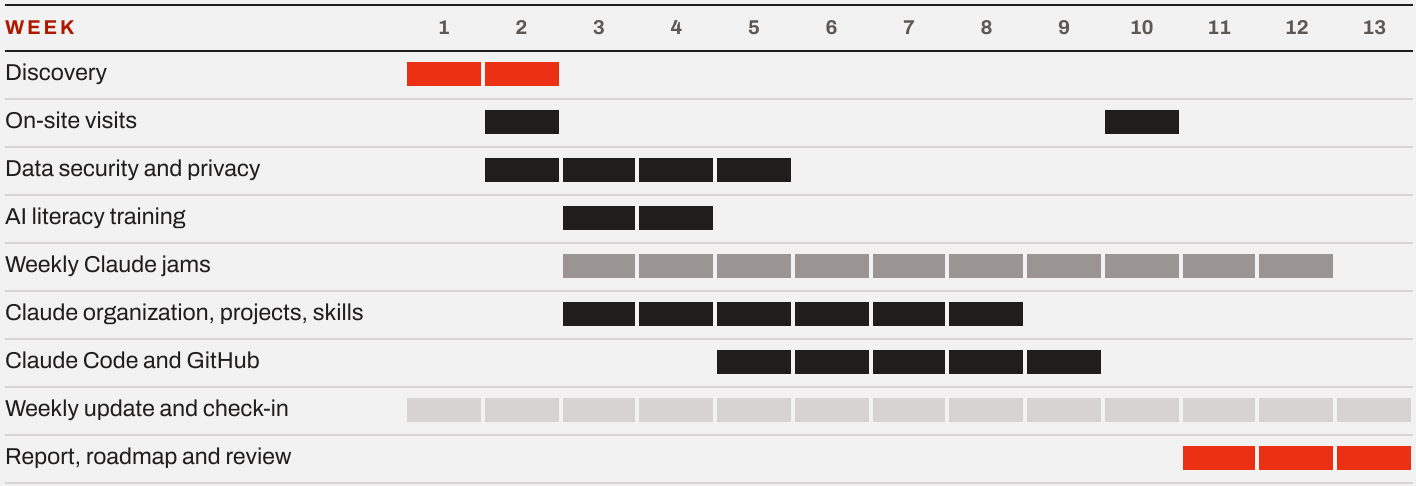
Base Camp

$35,000+

90 days · depends on company size and plan detail

A 90-day engagement that gets your business and your team ready to be self-sufficient with data and technology. You finish with a clear map: where you want to be, where you are today, and the gaps to close.

THE 90 DAYS, WEEK BY WEEK



WEEKS 1–2
Discover

- Remote review of data, systems and workflows
- First on-site visit with in-person workshops
- Problem backlog and early leaders named

WEEKS 3–9
Build

- AI literacy for the whole team, then weekly jams
- Claude organization, projects, skills, artifacts
- Claude Code, GitHub and a design system

WEEKS 10–13
Deliver

- Return visit in week 10 to close gaps
- Full written report and roadmap
- A 1 to 2 hour review together

WHAT'S INCLUDED

- Two on-site visits
- Weekly update, training and check-in
- Email and chat access for all 90 days
- Coaching for your individuals

YOU FINISH WITH

- A team that can build with AI on its own
- Working tools in daily use
- A roadmap with the next projects in order
- The option to continue with Ascent and Summit

Talk about Base Camp

smbai.us
greg@smbai.us · 774-454-2736

Discovery, in detail

The first two weeks set up everything that follows. Before we change anything, we learn how your business really runs: the data, the systems, the work and the people.

HOW THE TWO WEEKS RUN

BEFORE DAY 1

Kickoff

- A 60-minute kickoff call with the owner and sponsor
- Questionnaire on goals, pain points and history
- List of every system, subscription and login owner
- Read-only access set up where we need to look
- Org chart and a list of people to interview

WEEK 1 · REMOTE

Review and interviews

- Review of each system's setup, data and users
- Map how information moves between systems
- 30-minute interviews with each department lead
- A short AI comfort survey for the whole team
- Draft workflow maps for review on site

WEEK 2 · ON SITE

Visit and workshops

- Walk the business and sit with the people doing the work
- AI literacy kickoff for the whole team
- Department sessions to write problem statements
- Leadership session on goals and priorities
- Wrap-up with first findings before I leave

WHAT WE LOOK AT

Data

- Where it lives: ERP, CRM, accounting, files, email
- Who owns it and who can reach it
- What's re-keyed, duplicated or kept in spreadsheets

Systems and software

- Every app and subscription, and what it costs
- What connects to what, and what doesn't
- Which tools already have AI or a connector

Hardware and network

- Laptops, servers and their age
- Network, Wi-Fi and remote access
- Readiness for a local AI appliance

Workflows

- Three to five core processes, end to end
- Quote to cash, order to ship, month-end close
- Handoffs, waits and manual steps

Security and governance

- Accounts, admin rights, MFA and backups
- Sensitive data: customers, finance, HR
- AI already in use, approved or not

People and culture

- How comfortable each person is with AI
- Who is already experimenting
- Who could lead, and where change is hard

WHAT YOU GET AT THE END OF DISCOVERY

- A map of your systems and data
- Workflow maps for your core processes
- A security and data-readiness snapshot
- A ranked backlog of problem statements
- Early leaders named, and the plan for weeks 3–9

WHAT I NEED FROM YOU

- An owner or sponsor who can make decisions
- Read-only access to the systems we review
- 30 minutes with each department lead
- A day on site with your team in week 2
- Honest answers, including what isn't working

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