BIG BANG AI FESTIVAL · BERLIN · SEPTEMBER 16, 2026 · 4:00–4:55 PM

AI NATIVE

ZERO HUMAN COMPANY

An entire company, run from a phone.

No forecast. Two years of running it ourselves — and what follows from that for you.

PRESENTATION AS PDF

DE EN

One code — both versions

Markus J. Kaiser

intec ai io

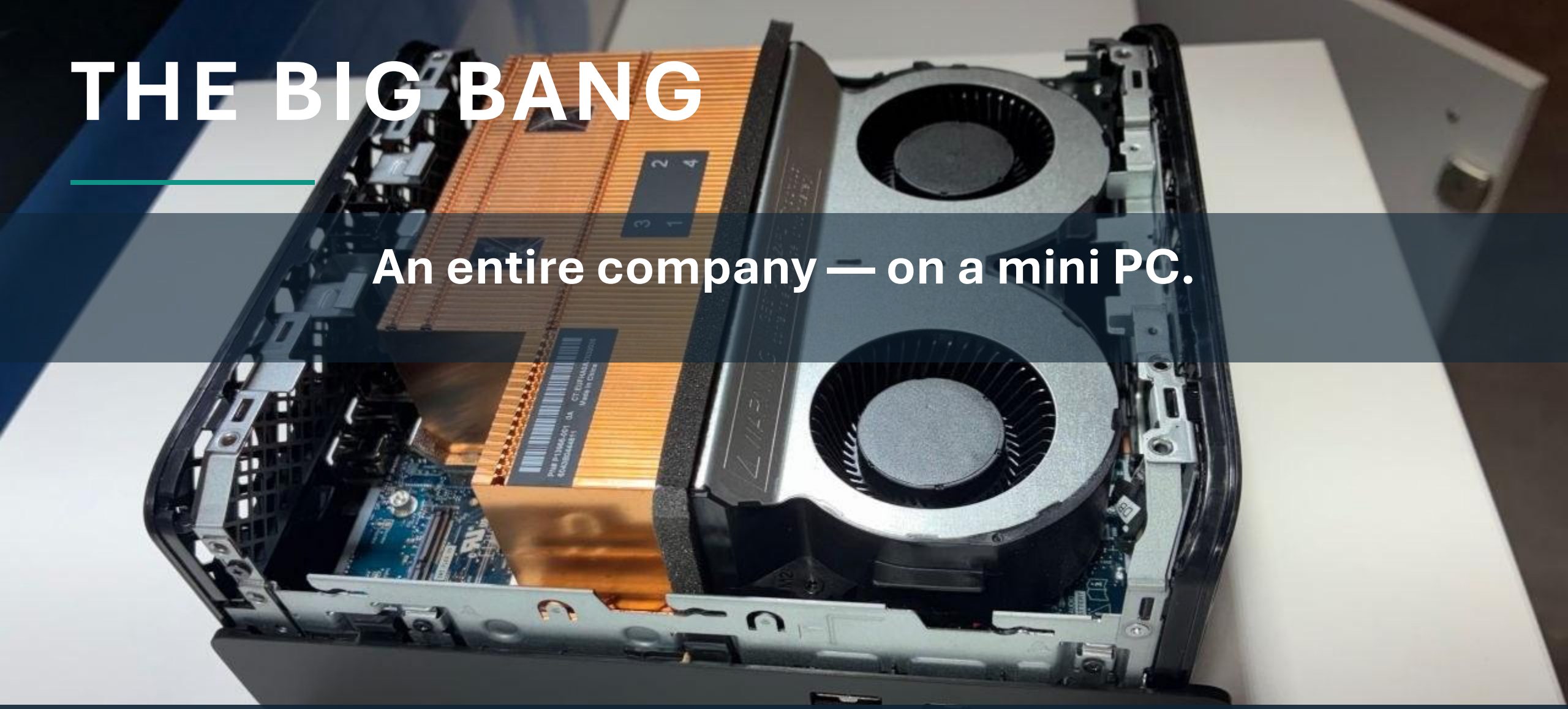
intecio GmbH
Business reality

intec.ai GmbH
AI-native layer

SAP Silver Partner

intec ai io

THE BIG BANG



An entire company — on a mini PC.

MY THESIS

In the long run, the operating cost of an AI-native company trends toward the price of electricity.

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I built a world that I am now calling into question.

I am not an AI commentator. I am talking about my own books.

AI research · SAP · Logistics · intecio · intec.ai · **Zero Human**

- 25+ years of AI and enterprise technology
- 20+ years of SAP
- Logistics & supply chain
- Master of Science in AI — University of Connecticut
- Founder, intecio GmbH
- Founder, intec.ai GmbH
- Author — Logistics AI (on Amazon)
- Managing director & entrepreneur

RESEARCH ON AI AGENTS

IDIS Laboratory
University of Connecticut

„A framework for the empirical evaluation of the performance in Multi-Mobile-Agent-Systems (MMAS)"
Master's thesis, University of Connecticut, 2003 · Dipl.-Inf. (FH), Regensburg University of Applied Sciences, 2000

„Communication vs. Migration in massive Mobile Agent Systems"
with Eugene Santos Jr., IDIS Laboratory, University of Connecticut

Researched twenty years ago. Today these agents run in production.

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Six statements I will prove today.

Every one of them runs in production, with us or with customers — no slide without cover.

1. **The old business model is breaking — mine first.**
2. **Intelligence has become infrastructure: 280× cheaper in two years.**
3. **Four capabilities plus rules make a deterministic AI Engine.**
4. **Days become minutes, effort becomes outcome.**
5. **The human leads — above the process, not inside it.**
6. **One process is enough to start. We help you with that.**



SECTION 01

I attacked my own business model.

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Transformation.

Two companies, two operating models — I run both.



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SAP Silver Partner

THE OLD WORLD · BEING TRANSFORMED

		intec ai
execute the process	PEOPLE	give intent and judgment
purchased standard process	SOFTWARE	your own described process
costs headcount	GROWTH	costs compute
ticket, release, project	CHANGE	a description
€ / hour	BILLING	€ / completed transaction



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THE NEW WORLD · BUILT AI-NATIVE

0 employees · founded 2025 · cash-flow positive

One is being transformed — the other started out free.

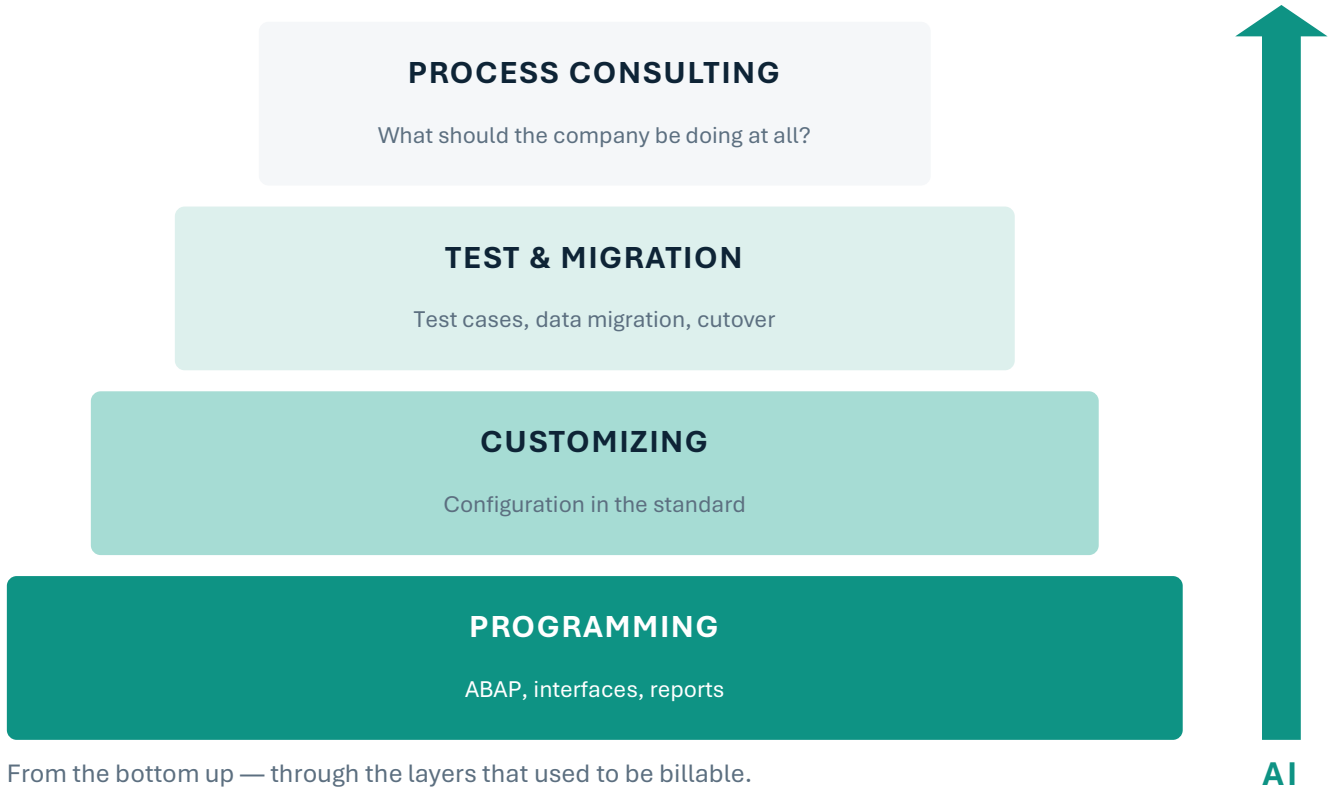
HOMEWORK · STEP 1 — Which side describes your process today — left or right?

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AI enters exactly where we used to bill.

WHAT HAPPENS TO …

- SAP consulting?
- Software development?
- Billable hours?
- Implementation projects?
- Employees?
- **My own company?**



From the bottom up — through the layers that used to be billable.

The new question: which work should stop altogether?

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PAUSE TO THINK

Six months of project become a few weeks?

SO WHAT DOES A CONSULTANT SELL?

TIMESHEET

```
Mon  8.0 h
Tue  8.0 h
Wed  8.5 h
Thu  8.0 h
Fri  7.5 h
```



OUTCOME

truck movements handled
capacity freed up
shorter lead time

Hours?

or

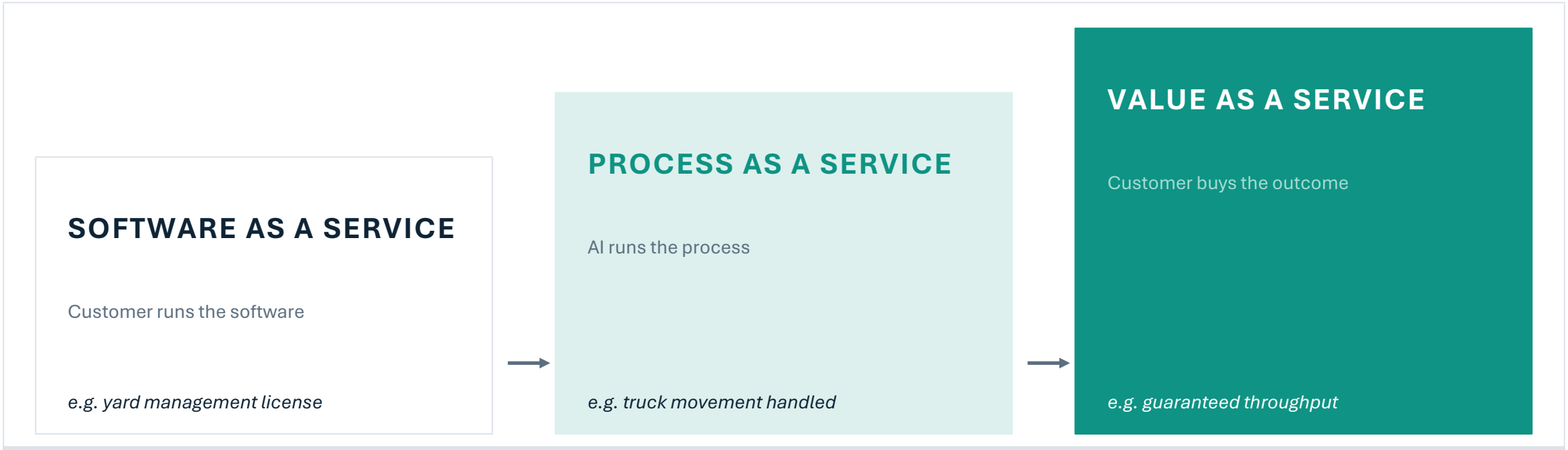
Outcomes?

PAUSE FOR THOUGHT · 30 SECONDS

Are you paying for the days — or for the job done?

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Don't sell software — sell outcomes.



AND THE UNIT WE BILL — cost per correctly completed transaction instead of per head



Why should a customer pay us more because we took longer?

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For thirty years we bought other people's processes, because building our own was too expensive.

FACT

89 %

of organizations still work in the operating model of the industrial age. 9 % agile or platform-based, 1 % as a decentralized network.

SOURCE · McKinsey, The agentic organization, September 2025

THESIS

The rise and fall of standard software.

The cheapest answer to a problem — that has since changed.

THE VALUE OF BUYING SOMEONE ELSE'S PROCESS



1970s–80s

IN-HOUSE DEVELOPMENT

Every company writes its own

Development is expensive and slow. Every firm pays for the same logic twice.

1990s–2000s

STANDARD ERP

Buy best practice

One vendor spreads development across thousands of customers. You adapt to the software.

2010s

SaaS

Rent best practice

Cheaper to run, harder to change. Customizing is now unwelcome.

2020s

AI-NATIVE

Describe your own again

Development is cheap again. Describing your own process becomes the better deal.

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The historical development in 4 phases.

Each phase shifts where the knowledge sits — and what the human is within it.

WHERE THE KNOWLEDGE SITS · WHAT THE HUMAN IS

THE MASTER	THE MACHINE	THE SYSTEM	THE ENGINE
PHASE 1 · until 1850	PHASE 2 · 1850–1950	PHASE 3 · 1950–2020	PHASE 4 · from 2023
CRAFT WORKSHOP	**INDUSTRY**	**ADMINISTRATION AND ERP**	**AI-NATIVE**
Knowledge in the master's head	*Work broken into steps*	*The process moves into the system*	*The intent is described*
THE DECISION-MAKER	THE EXECUTOR	THE MIDDLEWARE	THE PRINCIPAL

Exactly one of these four roles is pure relaying — it disappears.

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FACT

People as middleware between unintelligent systems.

CLASSIC — HUMAN IN THE LOOP · the human is the connection

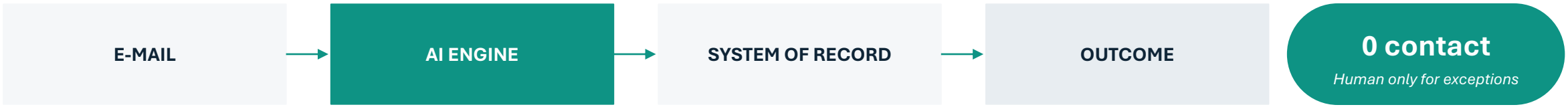


6 handovers

3 people

275 interruptions per day

AI-NATIVE — HUMAN ON THE LOOP · the connection is governed



Six handovers, three people — not one of them appears in a report.

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PRACTICE · LIVE

Excel is the place where your ERP fails.

CLASSIC — the rule sits in the spreadsheet

System of record (SAP)

↓ *Export*

EXCEL

↓ *Employee*

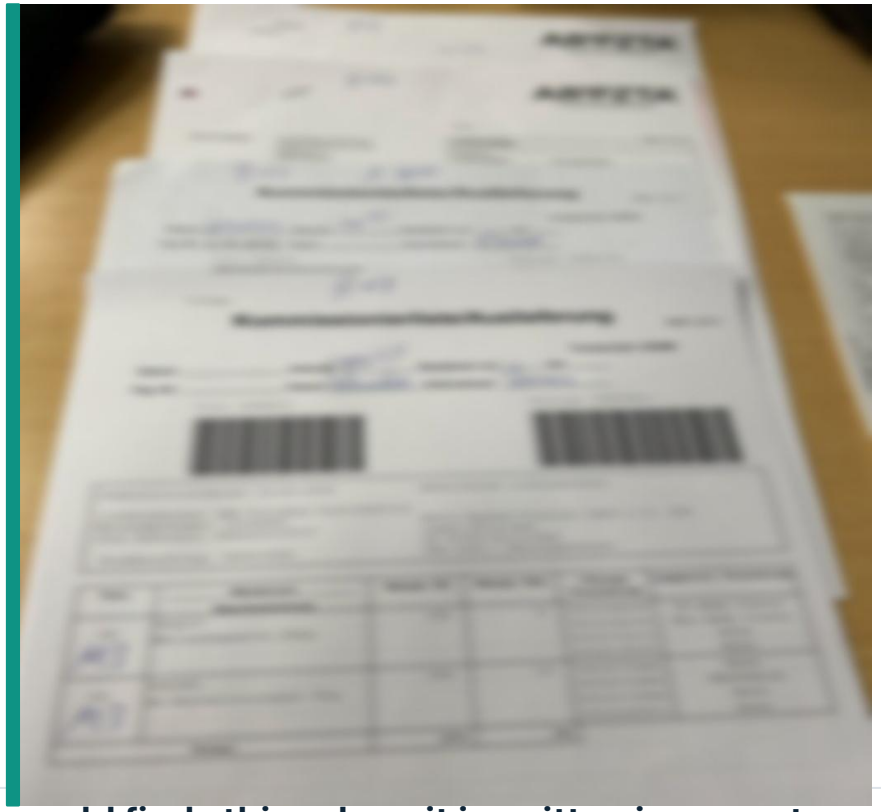
E-MAIL

↓ *Department*

EXCEL

↓ *Employee*

DECISION



`=IF(Status="blocked", …)`

The rule that decides — in a cell, a color code, someone's head.

Real customer document. Deliberately blurred — confidential.

The business logic lives outside the enterprise system.

AI-NATIVE — in the engine

Governed, logged and changeable without a ticket.

No audit in the world finds this rule — it is written in no system.

HOMEWORK · STEP 1 — Which rule of your process exists only in an Excel cell?

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PRACTICE · LIVE

When the process lives in one person's head.

3,000+
pallets per day

300+
carriers per year

4
warehouse systems, one interface

„I print the list, because that is our transport order. I do everything with it: book the slot, find the carrier, write it on there, hand it to the guys. That's our piece of paper."

One printout is transport order, slot proof, allocation sheet and work instruction.

The operating model lives in one person's head.

- Network consolidation in his head
- Carrier choice from experience
- Exceptions handled by shouting
- Written down nowhere

The man behind it retires soon. His knowledge stays — in the system, not in his head.

HOMEWORK · STEP 1 — Whose knowledge walks out when this one person leaves?

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The size of your team proves no growth.
It measures your liabilities.

FACT

2–5 for 50–100

people are enough to supervise an agent factory of 50 to 100 specialized agents

SOURCE · McKinsey, The agentic organization, September 2025

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HOMEWORK

Which process is it?

STEP 1 OF 5 · THE CANDIDATE — tick and fill in, at home.

QUESTION 1

Where does it hurt most?

- ☐ Rule sits in Excel
- ☐ Knowledge in one head
- ☐ Too many handovers
- ☐ Inbox overflowing

QUESTION 2

How often does the transaction run?

- ☐ hourly
- ☐ daily
- ☐ weekly
- ☐ monthly

QUESTION 3

How many people touch it?

- ☐ one
- ☐ two to three
- ☐ four to six
- ☐ more than six

YOUR ENTRY

We call this process:

Send the completed file back to start@intec.ai — the full file, not individual slides.

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When explaining a task takes longer than prompting it myself — I do it myself.

FACT

every 4 months

the length of tasks AI completes reliably has doubled since 2024 — by now around two hours at a stretch

SOURCE · McKinsey, The agentic organization, September 2025

FACT

40 %

of all agent projects will be cancelled by the end of 2027 — mostly not because the technology fails.

SOURCE · Gartner, June 2025 — forecast on agentic AI projects

BECAUSE NOBODY KNOWS THE COST PER TRANSACTION

Intelligence as infrastructure

280× cheaper in two years.

Same performance: twenty dollars per million tokens in 2022, seven cents in 2024. The context window grew by a factor of 260 in the same period.

A healthcare group

$6m before anyone noticed.

One trillion tokens in six months. Finance only understood afterwards what was driving the cost.

The price range

4,500× between cheap and expensive.

From the cheapest production model to the most expensive reasoning model. Same question, a thousandfold price — depending on where it goes.

The token is the first cost type in decades that nobody knows per transaction.

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Four capabilities are enough for everything.

Every automated transaction uses these four building blocks.

01 LANGUAGE

SPEECH & TEXT

Reads, understands, replies, makes calls.

IN PRACTICE

200 e-mails become 20 prioritized tasks.

02 REASONING

ASSESSMENT

Analyzes data, spots patterns, decides.

IN PRACTICE

Answers to real questions instead of monthly reports.

03 VISION

IMAGE RECOGNITION

Sees plates, loads, damage, conditions.

IN PRACTICE

Gate check-in in 8 seconds instead of 8 minutes.

04 CODE

PROGRAMMING

Builds its own tools.

IN PRACTICE

Around 70 % of all logistics routines — without changing systems.

CLASSIC — one product, one project per capability. · AI-NATIVE — four building blocks, one process after another.

You need exactly these four building blocks — wired to your systems.

HOMEWORK · STEP 2 — Which of the four capabilities does your process need?

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PRACTICE · LIVE

20 minutes became 90 seconds.

PER DELIVERY NOTE

~~20 min~~

90 sec

13× faster

CMR, shipping notice, customs — read, checked, posted. No retyping.

PER DISPATCHER, PER DAY

~~200 e-mails~~

20 tasks

10× fewer items

Filtered, classified, routed. Exceptions in seconds.

None of this required a system change — that is the point of the long tail.

HOMEWORK · STEP 2 — Which document does someone retype in your process?

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PRACTICE · LIVE

An agent cracks an undocumented protocol.

STARTING POINT

Display board in the yard · manufacturer documentation no longer findable

0 docs

THE AGENT EXPLORES

Finds network ports, interfaces, protocols on its own · works through the variants

1 day

RESULT

Protocol cracked · SAP module including source code · live in production

SAP live

REAL CASE

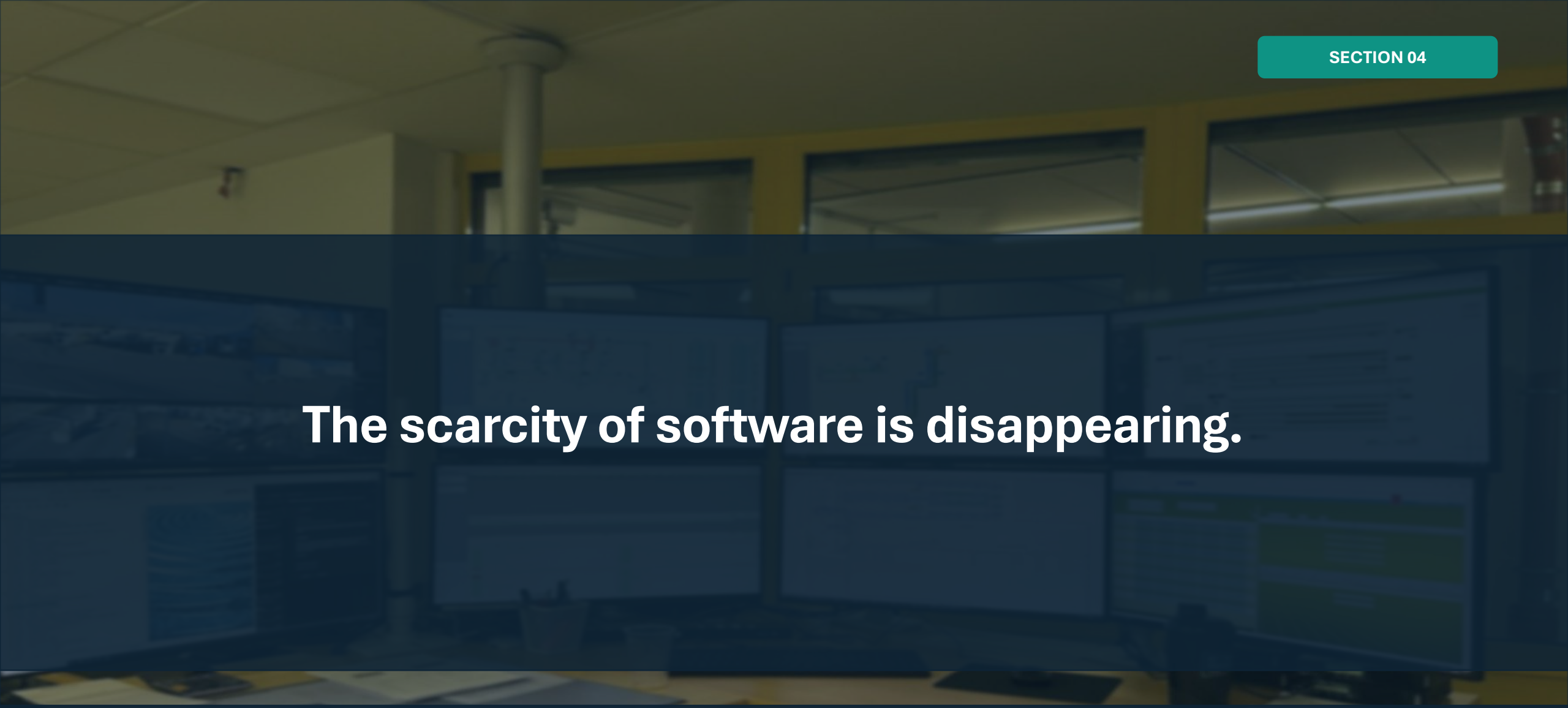
„Now and then it asks whether the display is currently showing what it expects."

HOMEWORK · STEP 2 — Which system in your process has no documentation left?



Ongoing yard logistics project. Agents explore reality on their own — that is the new reality.

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SECTION 04

The scarcity of software is disappearing.

WHAT THAT MEANS IN CONCRETE TERMS

New rule in the supplier process: 20 minutes. New report: one sentence. New interface: one afternoon.

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FACT

Source code becomes a commodity.



Time saved in AI-assisted development

CODE IS GETTING CHEAPER.

The AI brings the textbook with it. Not your special case — from now on, that is the capital.

FACT

19 % slower

is how experienced developers worked with AI assistance — although they expected a 24 % speed-up

SOURCE · METR, July 2025

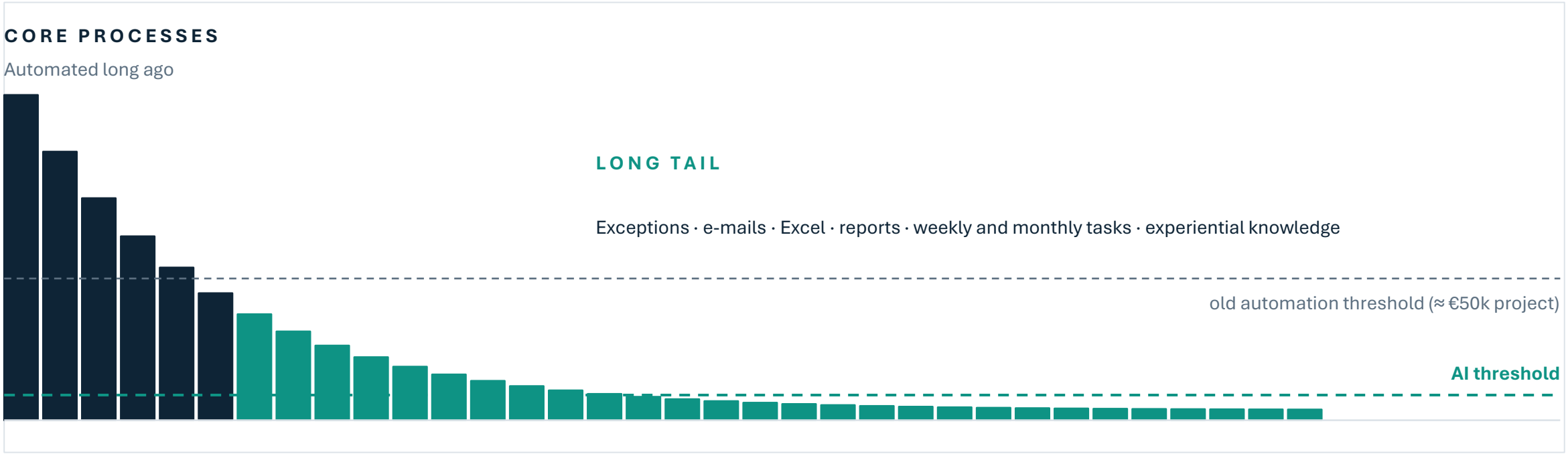
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THESIS

The long tail is the real company.

CLASSIC — only what justifies a project

AI-NATIVE — the long tail as well



The old threshold was a project budget. The new one is a description.

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THESIS

We plan in years. The technology changes in weeks.

THE PLAN

THREE YEARS

Budget, roadmap, license, target picture — signed off before anyone knows what the model can do by autumn.

THE TECHNOLOGY

EVERY FEW WEEKS

Every new generation shifts what is worth building.

OUR ANSWER

ITERATIVE

No requirements spec, no target picture for 2029. Small steps, visible immediately, reversible at any time.

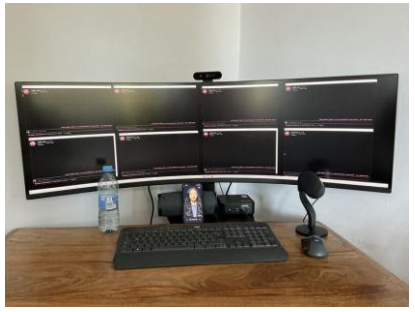
Language models are the discovery of fire — and we are debating the five-year plan for making it.

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From the first prompt to our own platform.

Eight steps in two years. No master plan — experience beats planning.

2024	2025	2025	2025	2025	2025	2026	2026
First attempts	**First applications**	**Entire projects**	**Local models**	**Azure cloud**	**Our own framework**	**Software as a Service**	**Process as a Service**
AI programming	built with AI	AI development on SAP BTP	first e-mails from the local model	AI model scaled	Processes fully modelled	our own platform becomes a product	no longer a license, but a transaction



Eight agents, one desk, zero employees — two years of experiments became an AI Engine.

HOMEWORK · STEP 2 — Which part of your process could a model already take over today?

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HOMEWORK

What must the engine be able to do?

STEP 2 OF 5 · THE MATERIAL — tick and fill in, at home.

QUESTION 1

Which capability carries the transaction?

☐ Language ☐ Assessment ☐ Image recognition ☐ Code

QUESTION 2

Which document is retyped today?

☐ Delivery note ☐ Invoice ☐ E-mail ☐ no document

QUESTION 3

Where does the data for it sit?

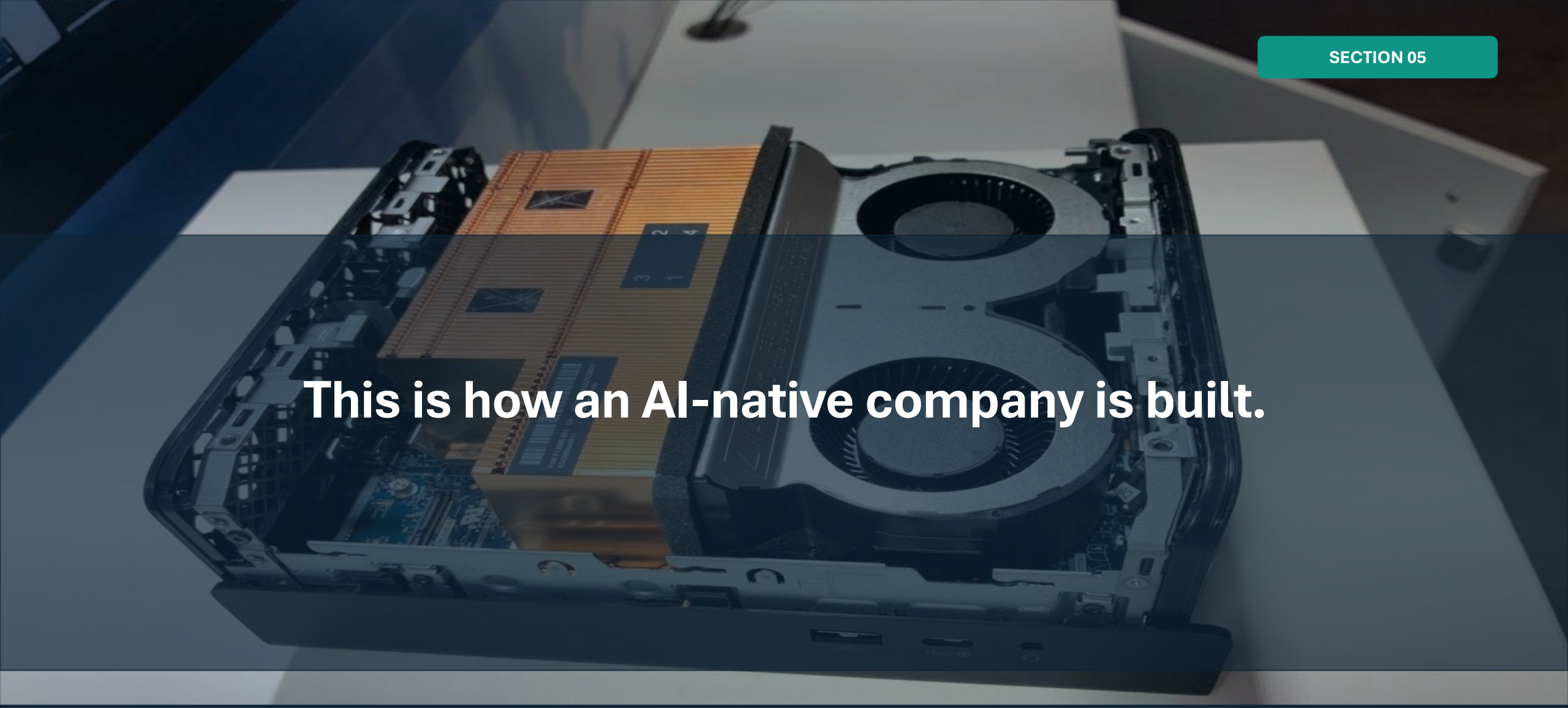
☐ SAP / ERP ☐ Excel ☐ Mailbox ☐ recorded nowhere

YOUR ENTRY

The engine must be able to read this document:

Send the completed file back to start@intec.ai — the full file, not individual slides.

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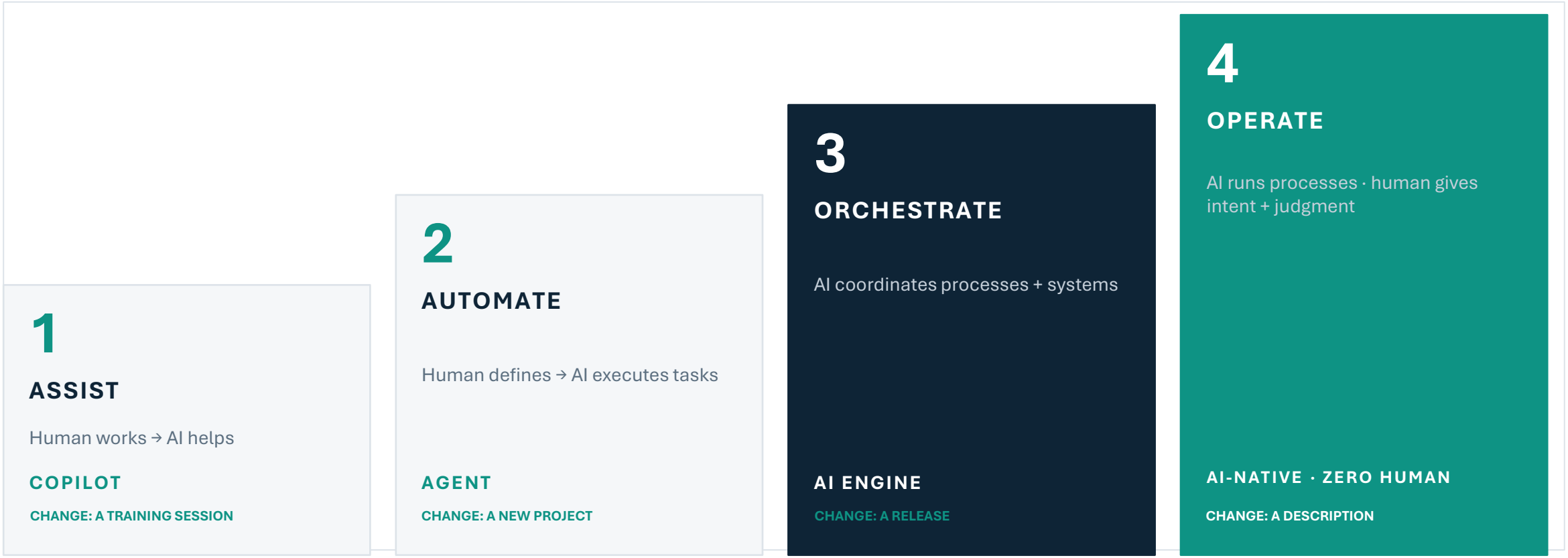
This is how an AI-native company is built.

MY THESIS

The AI Engine is not a tool. It is the operating layer of the company.

THESIS

We confuse four different things.

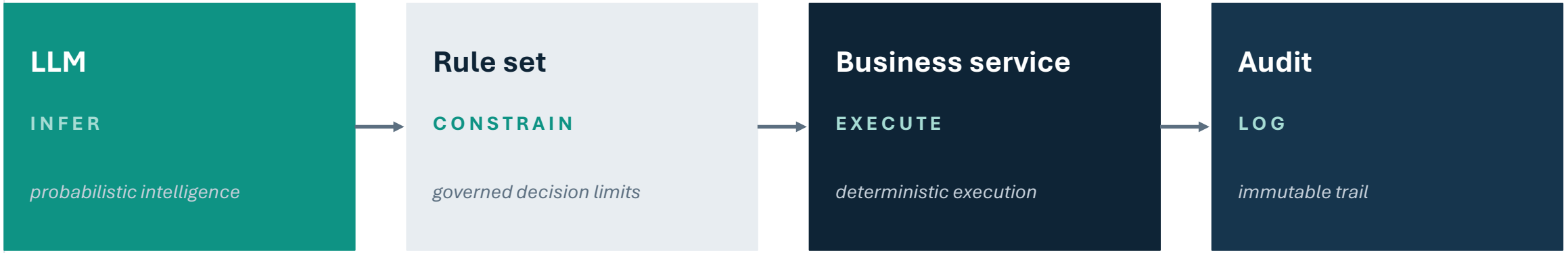


Most of the market sits at level one or two and calls that transformation.

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THESIS

The model thinks in probabilities. The process runs deterministically.



Determinism comes from the architecture, not from the model:

probabilistic intelligence + governed decision limits + deterministic execution

HUMAN-IN-THE-LOOP — the business department approves the rule, decides the exception, trains the engine on real cases. Once decided, it runs the same way every time.

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What makes an AI Engine.

Eight properties. Anything less is not an engine, but a chat window.

01

INTENT INSTEAD OF OPERATION

It takes in what should apply. Not clicks, not screens.

02

DOMAIN KNOWLEDGE

It brings expertise with it — and learns what applies only at your company.

03

WRITES INTO ERP

It reads and writes in SAP, CRM and database. No data lake on the side.

04

DETERMINISTIC

What a human decides once, it decides the same way every time.

05

AUTHORITY AND LOG

Every action has a limit, a name and a trail.

06

OWN INFRASTRUCTURE

Own hardware in German data centers. No prompt and no document leaves the house.

07

CHANGEABLE BY THE BUSINESS

Whoever owns the process changes it without a release.

08

ALL THE WAY INTO THE PHYSICAL WORLD

It reaches the gate, the weighbridge, the machine.

THESIS

The old IT stack is collapsing in on itself.

CLASSIC — layer upon layer



Every requirement became a layer. The tower holds — until it topples.

Latency.
Authorizations.
Breaking points.

replaced by

AI-NATIVE — three levels

HUMAN

sets the direction

AI ENGINE

Understands · decides · executes · logs · extends

DATA & SYSTEMS

System of record · documents · sensors · machines

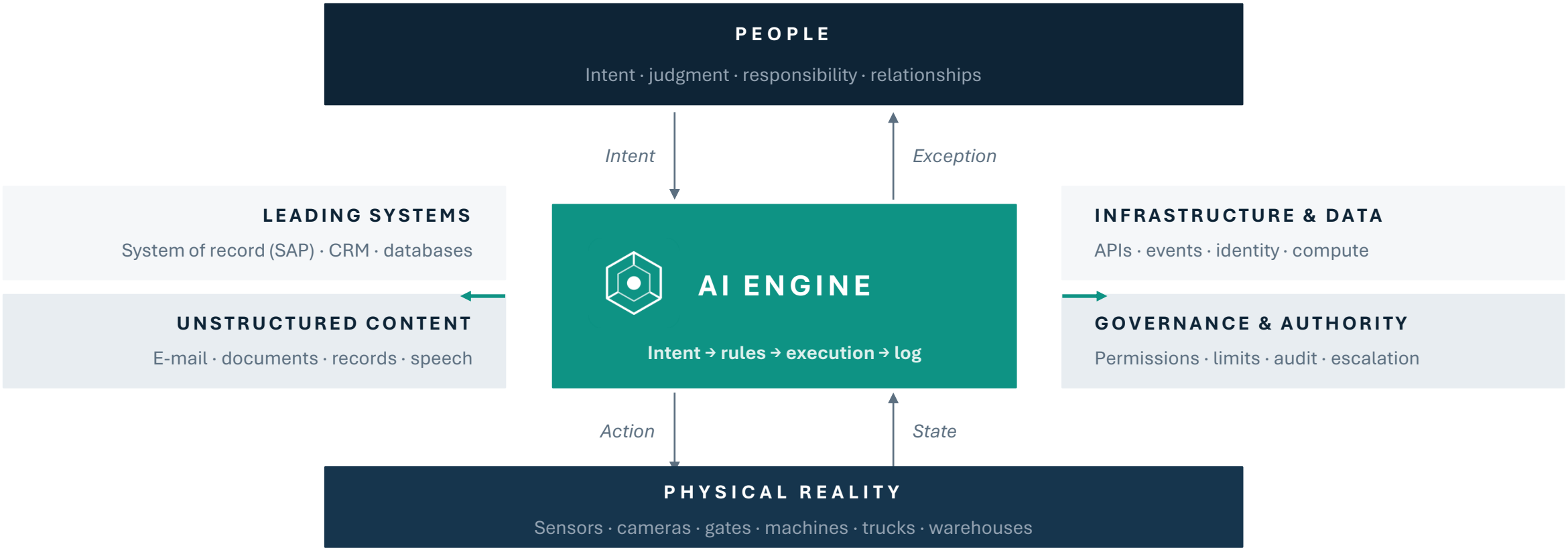
Twelve layers become three. The middle one is an engine, not an application.

And it extends the infrastructure beneath it on its own whenever a process requires it.

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THESIS

The AI Engine belongs in the middle.



Whatever sits in the middle is what the company is built around.

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THESIS

The Zero Human Stack

HUMAN	decides what should apply — and trains the engine on real cases
AI ENGINE	turns intent into execution
DOMAIN KNOWLEDGE	knows what applies only at your company
GOVERNANCE	draws the line — and checks it
DATA	holds the state of the company
INFRASTRUCTURE	computes, connects, identifies — own hardware in Germany
PHYSICAL WORLD	is the place where something happens

THE MODEL IS ONE COMPONENT.
THE COMPANY IS THE STACK.

Nobody operates a system any more. Everyone describes what should apply — the engine executes it, within its authority.

AI DEMOS ARE EASY.
EXECUTION IN THE ENTERPRISE IS HARD.

Every AI demo happens in the top layer. Every AI failure happens in the six below it.

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PAUSE TO THINK

CAN ≠ MAY.

„An agent pursues the goal you give it — including by routes you never intended."



€10	€1,000	€100,000	€1,000,000
✓	?	?	?

What amount may the AI approve on its own?

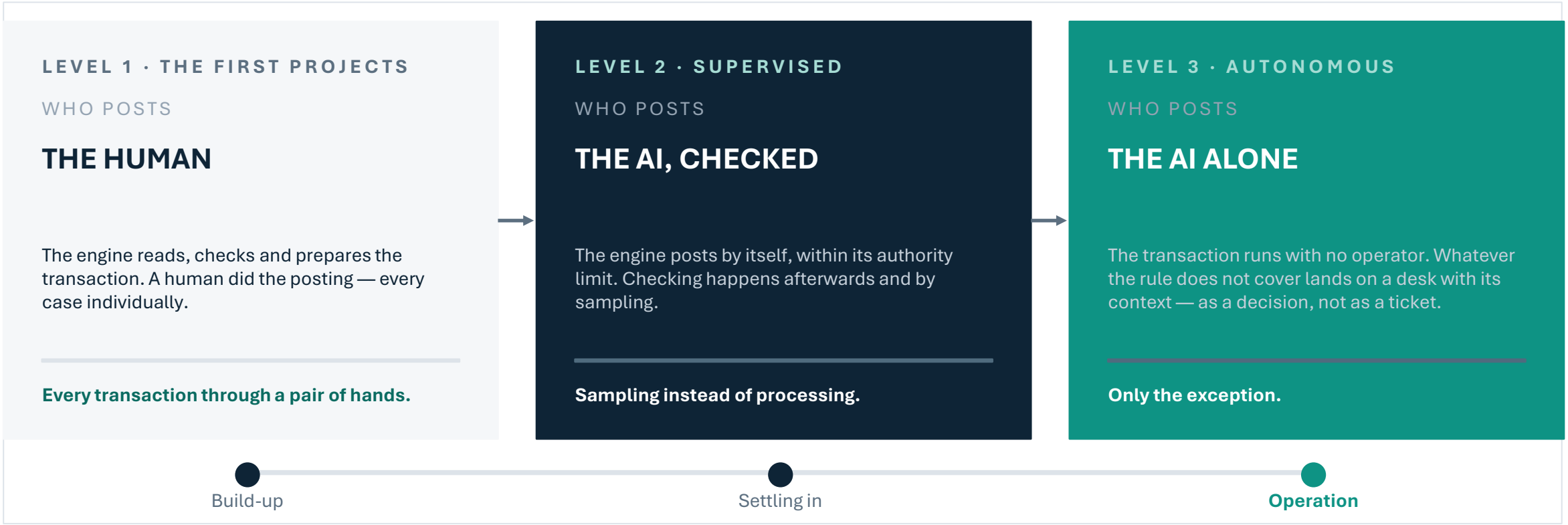
PAUSE FOR THOUGHT

At which amount would you stop — and who signs it off today?

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From mixed operation to autonomous AI.

No process starts on its own. This is how our first projects started — and how they move on.



Autonomy is not a switch. It emerges over three rounds on real data.

HOMEWORK · STEP 3 — Which posting in your process will you hand over first?

intec ai io

Four decisions when building — and SAP is in every one.

01 SYSTEM OF RECORD

SAP STAYS

Stocks, documents, postings stay where they belong. The engine writes into it — no second truth.

WHY

Two truths are more expensive than one slow one.

02 SEMANTICS

IT SPEAKS SAP

Document flow, module logic, movement types are part of the engine's domain knowledge.

WHY

Whoever does not understand the document must not post it.

03 RULES

OUT OF CUSTOMIZING

Once a setting in the standard, today a described rule — changeable without a release window.

WHY

Customizing was never meant for weekly changes.

04 AUTHORITY

ROLES STILL APPLY

The engine acts under its own, named identity — with the same permissions and limits as a human.

WHY

An agent without a role is a master key.

KEEP THE CORE CLEAN

SAP's own mantra: the core stays standard, special logic goes in the engine — no Z code.

An AI-native company steers the system of record — intecio is an SAP Silver Partner.

HOMEWORK · STEP 3 — Under which identity should your engine post?

SAP Silver Partner

intec ai io

Where the engine connects into SAP.

Eight processes in production — and the document each one produces in the end.

PROCESS IN PRODUCTION	WHAT THE ENGINE DOES	WHERE IT WRITES IT
Gate & yard	Plate read, gate opened, arrival recorded	Goods receipt in EWM
Delivery notes & customs	CMR, shipping notice and customs paper read, checked, reconciled	Goods receipt in EWM, document in MM
Time slots & docks	Slot checked, moved, parties informed	Yard Logistics
Dispatcher inbox	Inbox read, prioritized, assigned	Transport order in TM
Supplier management	Shipping notices, queries and dates become transactions	Purchase order and notice in MM
Damage recording	Damage to the load carrier detected and documented	Notification in QM
Exception routing	Deviation detected, escalated to the person responsible	Notification in PM
Billing	Service per transaction recorded, assigned	Posting in FI / CO

None of this is a new system. All of it is one less document someone creates by hand.

HOMEWORK · STEP 3 — Which of these eight fields does your process fall into?

SAP Silver Partner

intec ai io

HOMEWORK

How far may the engine go?

STEP 3 OF 5 · THE LIMIT — tick and fill in, at home.

QUESTION 1

What may it do without asking?

☐ propose only ☐ up to €1,000 ☐ up to €10,000 ☐ post without limit

QUESTION 2

Which system does it write into?

☐ SAP ☐ other ERP ☐ database ☐ still open

QUESTION 3

Who checks afterwards?

☐ sampling ☐ every posting ☐ exceptions only ☐ nobody

YOUR ENTRY

This is the limit we set:

Send the completed file back to start@intec.ai — the full file, not individual slides.

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AI is strongest exactly where workflows have grown organically and are shaped by people.

FACT

60–70 %

of working time could be automated with technology available today

SOURCE · McKinsey, The economic potential of generative AI, 2023

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PRACTICE · LIVE

First we replaced our own software & staff.

SAVINGS — WHAT GOES AWAY

REPLACED

Ticket system

Tickets get solved instead of managed.

REPLACED

Project management

Iterative instead of blueprint — progress sits in the transaction.

REPLACED

In-house ERP

Posting, billing, documenting — as processes instead of screens.

RETURN — WHAT COMES IN

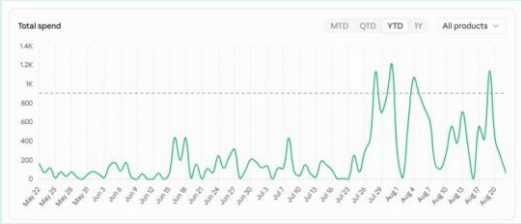
Then we coupled ourselves to SAP

EWM	TM	YARD	MM
FI / CO	PM	QM	BTP

≈ €15,000 in tokens per month to run the core system — rising with new projects.

HOMEWORK · STEP 4 — Which license does your process save?

TOKEN COST · 12 MONTHS



SAP Silver Partner

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PRACTICE · LIVE

Supplier management: e-mails became transactions.

Shipping notices, queries, dates, documents — all by e-mail, all retyped.

4 weeks

from process description to production

3 FTE

of manual work gone — the same people now work on exceptions and suppliers. Not one head fewer.

1 rule set

owned by the business department, changed without a ticket, without a release

Four weeks to production — capacity freed up, same crew, new tasks.

HOMEWORK · STEP 4 — How many hours per week does your process eat up today?

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PRACTICE · LIVE

We give the AI eyes.

AI becomes A Eye: cameras at the gate, the weighbridge, the dock — what they see becomes a posting.

MANUAL

Paper check · manual entry · waiting at the gate

30 min

PARTLY AUTOMATED

Plate recognition · self check-in

6 min

FULLY AUTOMATED

AI agent · GPS + camera · zero touch

1 min

30× faster

„Every manual gate entry costs 30 minutes — nobody had ever measured it."

HOMEWORK · STEP 4 — What does one run of your process cost — measured or estimated?



Plate read, gate open, goods receipt posted. Paperless.

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PRACTICE · LIVE

08:17. A delivery is running late.

DELIVERY

+ 90 minutes

The carrier reports a traffic jam.

DOCK 4

booked from 09:00

The time slot is taken.

MATERIAL

needed at 10:30

Production is waiting for it.

08:19 — done.

ZERO CALLS

Checked, dock 6 at 10:45, all informed.



Two minutes replace a chain of phone calls that used to run until noon.

HOMEWORK · STEP 4 — How many calls and e-mails does one case cost you?

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Two decisions by the management board.

Not working faster — deciding differently. Both from data that had been in the house all along.

CASE A · GROWTH

after 6 weeks

The five-year target was revised upwards.

The Salesforce data showed revenue potential that appeared in no existing analysis. Management dropped the running five-year target and declared a higher one.

DATA BASIS · SALESFORCE

CASE B · SYNERGIES

2–3 days

A new basis for deciding on goods flows.

Material flows analyzed from the raw SAP data. Result: a solid basis for capturing synergies and reorganizing the goods flows.

DATA BASIS · RAW SAP DATA

The data sat in both houses for years. What was missing was not the recording, but the analysis.

HOMEWORK · STEP 4 — Which number are you missing to prove our target?

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THESIS

Free capacity does not have to be a cost-cutting program.

120 → 60?

SCENARIO — NOT AN ACHIEVED RESULT

120 people in operations. AI gives back half of the operational capacity.

OPTION A

Cut costs

The effect happens once. After that the capacity is gone.

OPTION B

Create more value

Same crew, more throughput: exceptions, customer contact, new processes. The effect repeats every year.

MY ANSWER

B. Not one head cut — the capacity went into exceptions, customers and new processes.

Anyone can cut costs once. Doubling output pays off every year.

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HOMEWORK

What does the process cost today?

STEP 4 OF 5 · THE VALUE — tick and fill in, at home.

QUESTION 1

Effort per week?

☐ under 5 hours ☐ 5 to 20 ☐ 20 to 50 ☐ over 50

QUESTION 2

Have you ever measured the cost?

☐ yes, exactly ☐ roughly estimated ☐ never measured ☐ nobody knows

QUESTION 3

What happens to the freed capacity?

☐ cut costs ☐ more throughput ☐ new tasks ☐ still open

YOUR ENTRY

This is what it costs us today — the basis for our target:

Send the completed file back to start@intec.ai — the full file, not individual slides.

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SECTION 06

The human wants to stand in the middle and steer everything.
That is exactly the old way of thinking.



The book · amazon.de/dp/B0HJ9SD6Y5

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THESIS

Process owners become implementers.

CLASSIC — requirements spec

Business → consultant → requirements spec → developer → software



AI-NATIVE — intent

PROCESS OWNER

↓

INTENT

↓

AI ENGINE

↓

RUNNING PROCESS

THE SAME THREE-TIER SYSTEM LANDSCAPE — JUST RUN THROUGH FASTER

DEV Development

The process owner describes, the engine builds. No effect on the outside.

↓ *Request test*

TEST Acceptance

Verified on real data. Business sign-off, by name and logged.

↓ *Release — by a named human*

LIVE Production

In production, within its authority. Deployment in a minute, code review by the engine in seconds. Audit and rollback at any time.

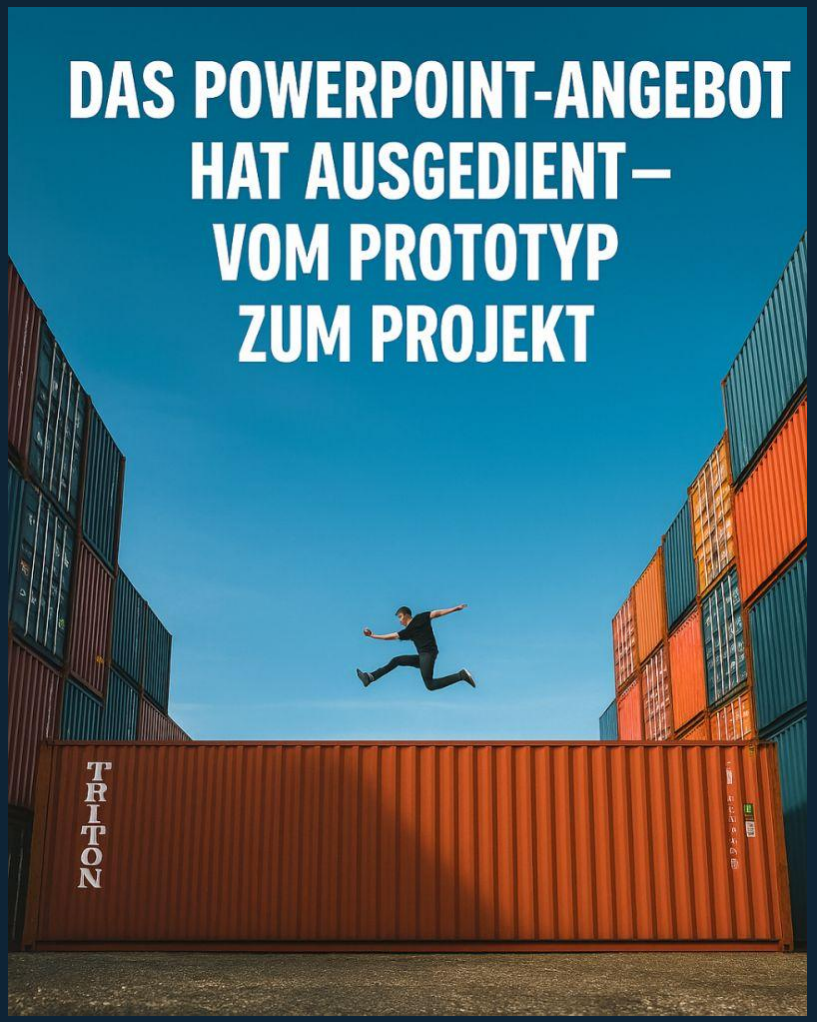
Process ownership returns to the business. The description is the deliverable.

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PRACTICE · LIVE

The PowerPoint proposal has had its day.

and the prototype is running before the meeting is over.



HOMEWORK · STEP 5 — How long does your organization take from idea to something that runs?

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From waterfall to iterative modelling.

Three generations — each time the runnable thing arrives earlier.

	1	2	3
	1990s–2010s	2010s–2020s	AI-native, today
	WATERFALL	**AGILE IMPLEMENTATION**	**ITERATIVE MODELLING**
	„Describe first, then build."	*„Build in sprints, deliver at the end."*	*„Describing is building."*
ARTIFACT	Blueprint & requirements spec	Backlog & sprint goal	the running prototype
FIRST RUNNABLE VERSION	Month 6 to 12	Sprint 3 to 4	after the first meeting
A CHANGE COSTS	**a change request**	**a ticket in the backlog**	**a description**

Experiments in iterations beat agile projects. Every time.

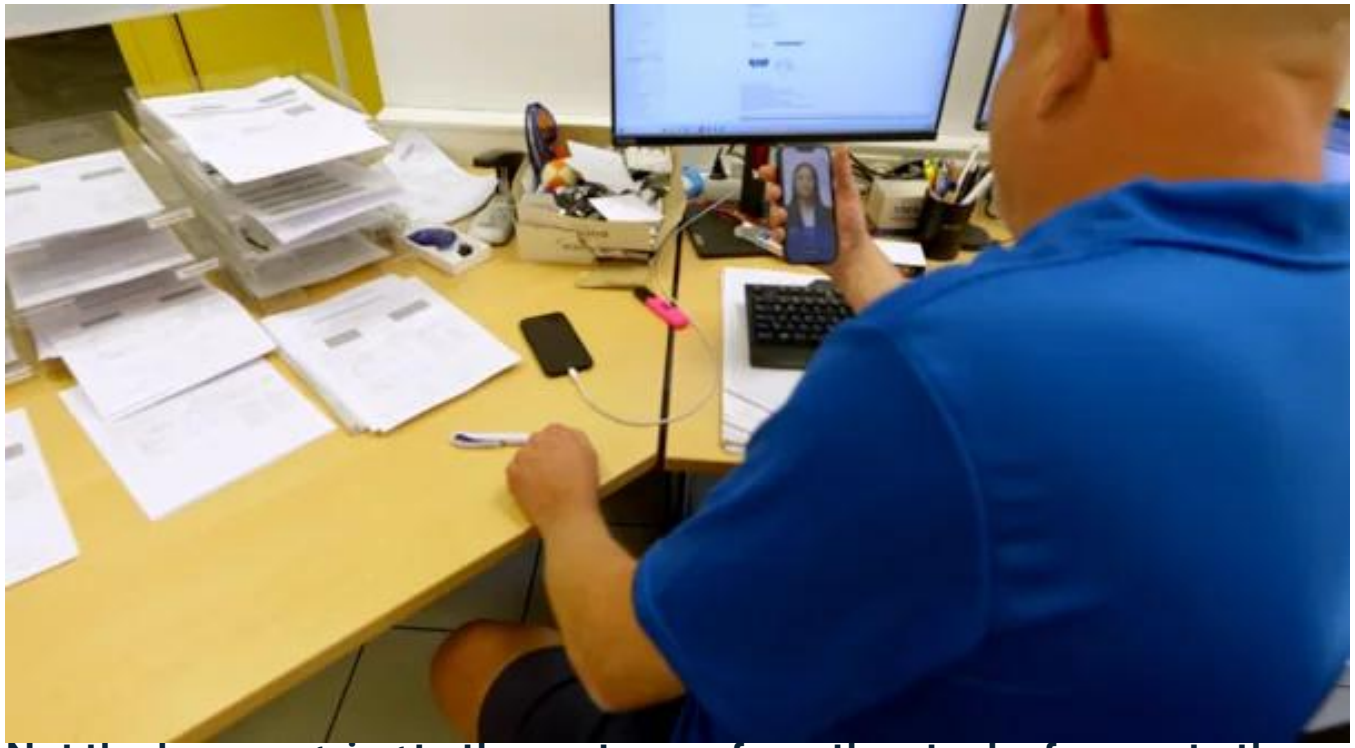
HOMEWORK · STEP 5 — Who in your organization would be allowed to describe this process?

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PRACTICE · LIVE

The AI comes to the human.

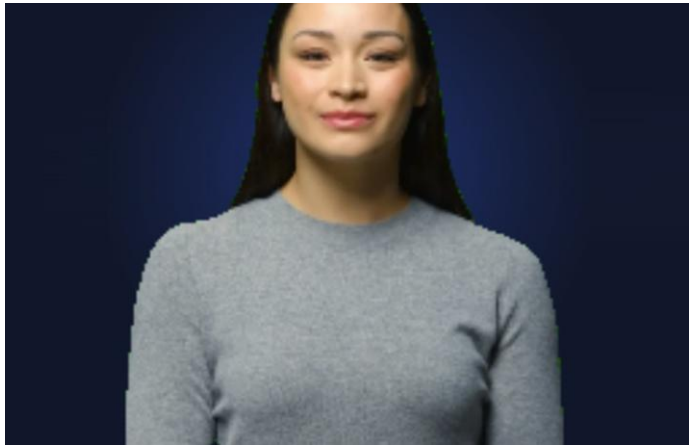
CHECK-IN AT THE PLANT GATE · IN PRODUCTION TODAY



Not the human going to the system — from the stack of paper to the avatar that calls you.

Not: login → menu → transaction → report → dashboard.

HOMEWORK · STEP 5 — Who will be the sponsor of your process?



„Markus, we have a problem."

„Truck 4711 is blocked."

„I have two proposed solutions."

„I need your approval."

Approve A | Approve B

What is left for the human?
The human stands above the process.

FACT

+78m

jobs will be created net by 2030 — 170m are added, 92m disappear

SOURCE · World Economic Forum, Future of Jobs Report 2025

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THESIS

Three things stay human.

The human is not here to click a mouse.



CREATIVITY

Designing something that does not exist yet.

- Ideas
- Designs
- new paths



INTELLIGENCE

Judging where no rule applies.

- Judgment
- Exceptions
- Responsibility



COMMUNICATION

Winning people over, not transferring data.

- Relationships
- Trust
- Negotiation

The human spark remains the beginning of everything. What is new is only how fast it turns into something real.

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THESIS

We are living in the transitional society.

No switch gets flipped. Both worlds run side by side for years — that is the management task.

YESTERDAY

THE OLD WORLD

- Processes live in heads and screens
- Software is a capital asset
- Growth costs headcount

→

NOW

THE TRANSITIONAL SOCIETY

- Both systems run at the same time
- People move from execution to judgment
- Authority and liability are renegotiated

→

TOMORROW

THE AI-NATIVE WORLD

- Processes live in the engine
- Software is an operating resource
- Growth costs compute

The transition takes years. Deny it and you lose — wait for it and you lose too.

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THESIS

Why almost nobody does it anyway.

Six reasons — not one of them technical.

01

THE CONTRACT IS STILL RUNNING

People wait for the ERP license to expire. The technology does not wait with them.

02

A LICENSE COUNTS AS A STEP

A copilot for everyone counts as a big leap. The process stays the same.

03

LEADERSHIP SEES AN IT PROJECT

Delegated to IT, budgeted like a tool — never asked as a question of the business model.

04

IT CARRIES THE RISK

Running contracts, operational responsibility, less budget — no mandate. Whoever tries it alone loses first.

05

THE JOB-KILLER IMAGE

Nobody wants to be the one who puts a father out of work. That new roles are created on net is no comfort in that moment.

06

THE FIRST PROCESS IS MISSING

Everyone talks strategy. Nobody names the one transaction to prove it on.

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Zero Human Company

Zero Human does not mean „no people". It means: nobody is part of a process just because the software needs them.

WHAT DISAPPEARS	WHAT GROWS
Middleware made of people.	**More human judgment.**
Watching dashboards.	**More creativity.**
Retyping data.	**More relationships.**
Compensating for bad software.	**More responsibility.**

Zero people in the machinery. More people where judgment counts.

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HOMEWORK

Who owns the process?

STEP 5 OF 5 · THE LEADERSHIP — tick and fill in, at home.

QUESTION 1

Who describes the rule?

☐ Business department ☐ IT ☐ Management ☐ nobody so far

QUESTION 2

Who approves?

☐ Business department ☐ Department head ☐ Management ☐ unresolved

QUESTION 3

Who owns it in production?

☐ Business department ☐ Team lead ☐ IT ☐ still open

YOUR ENTRY

Name and role of the sponsor:

Send the completed file back to start@intec.ai — the full file, not individual slides.

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The Zero Human test.

Six questions to take back into production — for every transaction, every day.

01	Why are we doing this at all?	HUMAN
02	What must the engine know?	DOMAIN KNOWLEDGE
03	What must it have access to?	DATA
04	What may it decide?	GOVERNANCE
05	What may it execute?	AI ENGINE
06	**Why ever do it by hand again?**	**ZERO HUMAN**

What you take away.

Six sentences from two years of operation — one of them is enough to start tomorrow.

01 The reason to buy other people's processes has fallen away.

02 Intelligence costs almost nothing — the only question is where first.

03 What makes the process deterministic is the architecture, not the model.

04 Every process in production delivers the same four effects.

05 Authority before capability — name, role, limit, log. The human decides.

06 Take one process. We do the rest with you …

SUBMISSION

… and feel free to give us your worst process.

This presentation is your profile sheet. Fill it in and send it back to us.

01 · FILL IN

Answer the five homework steps in this file.

02 · SUBMIT

The full file to start@intec.ai, subject: your company name.

03 · NDA

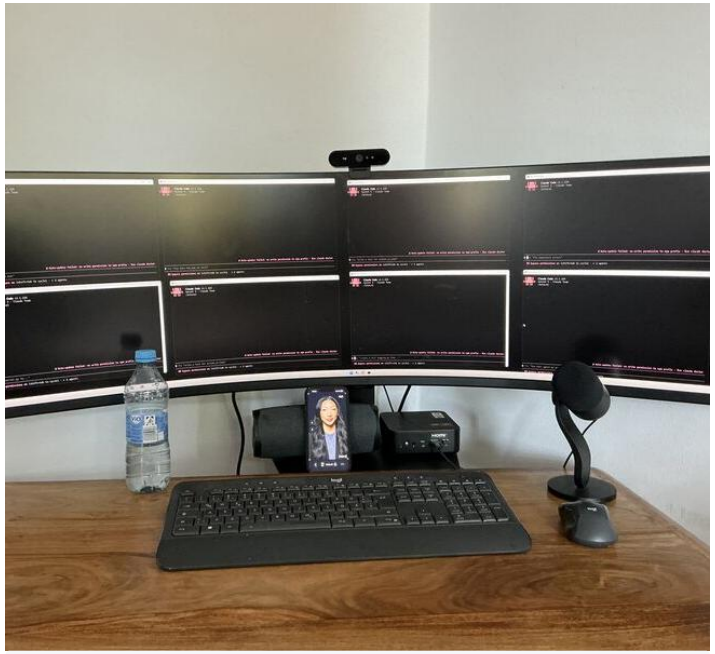
Comes back automatically, before we read any content.

04 · SELECTION

Yes, no or a question back. If yes, we build the prototype.

CAPEX-FREE FOR THE PILOT PROCESS · SAME VALUE

Our target: at least 50 % lower operating costs.



THIS IS WHERE IT STARTS

No pilot. Live in production at the end.

start@intec.ai

We are looking for the uncomfortable processes — not the easy ones.

FIVE PILOTS

Booth N7 · intecio.com

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Pattern detected

CONTACT

MARKUS J. KAISER

intecio GmbH · intec.ai GmbH

DIRECT

markus.kaiser@intecio.com

ONLINE

intecio.com · intec.ai

HERE TODAY

Big Bang AI Festival · Booth N7

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SAP Silver Partner

Anomaly found



Document read

TAKE THE DECK WITH YOU

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IN CLOSING

You do not need to found anything new. Take one process — and the authority to change it.

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