

# ARTIFICIAL INTELLIGENCE FOR BUSINESS

FILLING THE GAP BETWEEN AI TECH PEOPLE AND TEAM LEADERS





# WHO IS IT FOR?

- ▶ **Leaders** who want more than the fancy AI Leap of Faith
- ▶ **Managers** of AI tech teams who wants to better communicate
- ▶ **Tech** who want to get to grips with AI in business
- ▶ **AI Tech** who want to integrate business stakes into their production





# PROGRAM

- ▶ **AI 101 Basics** Show us your data, and we'll tell the AI you need
- ▶ **AI for What?** Lead AI with a KPI a human being can understand
- ▶ **Launch, Manage and Lead** AI product life in your Business
- ▶ **AI Challenges** From R&D to production, pitfalls and biases
- ▶ **AI State of the Art** Gallery of the best AI to date





# OUTCOMES

- ▶ **Know your AI Fundamentals** Manage your AI and Software teams
- ▶ **AI State of Mind** AI Acculturation at the service of (internal) clients
- ▶ **AI Project Management** Towards production without wishful thinking
- ▶ **Case Studies** Hands-on theory to practice
- ▶ **Lead AI for your company interest** Not the other way around!







# STRENGTHS

- ▶ **2 seasoned practitioners of Corporate AI**
  - 1 Ph.D. in Applied Math at Research Fellow level
  - 1 Serial Entrepreneur in Tech companies at CxO level
- ▶ **Tested Material** taught over several MBA cohorts and companies
- ▶ **Interactive training** with hands-on examples





# PRACTICAL DETAILS

- ▶ **On-site room with big screen for slides projection**  
No more lockdown video conferences
- ▶ **Whiteboard for hands-on exercises**  
Understanding what is at stakes with markers
- ▶ **Between 5 and 20 persons for personal interactions**  
Less than 5 is an interview with slides  
More than 20 feels like rock concert
- ▶ **2 half-days of training and 2 half-days of workshops**  
Shorter is cultural animation  
Longer is for in-depth topics





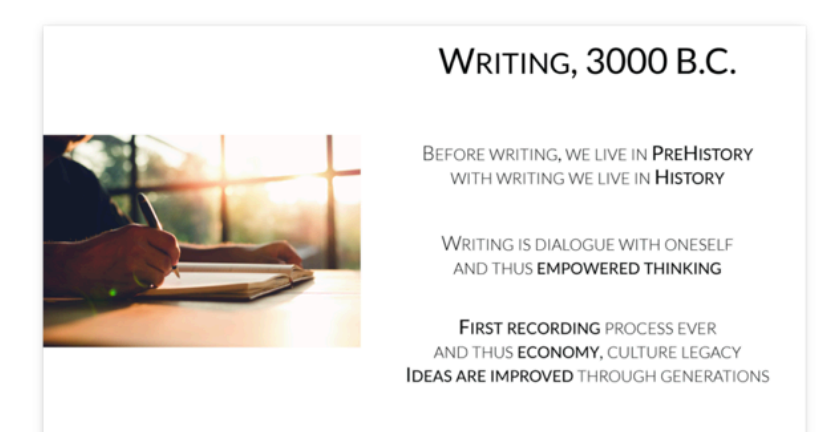
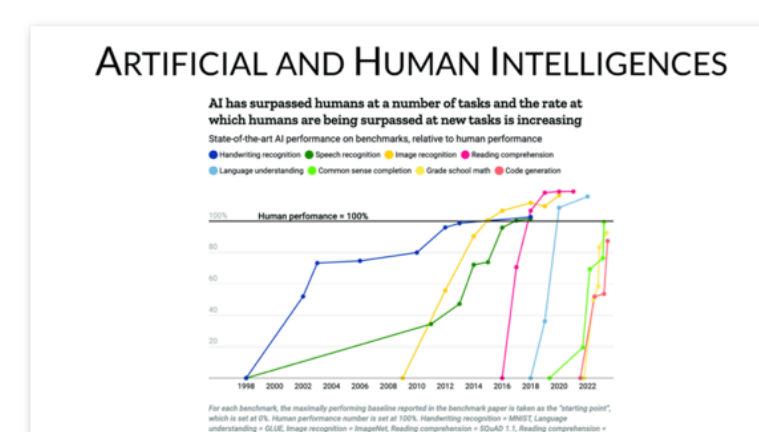
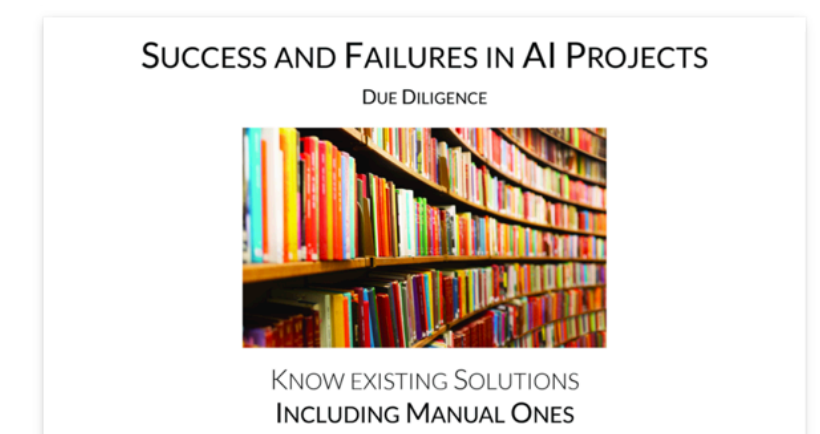
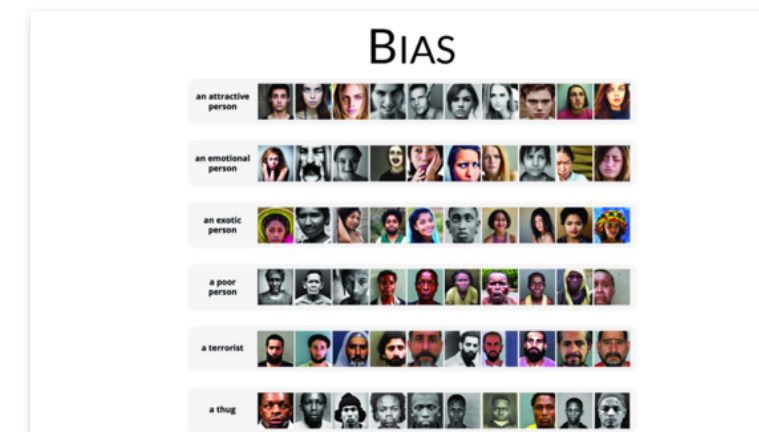
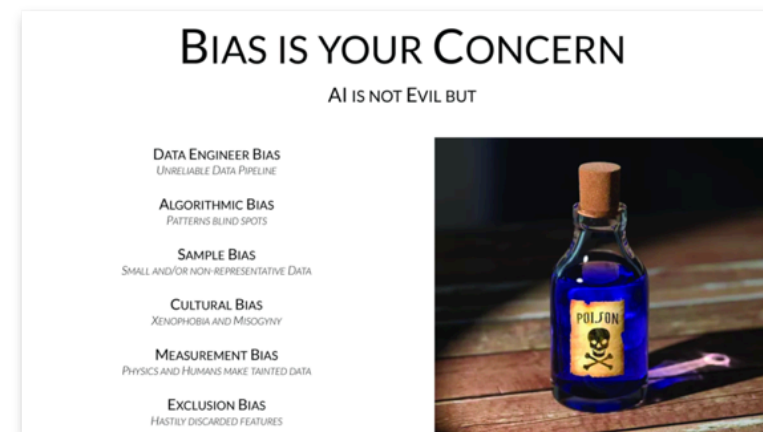
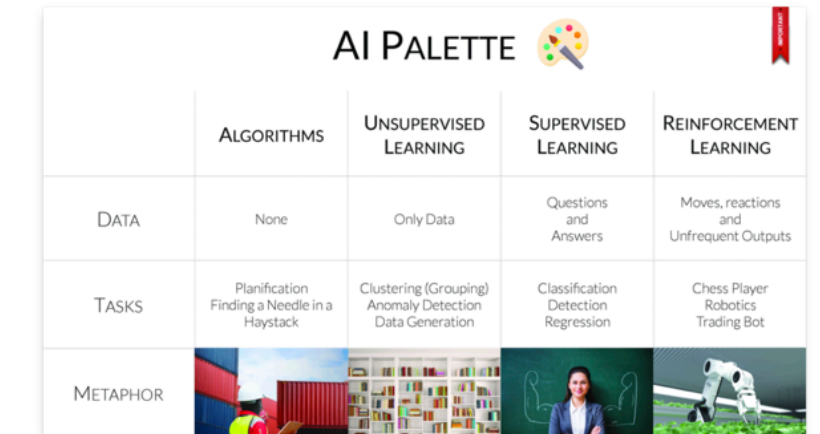


# KNOWLEDGE CORPUS

## Artificial Intelligence for Business Foundational Concepts for Managing AI

## Real-world Case Studies and Anecdotes Effective Strategies, Dos and Don'ts

16+ hours and 200+ slides of  
constantly updated material in 3+ years  
that can be split and customized





# 👉 EXPERIENCE FEEDBACK

- ▶ **Oscaro.com** revenue optimization against fraud (launched in 2016, still in production)
- ▶ **Glasspop** shorten optical exam time for eyeglass prescriptions
- ▶ **Nexton Consulting** ExCom evangelization and AI content for events/customers
- ▶ **xBrain** early AI chatbots business grow from 0 to 2M€ YRR
- ▶ **Ircam Amplify** on-budget music catalog revenue optimization on Spotify
- ▶ **VizioSense** embedded image recognition on low-energy/low-bandwidth devices

“Warith's expertise in AI and Computer Vision has been key to shape the R&D team”

*Maxime Schacht*  
founder of VizioSense



“Laurent is exceptional at successfully leading software and AI projects in a competitive business environment”

*Anne Bioulac*  
Augustus AI CEO  
(acquired xBrain)



“I used to prompt ChatGPT4 when I had AI questions, but now I ask Warith and Laurent, and it's much more efficient. There's no stopping progress!”

*Dr. Alexandre Larmagnac*  
Head of pre-engineering  
at Volpi Group



# 😊 WHO ARE WE?



WARITH@HEEDGI.COM

## ▶ WARITH HARCHAOUI

Between academic research and business pragmatism, I am a scientist in Artificial Intelligence (Ph.D. in Applied Math).

My expertise covers images, videos, sound and text at the service of products and clients.



LAURENT@HEEDGI.COM

## ▶ LAURENT PANTANACCE

My passion for entrepreneurship lead me to startups and companies in a diverse spectrum of industries, including web agencies, IoT, Media Tools, LegalTech, and AI. This journey propelled me into senior CxO positions in critical areas such as Operations, Marketing, Sales, and Customer Relations, with hands-on involvement with tech teams to ensure the success and sustainability of the business.

