



Trent Gillespie



AI ISN'T AN IT PROJECT

*It's a **leadership** one*

Culture of
Innovation + AI =

Unstopppable Growth

✓ Leadership

✓ Vision

✓ Action

THE BOLD AREN'T WAITING
FOR AI TO HAPPEN TO THEM.

*THEY ARE USING IT TO
REINVENT WHAT IS POSSIBLE.*

20%

*PRODUCTIVITY SAVINGS + BETTER
QUALITY WORK FOR DAILY USERS*

40%

OF KNOWLEDGE WORKER EMPLOYEES
ARE USING AI IN THEIR WORK TODAY

Even if they aren't officially authorized.

What will our
future customer
want...

... 5 years from now?

90%

OF B2B BUYERS USE GENERATIVE-AI TOOLS
IN THEIR PURCHASING PROCESS

FORRESTER®

THEY ARE USING AI
TO OPTIMIZE

*FOR A WORLD THAT
NO LONGER EXISTS.*

What changes
when intelligence
is *cheap*?

“As data center production gets automated, the cost of intelligence will approach the cost of electricity.”

Sam Altman, CEO OpenAI

Intelligence

Electricity





What can I help with?

Act as a product manager for a logistics and freight technology company.

Write clear, concise BUSINESS REQUIREMENTS for a very simple web application called ***"Dormant Carrier Reactivation Assistant"*** aimed at freight brokers and carrier sales reps.

Context:

- This is a STAGE DEMO app for logistics/freight investors and CEOs.
- The goal is to show how non-technical freight employees could use AI-powered tools to automate a specific workflow.
- The app should focus on a single workflow: reactivating dormant carriers from an existing network.
- It should be simple enough to demo live in 3-5 minutes.

+





+ Create App

↓ Import code or design

🏠 Home

📁 Apps

🌐 Published apps

📦 Integrations

🔄 Usage

Explore more



+ Purchase credit packs

🔗 Refer & Earn

Install Replit on



Hi Trent, what do you want to make?

📦 Build

✎ Design Beta

Build the application as designed in the attached requirements



Pasted-1-Overv...



▶ Start designing

The fastest way to a visual prototype with no backend – ideal for designers and PMs. See results in ~2 minutes.

Start with an example

Wake Up Your Silent Network

Upload your carrier list to identify dormant partners and generate AI-powered reactivation messages instantly.



Upload Carrier List

Drag & drop your Excel file here, or click to
browse.

Supports .xlsx, .xls

 Show less

Time worked	8 minutes
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Work done	53 actions
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Items read	2283 lines
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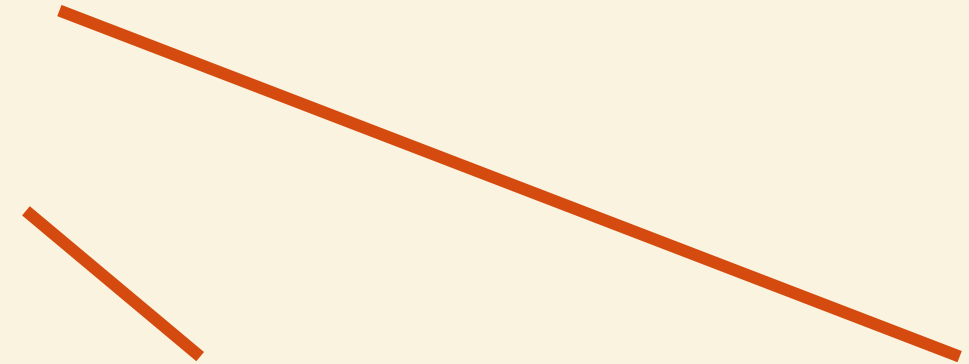
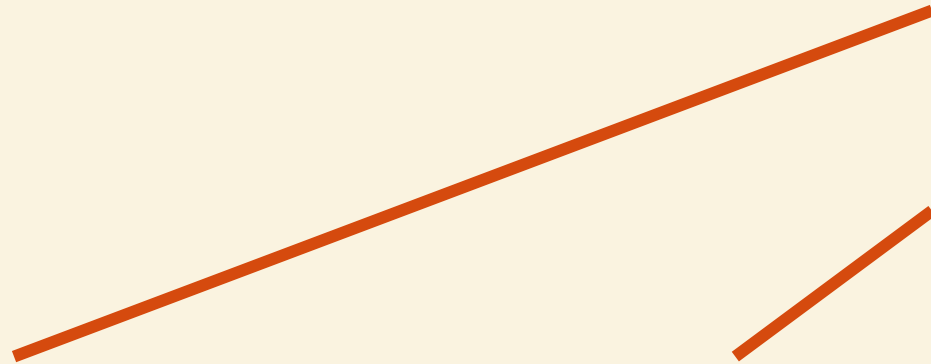
Code changed	1608 lines
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Agent Usage	\$2.13
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General
Purpose
AI Agent



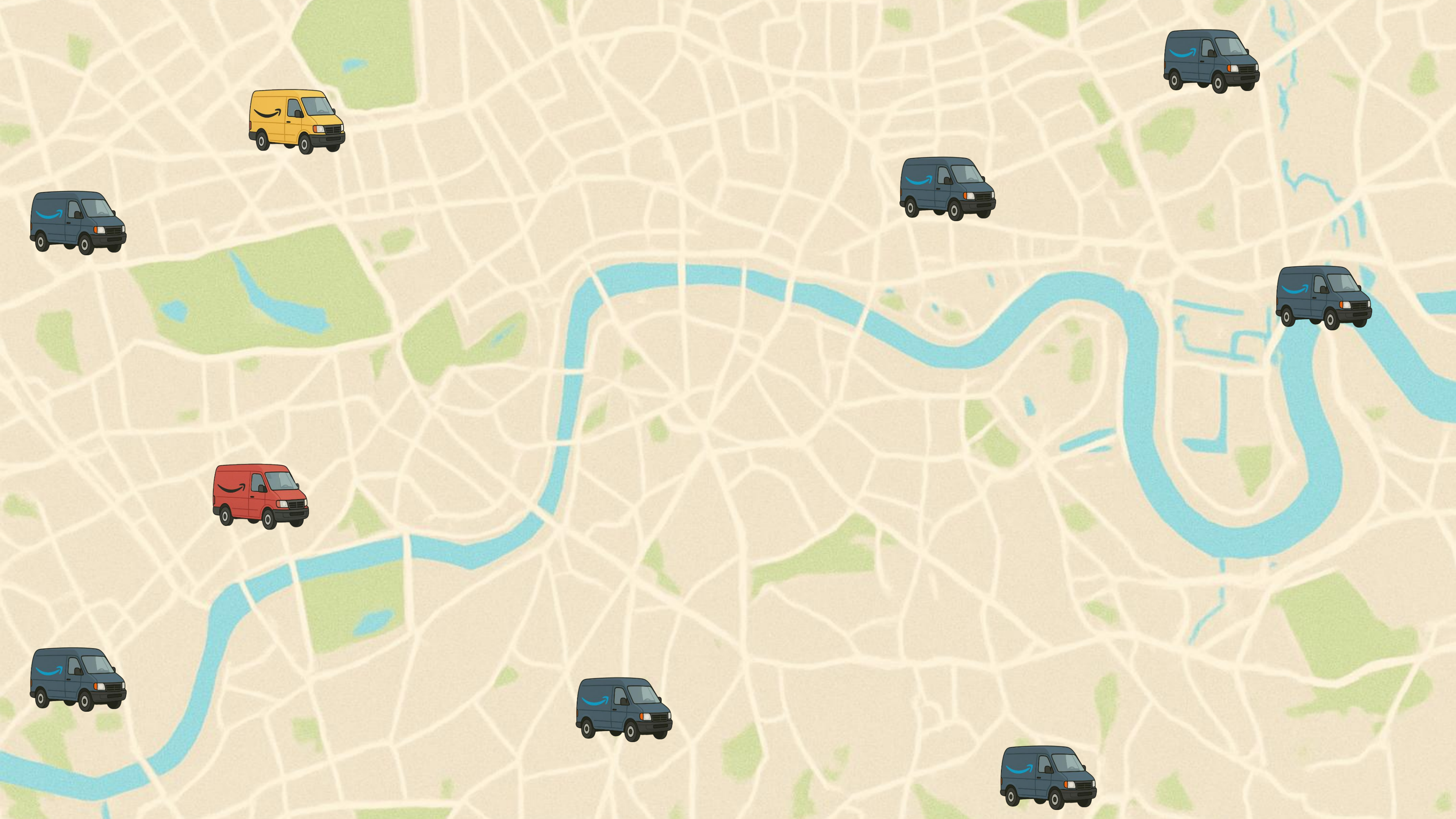
Forecasting
Agent

Pricing
Agent

Routing
Agent

Maintenance
Agent

Specialty Agents



The background is a stylized map with a grid of light yellow roads, green patches representing parks or fields, and blue lines representing rivers or streams. Scattered across the map are several Amazon delivery vans. Most are dark blue with the Amazon logo on the side. One van in the upper left is yellow. One van in the middle left is red. The central text is contained within a white rounded rectangle with a thin red border.

ALERT!
Incident
Reported

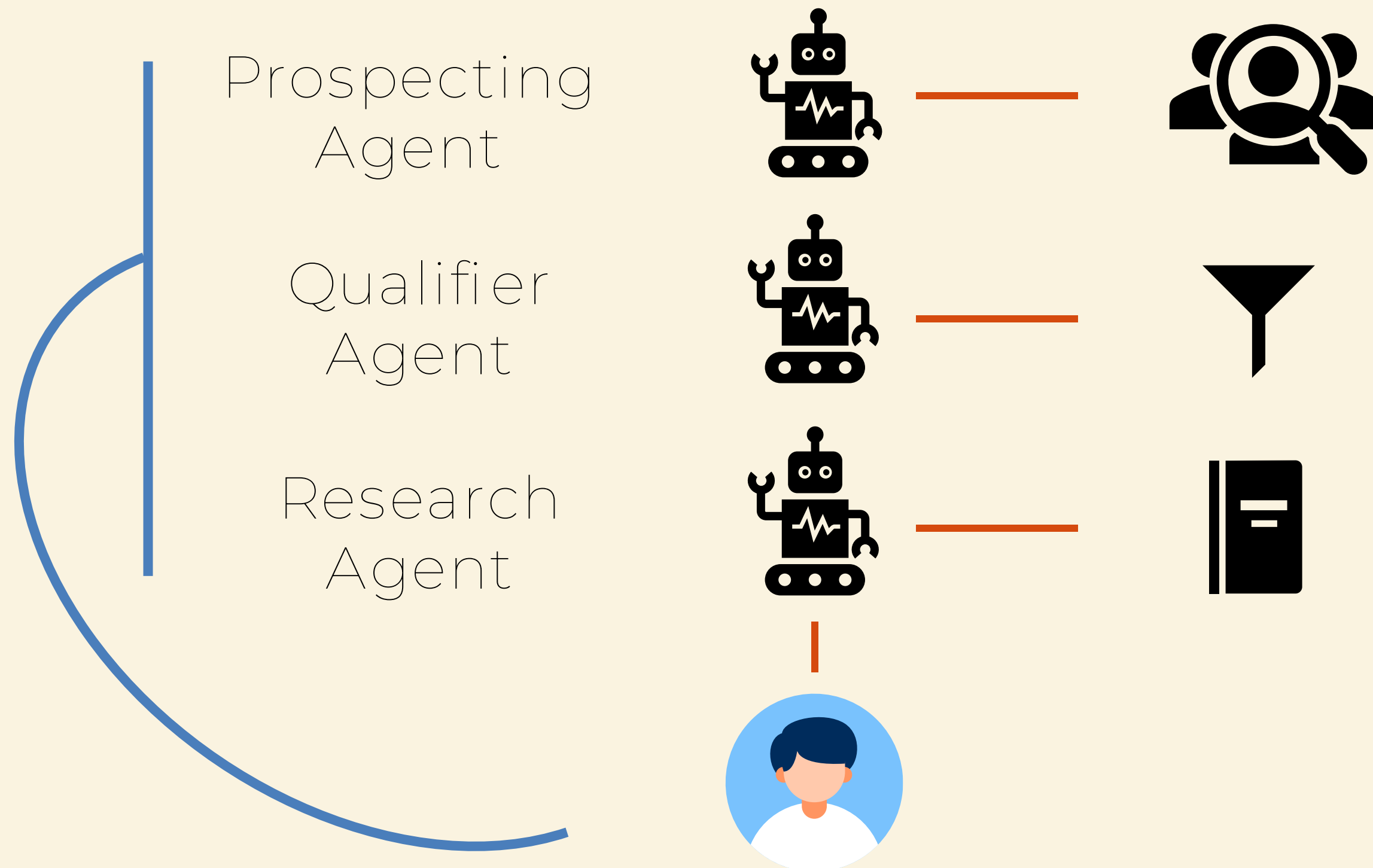


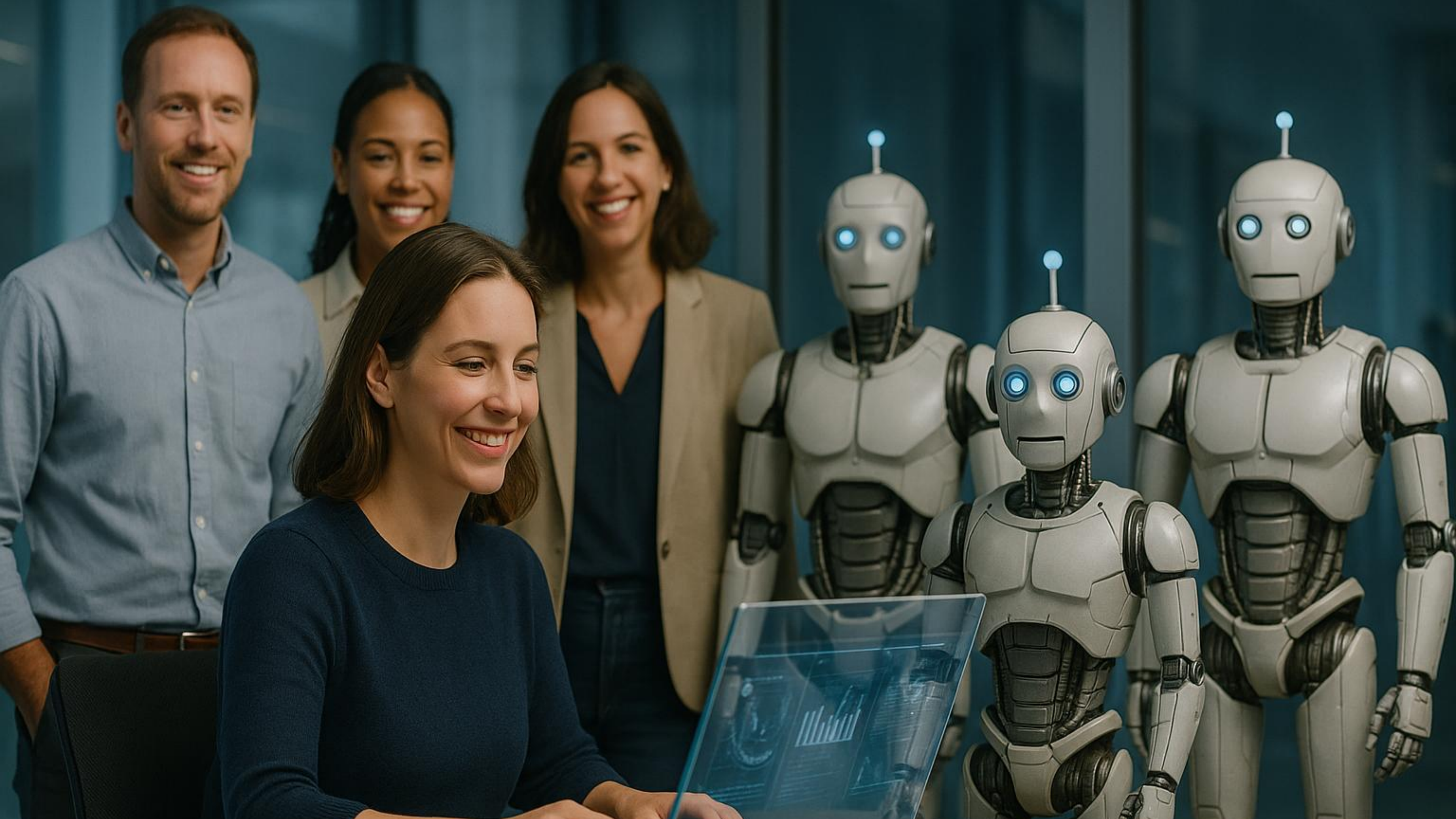
What can I help with?

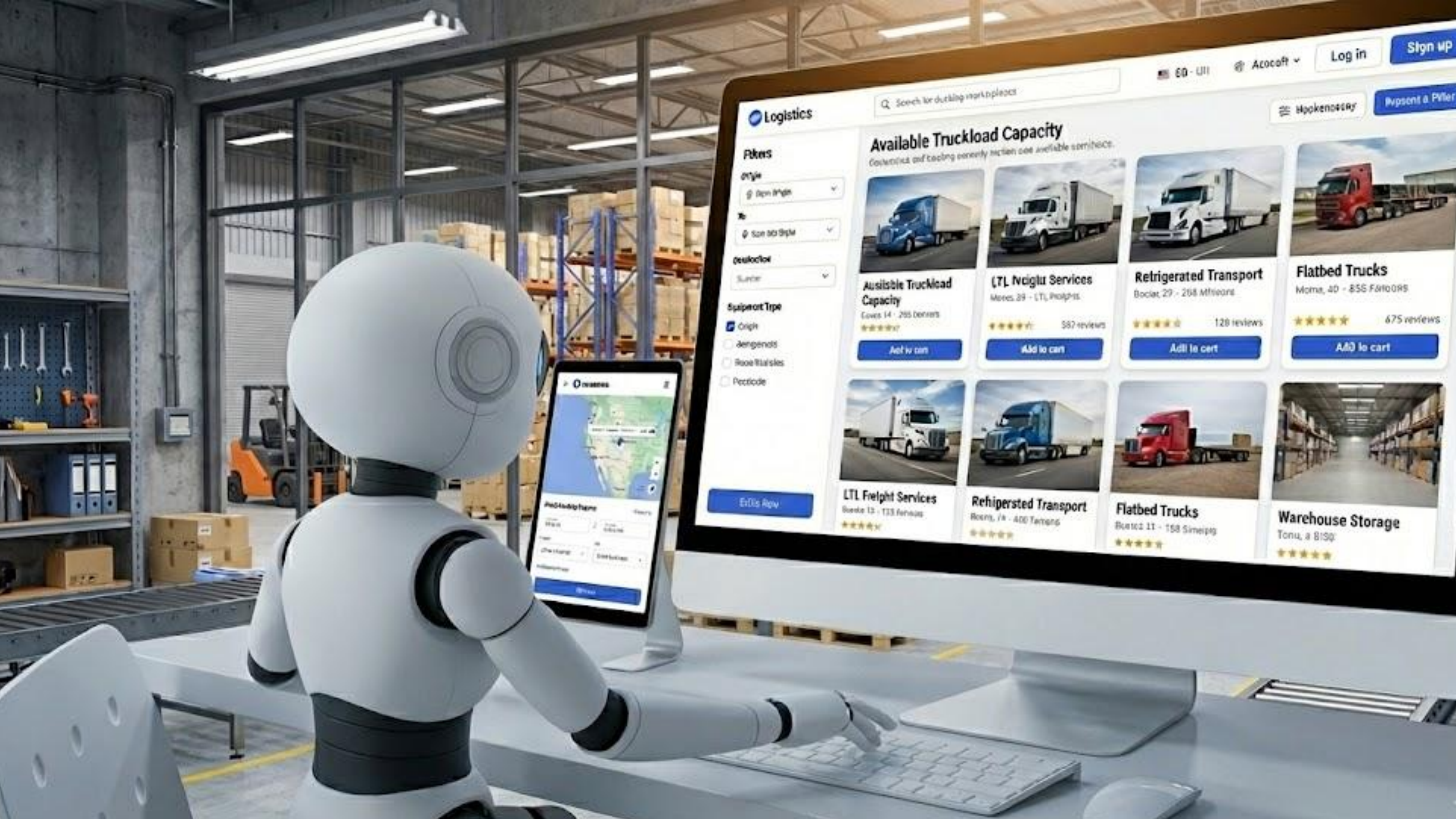
Log into Hubspot and add a task for Torey Carter-Coneen that I need to follow up with him next Monday.



REDESIGNING SALES WITH AI







Logistics

Search for trucking work places

60 - USA

Acocoft

Log in

Sign up

Shipment

Request a Price

Filter

Style

Open Right

To

Open to Ship

Location

Search

Support Type

Origin

Destination

Route/Trails

Product

Available Truckload Capacity

Collected and listing capacity information available services.



Available Truckload Capacity

Covers 14 - 255 barrels

★★★★★

Add to cart



LTL Freight Services

Moves 39 - LTL, Freight

★★★★★ 587 reviews

Add to cart



Refrigerated Transport

Boxed 29 - 268 Mfrs

★★★★★ 128 reviews

Add to cart



Flatbed Trucks

Moves 40 - 855 Mfrs

★★★★★ 675 reviews

Add to cart



LTL Freight Services

Moves 12 - 133 Mfrs

★★★★★

Add to cart



Refrigerated Transport

Boxed 18 - 400 Mfrs

★★★★★



Flatbed Trucks

Boxed 11 - 158 Mfrs

★★★★★



Warehouse Storage

Tons, a 8150

★★★★★

CUSTOMER



Need 2 loads CHI →
DAL. Pickup
tomorrow.

YOU



2 trucks available.
\$2.42/mi. 9 a.m.
pickup. 97% on-time.

**General
Purpose
AI Agent**

**Your General
Purpose
Agent**

**Your
Sales AI
Agent**

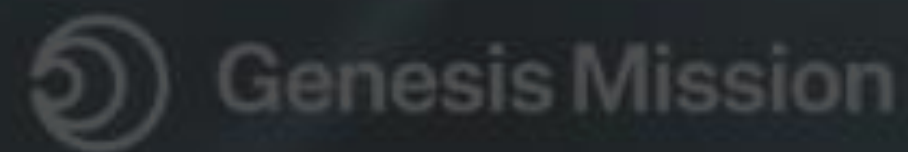
IN THE FUTURE,
YOU WON'T JUST
SELL TO HUMANS.

But their AI Agents too.

THE GENESIS MISSION

**Establishes the American AI Science and
Security Platform**

**Goal: Double Productivity and R&D across
Manufacturing, Supply Chain, Materials,
Energy, and Biotech in 10 Years**



THE GENESIS MISSION

- Shared National Compute & Federal Data
- Standard, Secured Data Flows
- Predictive Models for Multiple Industries
- New Energy Infrastructure
- AI Agents for Experimentation
- Automated Robotic Labs and Production Demonstration within 270 Days

THE GENESIS MISSION

Initial Focus Impacts Freight & Logistics:

- Advanced Manufacturing
- Biotechnology
- Critical Materials
- Nuclear Fission and Fusion Energy
- Quantum Information Science
- Semiconductors and Microelectronics

WHAT DOES AI MEAN TO THE GLOBAL SUPPLY CHAIN?

- Accelerated Innovation Everywhere
- Data Quality Becomes Commercial Necessity
- AI and Predictive Capabilities Are Table-Stakes
- Workforce AI Literacy is Critical

Those that transform fastest, win!

What is left
for *humans*?





VISION

The smartest people in the room
won't be those who *know the most.*

But those who know how to
think and innovate with AI.

AI SPRINT



THE AI SPRINT™

S: SPARK ACTION

P: POSITION COMPANY

R: RALLY EMPLOYEES

I: INTEGRATE PROCESSES

N: ENABLE CULTURE OF AI

T: TRAILBLAZE NEW OFFERINGS



SPARK ACTION WITH
LEADER EDUCATION

Light the fire that gets AI moving

POSITION COMPANY TO WIN

**Design your
company for
future, AI-
enabled
customers.**



POSITION YOUR COMPANY TO WIN WITH AI

1. What do our customers say they *value most* today?
2. Which of those values will still *matter* when know-how is free and instant?
3. Which of those values can you *no longer charge extra* for—because it becomes table stakes?
4. Where will customers still desire (and pay for) a uniquely *human touch*?
5. What *brand new value* could we create because intelligence is cheap - something customers don't yet ask for?

RALLY EMPLOYEES

To Use AI Daily



Does your team have:

- ✓ AI Guidelines
- ✓ AI Access
- ✓ Training
- ✓ Monthly Updates?

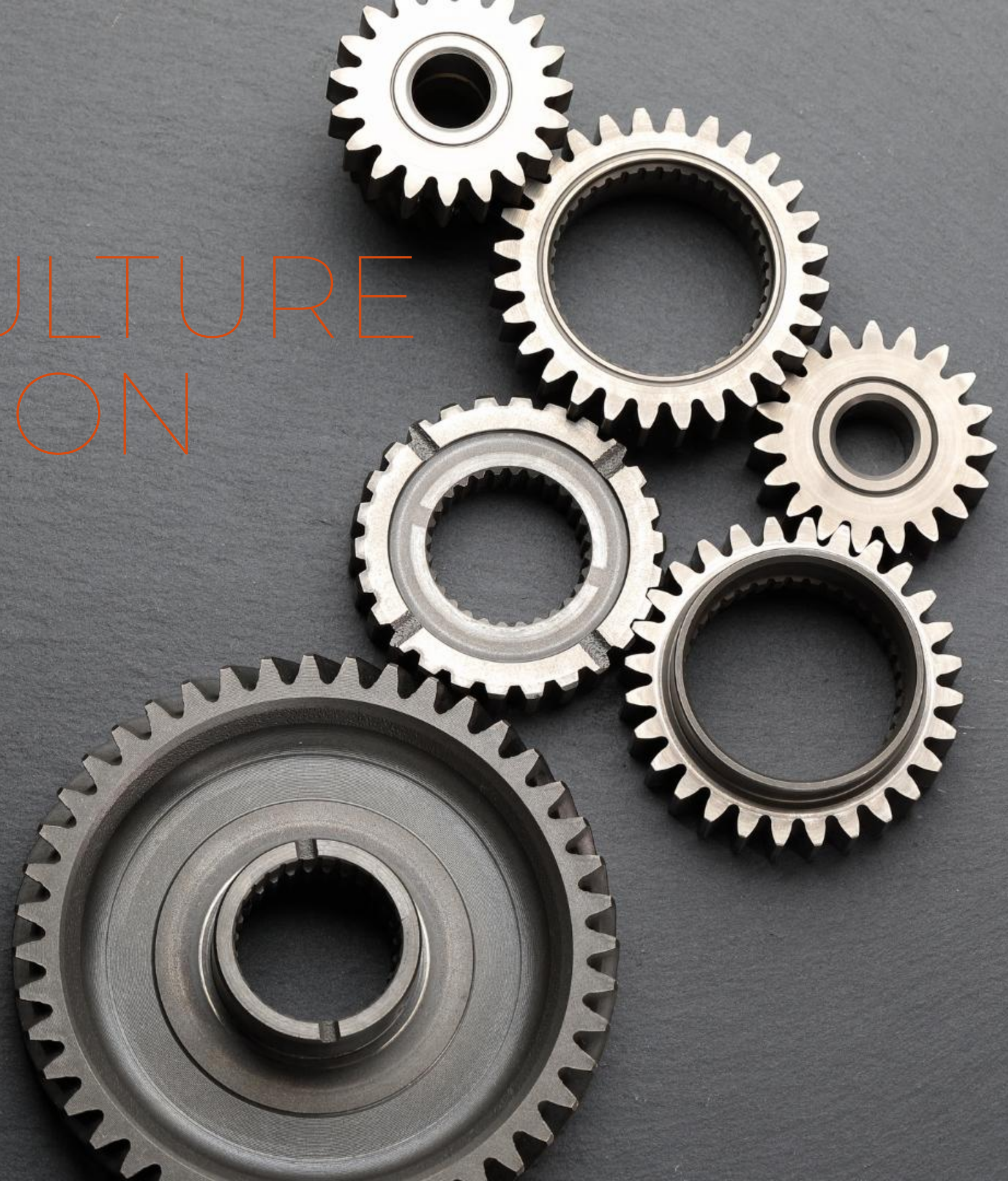
INTEGRATE INTO SALES & MARKETING

**Revenue is what
buys your future.**



ENABLE A CULTURE
OF INNOVATION

**Build your
future company.**



TRAILBLAZE
WITH NEW
OFFERINGS

Leave Your Competitors Behind

AI SPRINT



DAY 1

PPEN. THIS IS STILL

IN SU

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<https://trentgillespie.live>



<https://stellis.ai>



Key Slides



AI Summary



Link to GPTs & Tools