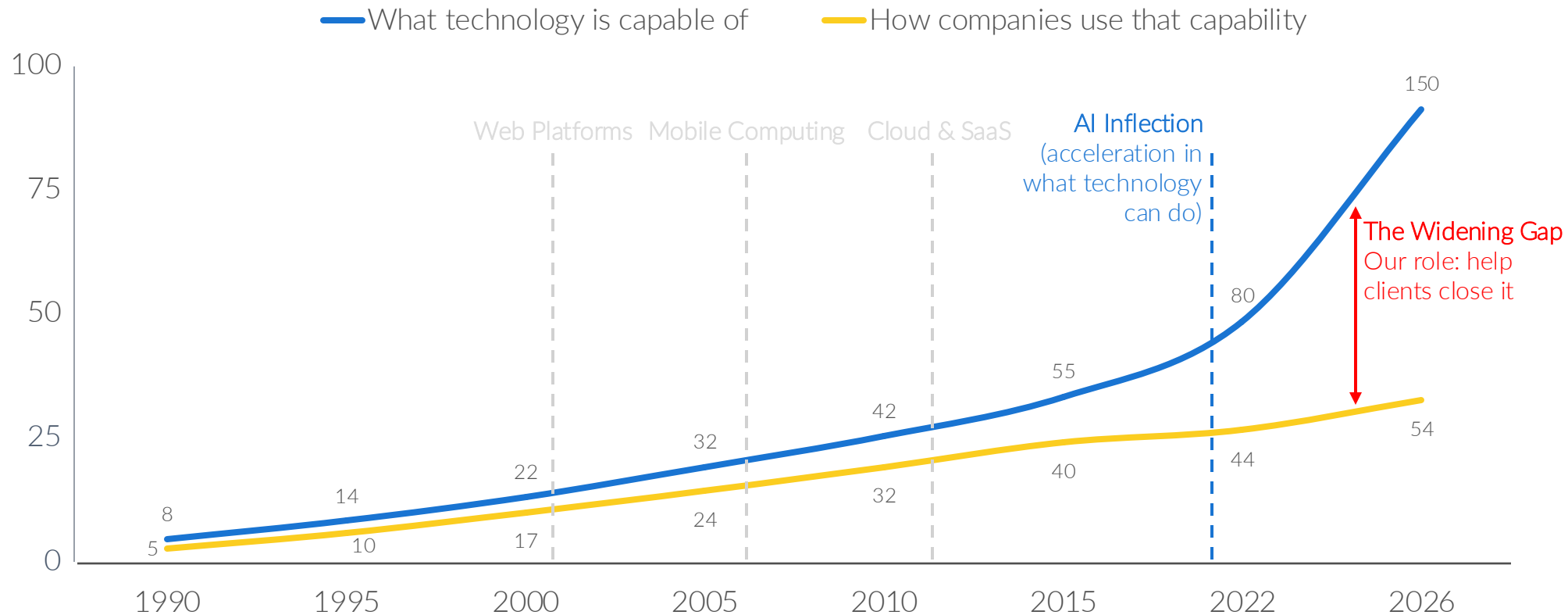
Read the disclosures — OpenAI: openai.com/business-data · Anthropic: privacy.claude.com → “Is my data used for training?”

LIVE SEGMENT • JOSH CARROLL

Executive AI in Action: Live Demo

[Josh's live demo — no slides]

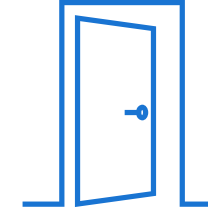
The Technology **Capability** Gap



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“There has **always been a gap** between what technology can do and how people use it. AI is **turning that gap into a chasm**. The companies that **act now** to close that gap will grow faster, hire more, and outrun everyone who waits.”

Your PATH, Your DOORS, Your CHOICE.



Don't Know Where to Start

Our AI Readiness Assessment is a self-guided diagnostic that can help you determine your organization's current state,

Want to Talk It Through

Some clients just want a conversation. Call us. No agenda, no pitch, we'll meet you wherever you are.

Ready for a Structured First Step

The AI Deployment & Training Bundle is a guided, structured way to get real work done with AI. It's a custom path built around your team, your tools, and your pace.

Building Something & Need a Sherpa

If you're already moving but want an experienced practitioner alongside you, we can help you build.

Something else Resonated

If today sparked an idea that doesn't fit neatly into any of these, we want to hear it. There's no wrong door.

We Hope You'll Join Us Again Soon.

AI Office Hours

September 10th

Our next session is coming up September 10th, we hope to see you there.



Cybersecurity Office Hours

July 23rd

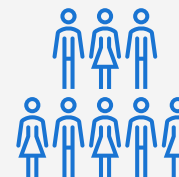
A quarterly session with Stephen Hicks covering the latest threats, what they mean for your organization, and what to do next. Open to clients and the broader business community.



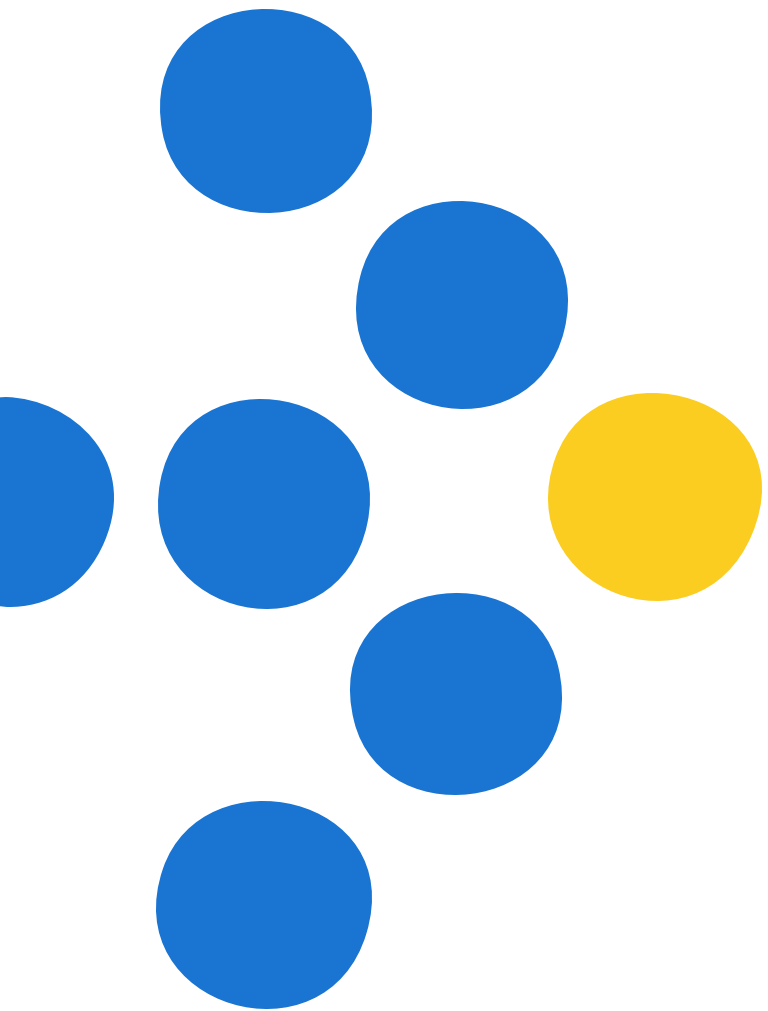
Cybersecurity End-User Training

August 11th

Practical, engaging security training for your whole team, not just IT. Approved for MCLE credit.



We'd love to hear from you. A short survey is on its way. Your feedback shapes what we cover next.



Questions?

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