

tangle.

AI OPPORTUNITY WORKSHOP

Find the AI opportunities worth acting on.

A hands-on working session that turns “we should look at AI” into a prioritized, practical roadmap for your job shop.

Why run this session

The AI Opportunity Workshop is a working session for manufacturers who want a clear, unhurried look at where AI can genuinely improve how the business runs.

It isn't a software demo. We spend the time on your operation, not our product: where repetitive work piles up, where information is hard to reach, where hard-won knowledge sits with one or two people, and where better information would sharpen everyday decisions.

You leave with a practical roadmap that ranks the highest-value AI opportunities for your shop, in the order worth tackling them.

2–3 hrs

A focused working session

5–8

People around the table

1

Prioritized roadmap you keep

What we'll do together

- ✓ Map how work really flows through the business today.
- ✓ Pinpoint the repetitive tasks and bottlenecks slowing you down.
- ✓ Find where information is hard to get to.
- ✓ Surface the knowledge that lives in too few heads.
- ✓ Spot the strongest candidates for automation.
- ✓ Rank practical AI use cases by value and effort.
- ✓ Leave with an AI Opportunity Roadmap.

A collaborative working session, not a software demonstration.

Who should be in the room

The workshop is at its best with a few departments represented, so the map reflects how work actually crosses the business.

RECOMMENDED ATTENDEES

Managing Director · Operations Director · Production Manager · Engineering Manager · Estimating Manager · Purchasing Manager · Customer Service · IT (where appropriate)

Typical attendance: 5–8 people **Duration:** approximately 2–3 hours

THE WORKSHOP

Six parts, one clear plan

PART 01 · 20 MINUTES

Understanding Your Business

Get everyone on the same page about how the business runs today.

- What you make, and your typical order profile.
- High-mix, repeat work, or a bit of both.
- The operational challenges that bite hardest.
- Your current ERP landscape and any digital initiatives already under way.

OUTPUT A shared picture of how the business works.

PART 02 · 30 MINUTES

Current State Assessment

We walk through the results of your AI-Powered Job Shop Assessment together, across four lenses:

- Operational visibility
- Process agility
- Knowledge & automation
- AI enablement

The conversation centers on the gap between where you are today and where you want to be.

OUTPUT Agreement on your real strengths and your biggest opportunities.

PART 03 · 30 MINUTES

Mapping the Three Hidden Factories

This is the heart of the session. We map where work actually happens, and where it snags, across the three factories every shop runs at once.

► **Factory One: The Production Factory**

- Where are today's bottlenecks?
- What information is hard to get hold of?
- Where do delays creep in?

► Factory Two: The Information Factory

- What do people spend time hunting for?
- Which reports are still built by hand?
- Which approvals hold work up?
- Where do spreadsheets quietly plug the gaps?

► Factory Three: The Knowledge Factory

- Who holds the knowledge the shop can't run without?
- What would be hardest to replace?
- Where do decisions lean on experience rather than information anyone can reach?
- What happens on the day those people aren't in?

OUTPUT A visual map of where friction lives across the business.

PART 04 · 45 MINUTES

AI Opportunity Mapping

With the map in front of us, we call out where AI can create measurable value. Common opportunities, team by team:

Sales: Faster quotations · Customer summaries · Proposal drafts

Engineering: Similar-job search · Drawing retrieval · Knowledge capture

Production: Daily briefings · Job-risk flags · Capacity analysis

Purchasing: Supplier performance · Shortage alerts · Automated purchasing

Customer Service: Order status · Delivery updates · Full customer history

Leadership: Operational summaries · Margin analysis · Exception reporting · Executive dashboards

OUTPUT A prioritized list of AI opportunities.

PART 05 · 20 MINUTES

Prioritization

Every opportunity gets weighed on two simple questions:

Business value How much would this move the needle? **Low → High**

Ease of implementation How quickly could it go live? **Simple → Complex**

Plot them together and an Opportunity Matrix takes shape. The quick wins pick themselves.

OUTPUT A prioritized implementation roadmap.

PART 06 · 20 MINUTES

The AI-Powered Job Shop Roadmap

We close by turning the priorities into a phased plan.

► **Phase 1: Quick Wins (0–90 days)**

Examples: AI-powered search · Daily operational summaries · Customer enquiry support

► **Phase 2: Operational Improvement (3–9 months)**

Examples: Workflow automation · Knowledge capture · Better reporting

► **Phase 3: Continuous Improvement (9–24 months)**

Examples: Predictive insight · AI-supported planning · Advanced operational optimization

OUTPUT **A high-level roadmap aligned to your business priorities.**

What you'll take away

Following the session, you receive:



AI Opportunity Report · the workshop's findings, written up clearly.



Opportunity Matrix · your initiatives, ranked by value and effort.



AI Roadmap · a suggested plan for putting them in place.



Quick Wins · the highest-impact moves you could realistically make within 90 days.



Recommended Next Steps · practical recommendations, specific to your business.

What makes this workshop different

MOST DISCOVERY SESSIONS OPEN WITH

“What features are you looking for?”

WE OPEN WITH A BETTER ONE

“Where is your business losing time?”

We start with people, processes and operational improvement. Only then do we look at how AI can help.

You don't walk away with a product pitch. You walk away with a practical plan for a more productive, more agile and more resilient job shop.

What you'll leave with

By the end of the session you'll:

- ✓ Know where AI can create the most operational value for you.
- ✓ See the biggest sources of wasted time and effort clearly.
- ✓ Have your opportunities ranked by business impact.
- ✓ Hold a practical roadmap for introducing AI.
- ✓ Have a sharper picture of what an AI-powered job shop looks like for you.

Choose Tangle or choose someone else. Either way, you leave with a structured plan for using AI to run the business better.

Book your AI Opportunity Workshop.

Get started at tangle.io/demo