

About 700 AI sales & business development tools launched this year.

The advantage isn't having more AI tools. It's knowing which ones belong in your practice.

23byKAI keeps your firm informed about emerging AI applications, which tools deliver the most value, and how they perform in real-world AEC workflows—so your team can decide what to adopt and use effectively. The engagement can begin with one department, one workflow, or one business function and expand over time based on the firm's priorities.

TWO WAYS TO ENGAGE

01

Educate

A practical presentation that helps teams understand the current AI landscape and choose the right applications.

- AI tools for different business functions
- Tool strengths and limitations
- What to do and what to avoid
- Smarter ways to organize and use AI
- New tools, updates, and recommendations

02

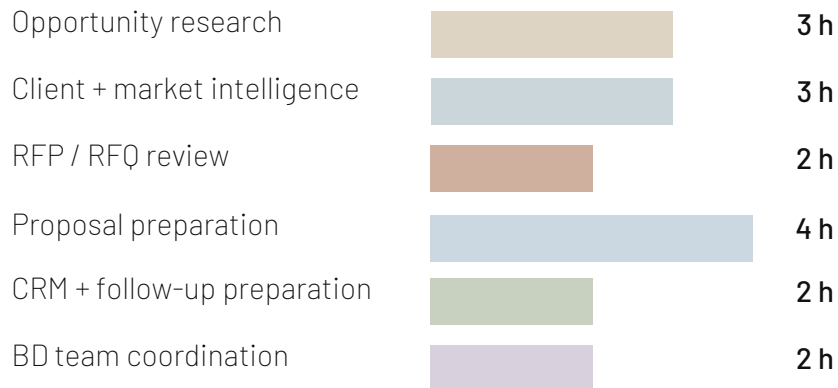
Innovate

Three update sessions per year to keep the team current as AI tools and capabilities evolve.

- Relevant new AI tools and capabilities
 - Changes to tools the team already uses
 - Practical AEC use cases worth watching
 - Questions that surface through real-world use
 - Recommendations on what is worth adopting — and what can be ignored
- Best for teams that want informed, ongoing AI guidance without researching every new tool themselves.

Where can AI support your team?

Illustrative internal workload that AI could reduce



~2 workdays that could be spent on pursuit and pipeline.

WEEKLY SAVING

\$3,250 / week

Current overhead drain from manual proposal administration and CRM tasks.

YOUR INVESTMENT WITH US

\$50 / week

Covers education, continuous workflow alignment, and expert AI advisory.

Because a firm's competitive edge depends on shifting talent out of administrative loops and into pursuit velocity.



AI Education + Strategic Workflow Advisory
BEYOND THE CRAFT

You Choose. We Curate and Deliver.

Simply select a topic from our library below, invite your team, and provide the meeting space. 23byKAI develops and delivers the educational content or moderates conversations with your firm's own professionals. Prefer an off-site experience?

01 Educate

AI EDUCATION

\$550 /session

60-minute presentation + Q&A on applications for AEC functions, practical use, limitations, and what to avoid.

AI BRIEFING SUBSCRIPTION

\$1,500 / year

Three 60-minute updates annually on new AI tools, changes to existing applications, relevant AEC use cases, and team questions.

02 Innovate

AI WORKFLOW ASSESSMENT

From \$1,450

Review one team/workflow; identify friction, repetitive work, and opportunities. Include written findings and recommendations.

AI WORKFLOW ADVISORY – ASSESSMENT + FOLLOW-UPS

\$2,350 / year

Following an initial workflow assessment, we conduct **two** recurring follow-up sessions with your team to review their chosen AI adaptation strategies and resolve implementation roadblocks.

AI PILOT DEVELOPMENT – STANDALONE PACKAGE

From \$3,750

A standalone workshop scope to transition one core workflow from end to end. We evaluate your process, train your staff, document procedures, and successfully hand off a fully functional, AI-enabled system to your team.

**Pricing based on 50 FTE or less