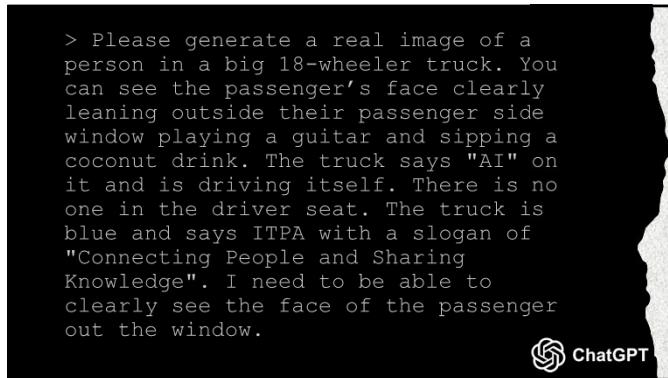




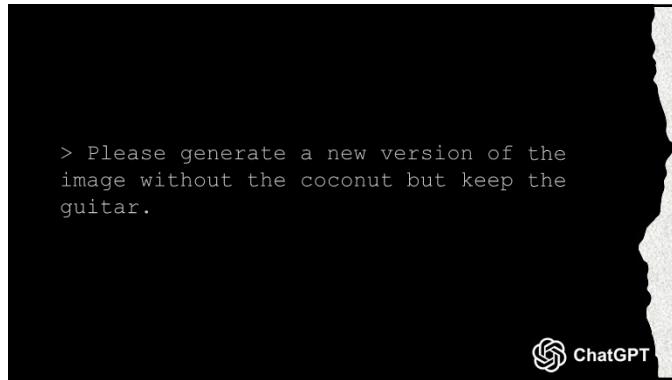
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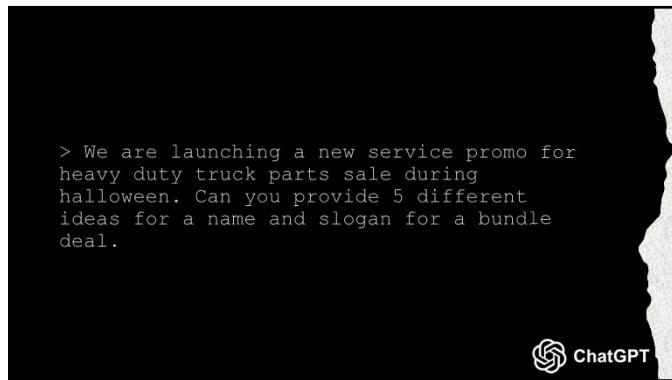
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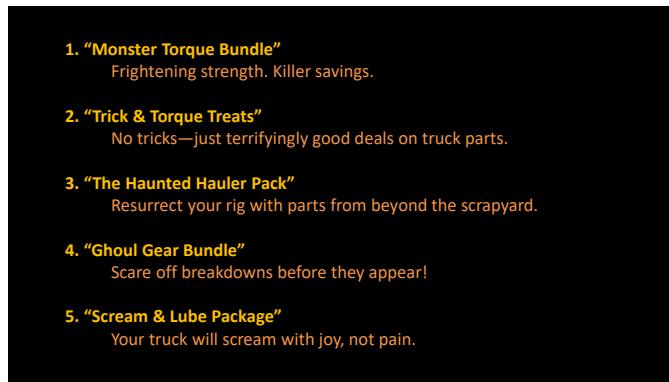
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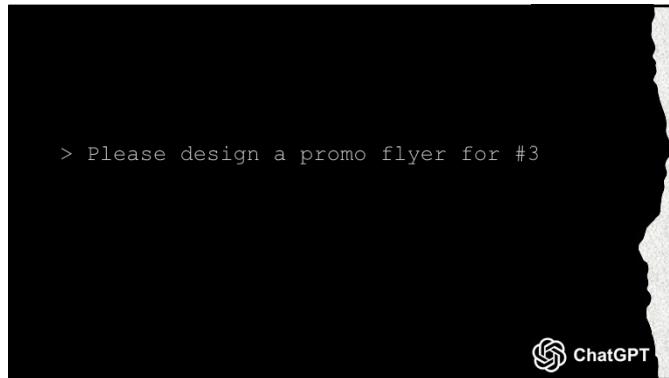
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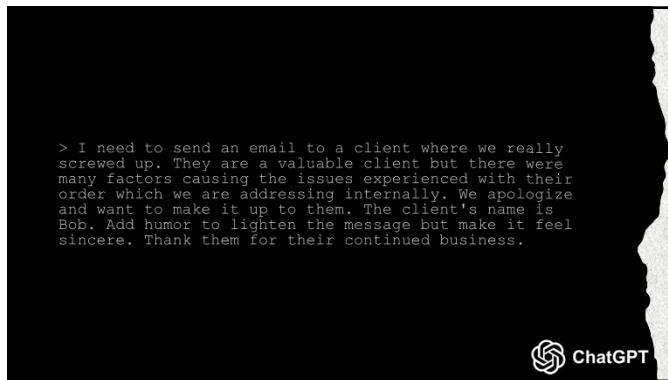
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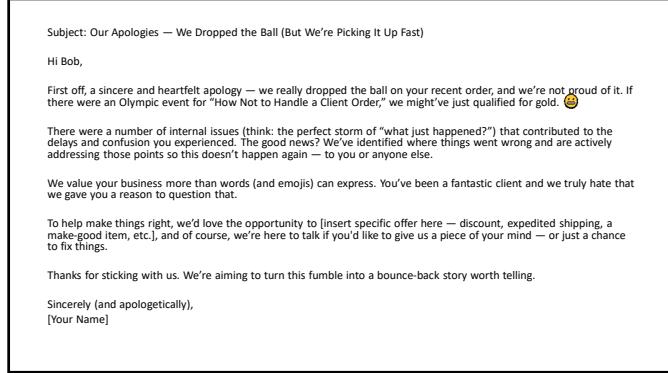
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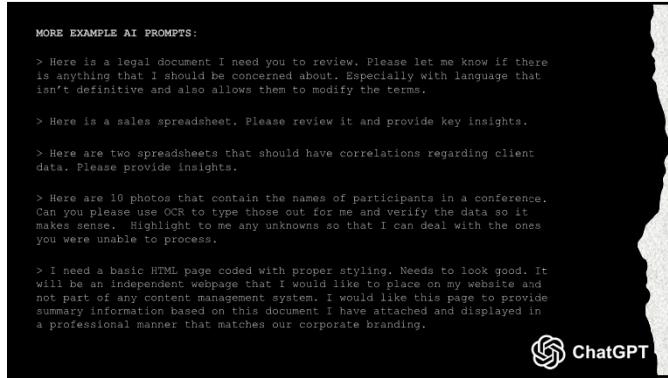
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AI for Real Businesses



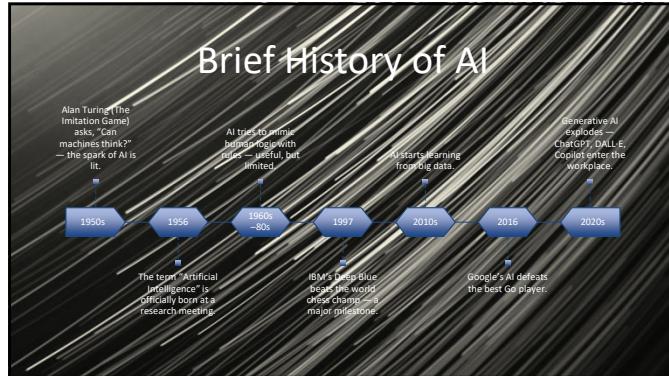
What It Is, Why It Matters, and How to Start



Unlocking time, saving money, and getting smarter
— without needing a PhD in computer science.

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Brief History of AI



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The Domino's Pizza Tracker

- Domino's uses AI to predict cooking & delivery times using traffic, weather, store data.
- They created the Pizza Tracker — improved customer transparency.
- **Result:** better experience, fewer delays, more profit.

Takeaway: AI isn't just about robots — it's about making everyday things smarter.

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How AI Saved UPS Millions

- UPS uses AI to optimize delivery routes via ORION.
- Considers traffic, weather, and avoids inefficient left turns.
- Saves 10M gallons of fuel, 100M miles, and millions in costs annually.

Takeaway: AI cuts costs, saves time, and helps the environment.

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PACCAR Smart Supply Chains

Predictive Inventory: AI-driven managed Dealer Inventory (MDI) system automates parts restocking at dealers daily.

Smart Warehousing: Voice-picking & barcoding for efficient warehouse operations.

Vehicle Data Integration: AI interprets connected truck data for predictive maintenance.

Results:

- Reduced stockouts & inventory costs
- Faster, more accurate order fulfillment
- Less vehicle downtime via predictive repairs

Takeaway: PACCAR's AI approach streamlines logistics, supports uptime, and improves customer service.

They've expanded this through partnerships like Viaduct since 2021. The result is a smoother experience for dealers, service centers, and drivers.

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What This Means for Your Business

AI is now accessible and affordable.

You can:

- Optimize routes, schedules, or staffing
- Reduce costs and manual work
- Improve customer satisfaction

Examples:

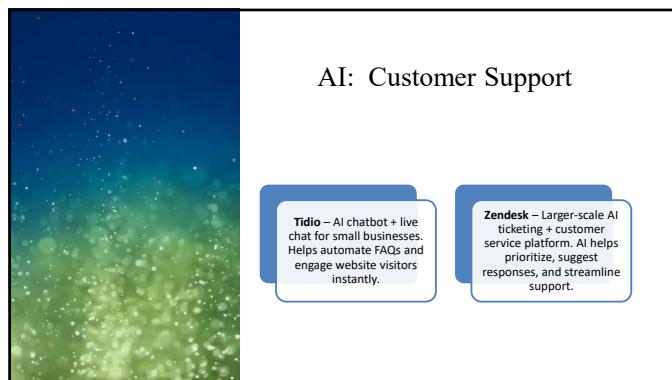
- Forecast demand
- Automate customer responses
- Analyze sales trends



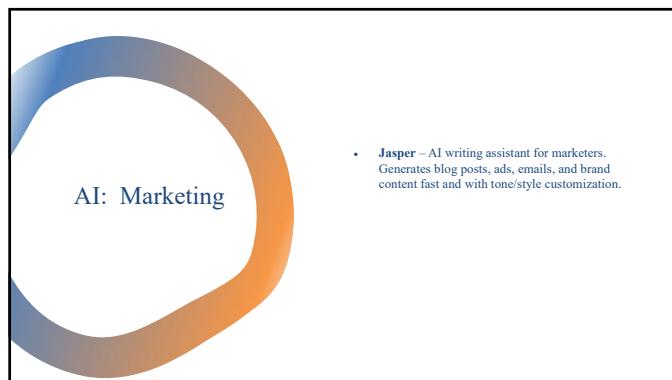
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AI: Sales



HubSpot – All-in-one CRM with AI-powered insights, lead scoring, and email follow-ups. Great for inbound sales.



Zoho – Similar to HubSpot but with broader app integration. AI ("Zia") helps analyze sales trends, predict deals, and suggest next steps.

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AI: Bookings



Clara – AI email assistant that schedules meetings like a human assistant would. Reads email context to suggest and confirm times.



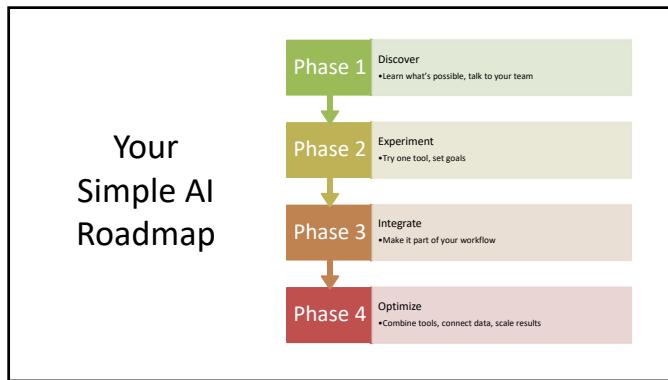
Calendly – Not true AI, but smart automation. Lets people pick from your availability to auto-schedule meetings.

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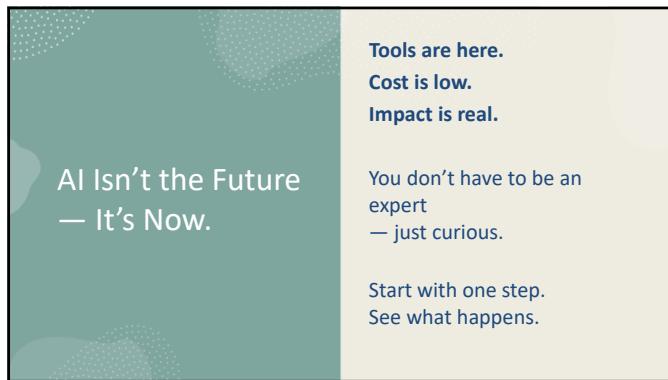
What You Can Do Next

-  Identify a pain point
-  Try one tool
-  Start small and track results
-  Gather feedback
-  Grow gradually
-  Even small improvements add up!

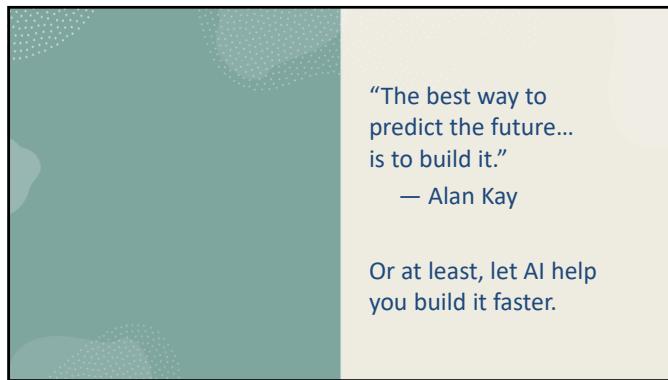
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