



JENLOR

You're Not Breaking the Rules.

You're Just 12 Months Ahead of Your Boss.

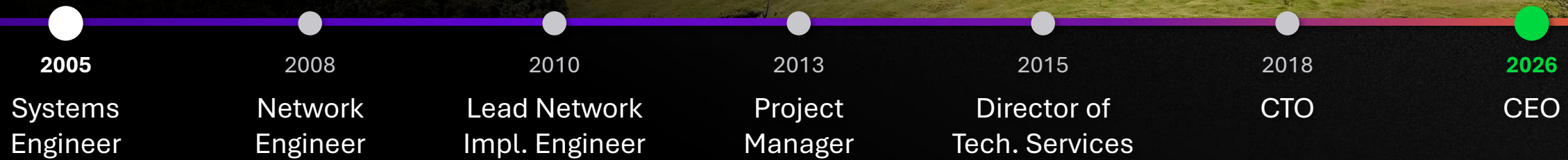
Frank Schlatterer: CEO @ JENLOR Integrations





WHO I AM

From Technician to CEO



The Premise



Somewhere in Your Org, Someone's Using AI Nobody Approved



It's probably not simply a "rogue" employee.

It could be your most resourceful one.

WHY THEY DO IT

It Works. And **Waiting Wasn't an Option.**



Real problems, real deadlines

No approved tool existed

Results came fast



THE HIDDEN COST

Is That Someone **You?**

If so, your best work may be hiding out of sight

Value stays invisible to leadership

Careers stall in the shadows

Fear keeps it there



Shadow AI: Risk... or Signal?

Data from endpoints scans across a representative sample of more than 20 SMB's in a wide range of industries across western PA

~35%

1 in 3 scanned endpoints had unsanctioned AI. Average org had shadow AI on ~35% of its machines.



75% of organizations had shadow AI on at least a quarter of their machines. **30%** had it on half or more.

100%

Every organization we scanned had unsanctioned AI tools on their network. There were no clean environments.

Shadow AI: Risk... or Signal?

Data from endpoints scans across a representative sample of more than 20 SMB's in a wide range of industries across western PA



15 distinct AI tools discovered.

Coding assist, meeting recorders, image generators, etc. not just chatbots.



~140 visits to unsanctioned AI per affected machine.

A sign employees are building these tools into daily work.

FLIPPING THE CONVERSATION

Shadow AI: Risk... or Signal?

Usually framed as a security threat. Also a map of unmet needs.



RISK



Today's arc:
Moving from quiet use
to trusted leadership.



SIGNAL

I Sit on Both Sides of This



- Served 120+ organizations, and 1,000's of endpoints
- CISSP. Security is my job.
- Shadow AI is a real risk. It's also a real signal.
- **Trust is the way through.**

The Tech Skills Gap

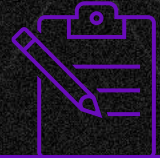


You Know More Than Your Boss. **Really.**



Tools you use

Prompting, automation,
and workflows most
leaders have never opened.



Tools they think you use

Email, spreadsheets,
maybe a chatbot for
drafting a memo.

That gap is an asset -- but only if it's visible.

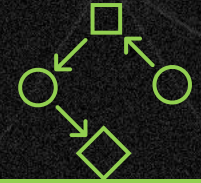
NOBODY HAS IT ALL FIGURED OUT

Your Boss Doesn't Have **All the Answers**



What they see

A search bar with
better manners.



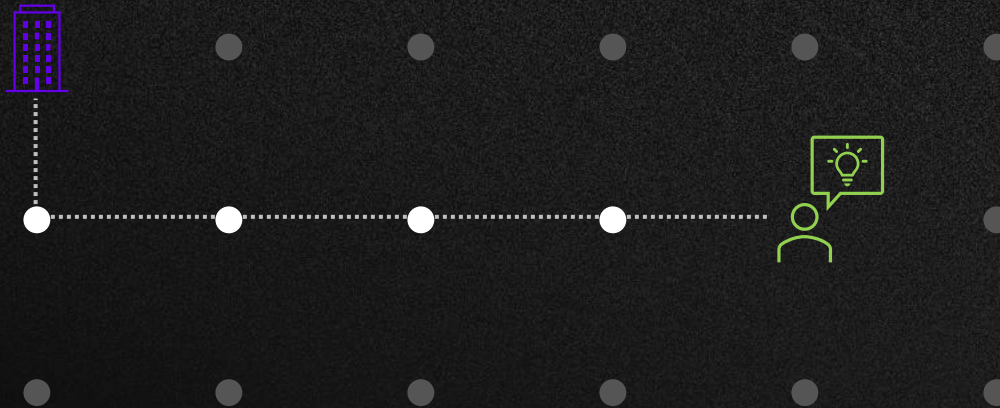
What's possible

A multi-step workflow
a motivated 24-year-old
might build in an afternoon.

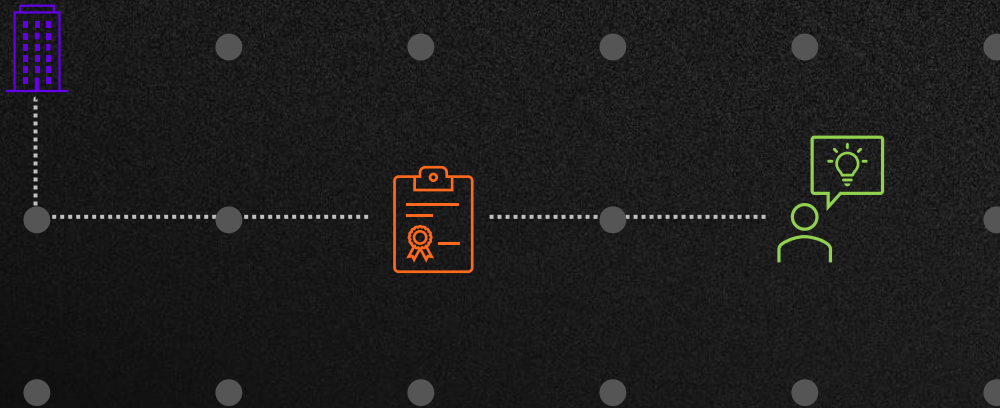
Leaders Don't Know **What They Don't Know**

Uninformed leaders can't
make informed AI choices.

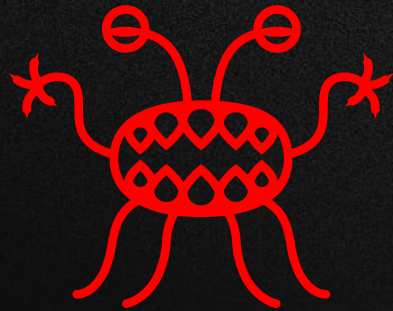
Your knowledge could fill
that gap



The Mindset Shift



Yes, Fear of Getting Caught Is Real

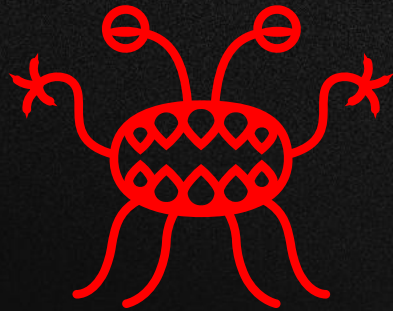


Early-career instinct favors caution.

That instinct isn't wrong.

It's just incomplete.

Yes, Fear of Getting Caught Is Real

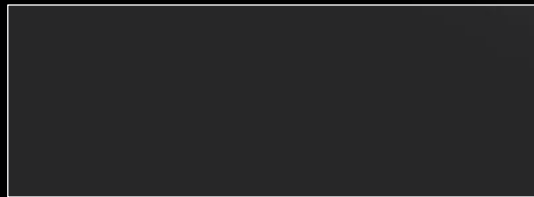


DISCLAIMER:

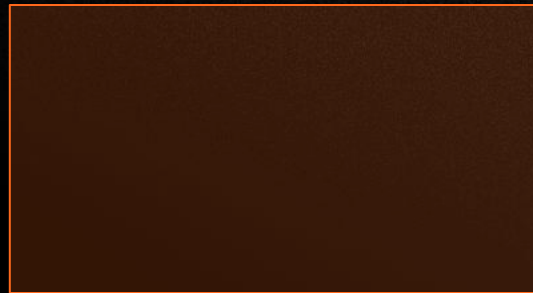
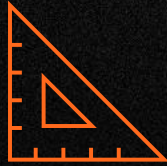
Your career is your own.

Use your best judgement.

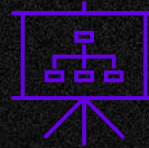
Quiet User -> Visible Leader



Use it
responsibly



Measure
what it saves



Translate into
business value



Bring it to
leadership

SPEAK THE EXECUTIVE'S LANGUAGE

Do the **Napkin Math**



2 hrs

wasted per day

×



10 people

doing the work

×



3 days

per week

×



\$35/hr

example cost

~\$100k+ wasted every year

from one process nobody had ever measured.



FRAME IT THE RIGHT WAY

Tactful, Respectful, Credible



The risk

Competitors are moving.
Falling behind is real.



The opportunity

Free your people from tedium.
Unlock their creativity.

Not "you're behind" -- "here's something that could help."



SHOW, DON'T TELL

Bring It to **the Table**



Demo one real
workflow



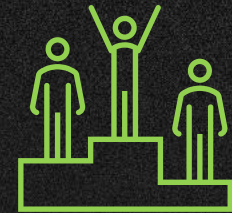
Show Before &
After



Offer to Pilot
the Project



Be the one to make it
happen



Be The One Who
Made it Happen

VISIBLE DOESN'T MEAN RECKLESS

Come Out of the Shadows **the Right Way**

**Trust is
what
you're
building.**



Know your organization's policies



Protect client and confidential data



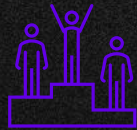
Be transparent about what you use



Propose guardrails, not workarounds



The Opportunity



THE CHESSBOARD HAS BEEN RESET

AI Reset **the Board**



Real threats and real uncertainty

Also a clean slate

Pieces are up for grabs



LOOK BEFORE YOU LEAP

Culture Matters



Doesn't Listen

Caustic cultures may not reward your initiative.

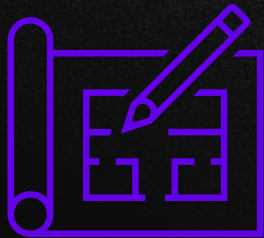


Listens

Finds bosses and orgs open to new ideas and contribution.

THE EMPTY SEAT

Nobody Is “Head of AI” Yet



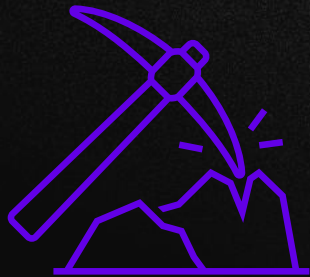
Most SMBs have no AI lead

The role is undefined

Green field for the curious and bold

ABOUT THAT LUCK...

Hard Work + Luck. **Honestly.**

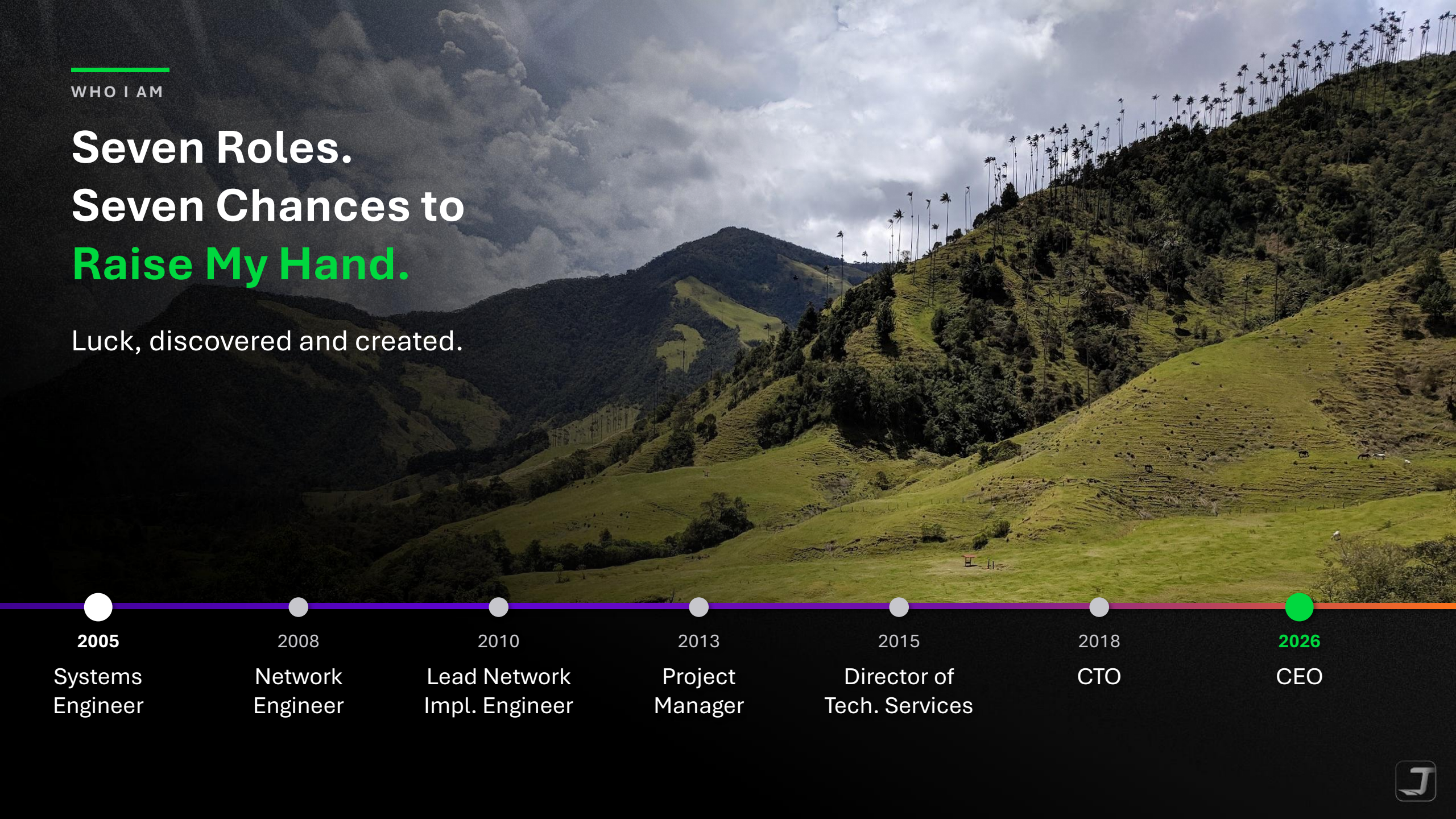


Hard work alone isn't enough

Luck is real, but luck can be cultivated

Be where opportunity lands

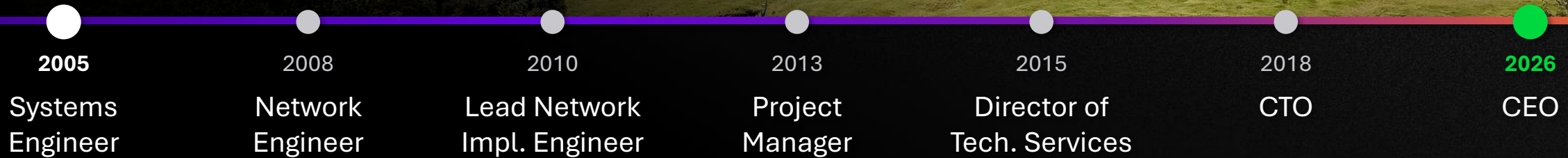




WHO I AM

Seven Roles. Seven Chances to Raise My Hand.

Luck, discovered and created.



SAME PRINCIPLE, NEW ERA

The Fundamentals Haven't Changed

2005



Today

Solve problems before being asked | Bring solutions, not complaints | Good bosses elevate those people



YOUR MOVE

The Board Is Open. **Make a Move.**



- Find one tedious task
- Measure the time it saves
- Do the napkin math
- Bring it to someone who'll listen
- **Be the first to make it happen.**

JENLOR *Thank You*

