

EXECUTIVE WORKSHOP RECAP | SEPTEMBER 24, 2026 | CHICAGO

AI is easy until it crosses a silo

Data, context and governance decide whether it scales

Thank you for spending the afternoon with us. **30 executives** from food & CPG, manufacturing & logistics, and financial services joined us for candid discussion and live demos. Here is what the room took away.



Four takeaways from Chicago

1. Unify the data before you scale agents

One agent on one dataset is simple. When agents need product, inventory or customer data from other systems, they need a shared foundation, or they make conflicting decisions.

2. Agree on meaning before AI acts

A governed data contract records what the data means, where it comes from and who owns it, and becomes the single source of truth for every system and agent.

3. Keep humans at the critical gates

AI is non-deterministic, so deterministic checks keep it honest. Agents iterate between steps; a person signs off before anything sensitive reaches production.

4. Tie every use case to an outcome

Growth, efficiency or compliance: if an initiative doesn't move one of the three, question it. Scope tightly and show value in months, not years.



QUESTIONS FROM THE ROOM

Who owns the meaning of data: IT or the business?

IT should own the platform; the business should own what the data means.

Our documentation is years out of date. Where do we start?

Interview the people who hold the knowledge, let agents reconcile it, check a small slice, then expand.

How much governance before an agent acts alone?

It depends on the industry, and it has to be enforced, not ceremonial.

Who is accountable in a recall across partners?

Data contracts with each partner define what is shared, who supplied what, and what each report can reveal.

THE LIVE DEMO

When AI shouldn't guess

In the demo, a recall notice met a catalog with similar product names but missing lot numbers. A human set the rule: only exact matches trigger a recall; partial matches stay under compliance review. The decision was captured in a versioned data contract every system follows.

Behind the demo: **Discover → Govern → Modernize → Validate → Cut over**, with a human at every gate.

NEXT STEP

Bring the conversation to your team.

Reply to this email to explore how these principles apply to one of your own data domains.