



IBT Inc.

PAST

FUTURE

Trent Gillespie

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A composite image featuring the Amazon logo overlaid on a view of Earth from space. The Earth is shown as a curved horizon with a blue atmosphere, dark blue oceans, and green and brown landmasses. The Amazon logo, consisting of the word "amazon" in white lowercase letters and a curved orange arrow underneath, is centered over the Earth. The background is a dark, starry space.

amazon

**AI ISN'T JUST A
TOOL**

**IT'S YOUR NEW
OPERATING SYSTEM**

**Culture of
Innovation + AI =**

Unstoppable Growth

 **Leadership**

 **Vision**

 **Action**

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

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

200%

***PRODUCTIVITY SAVINGS + BETTER
QUALITY WORK FOR DAILY USERS***

44%

**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*?



What can I help with?

Write clear, non-technical business requirements for a simple web application. The purpose of the app is to help a sales representative at a distributor or manufacturer reactivate dormant customers who haven't ordered in 90 days. The app should be a rough MVP focused on showing business workflow and value. Technical design is up to Replit; requirements should only cover user functionality and flow, no technical requirements.

Key Details to Include in Requirements
Business Outcome: Reactivate dormant customers. Target Users: Sales representatives. No role-based access needed. CRM Data: Mock data only. Provide an "Import from CRM" button to simulate pulling in customer data. Customer Identification: System highlights customers who haven't ordered in 90 days. User Workflow: Sales rep clicks to see list of dormant customers. Sales rep selects customers from the list. Sales rep clicks a "Start Campaign" or



+ Create App

📄 Import code or design

🏠 Home

📁 Apps

🌐 Published apps

🔗 Integrations New

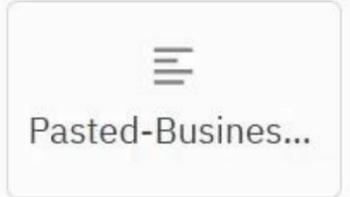
🔄 Usage

Explore more ▾

📌 Refer & Earn

Hi Trent, what do you want to make?

I want you to build the app described in these business requirements.



🔗 🗣️ Auto theme ▾

📎 [Start chat](#)

- 🌐 Web app
- 📊 Data app
- 🎮 3D Game
- ↔️ General
- 🔗 Agents & Automations Beta

Your recent Apps

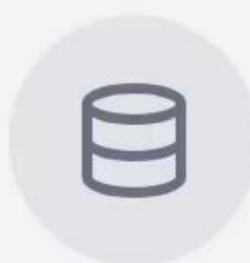
[View All](#) →

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Waiting for you

Dormant Customer Reactivation

Identify and engage customers who haven't ordered in 90+ days



No Customers Loaded

Import customer data from your CRM to identify dormant customers and start reactivation campaigns.

Import from CRM

 Show less

Time worked 10 minutes

Work done 24 actions

Items read 58 lines

Code changed 294 lines

Agent Usage **\$1.45**





**General
Purpose
AI Agent**

Sales AI
Agent

Pricing
AI Agent

Forecasting
AI Agent

Replenishment
AI Agent

Specialty Agents

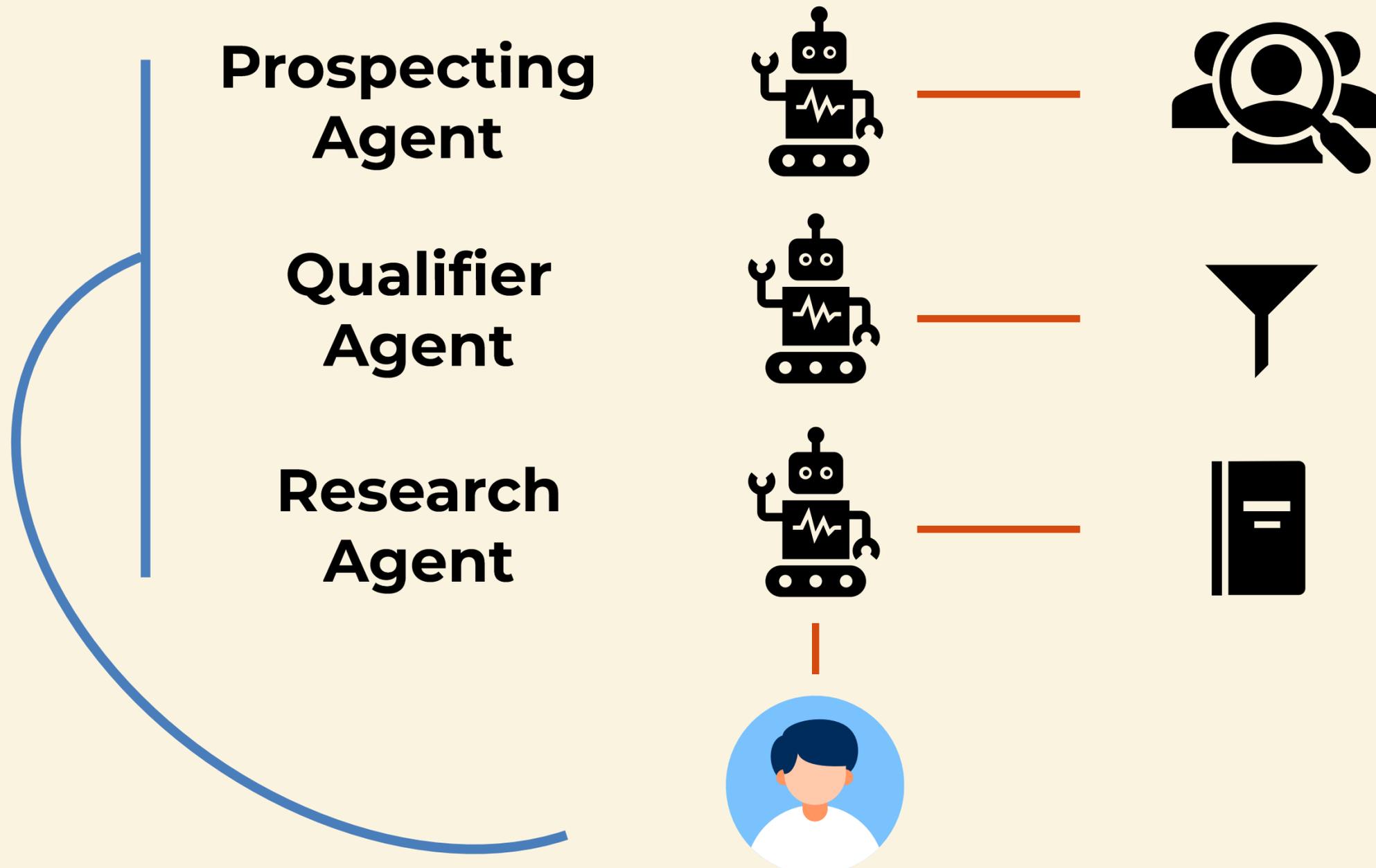


What can I help with?

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



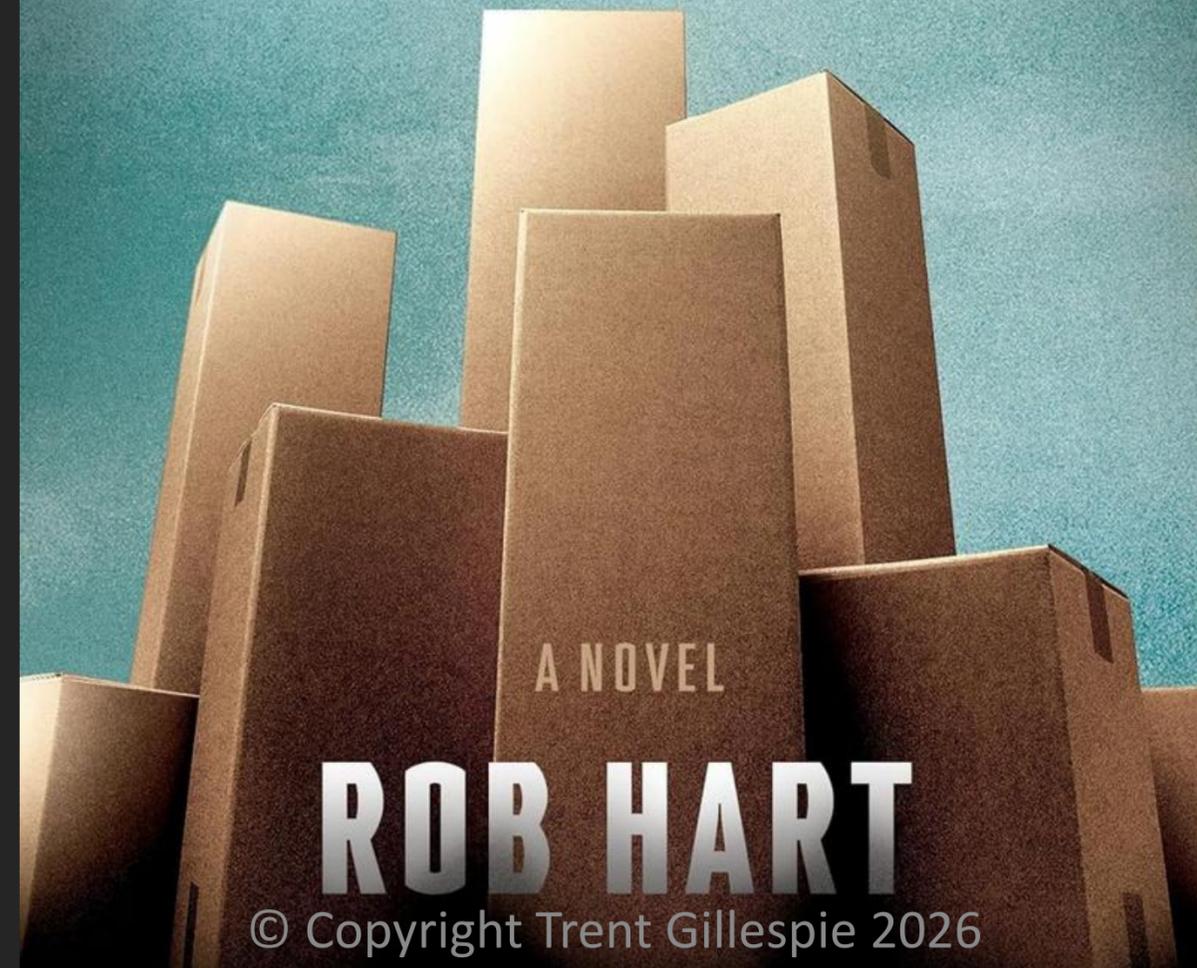
REINVENTING SALES WITH AI







THE WAREHOUSE



A NOVEL

ROB HART

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Writing Product Descriptions



What can I help with?

Rewrite this product description for an industrial maintenance manager responsible for minimizing unplanned downtime in a manufacturing plant.

Milwaukee Tool 2774-21HD: Our M18™ FORCE LOGIC™ 10000 psi hydraulic pump kit is the easiest way to power hydraulics. The cordless hydraulic pump is designed to be fully compatible with all existing 10000 psi rated hydraulic hoses and heads, fundamentally changing the way you install transmission lines. The hydraulic pump delivers the easiest set-up and is up to 80% smaller and up to 75 lb lighter than gas units, allowing you to easily carry it without assistance. Utilizing the available





ChatGPT 5.2 ▾

↑ Share ...



Cordless 10,000 PSI Hydraulic Pump Built to Cut Downtime

Unplanned downtime kills throughput. This pump is built to prevent it.

The Milwaukee M18 FORCE LOGIC 10,000 PSI Cordless Hydraulic Pump delivers gas-level performance without the fuel, maintenance, or setup delays. It's faster to deploy, easier to operate, and designed to keep critical hydraulic work moving when every minute counts.

Why It Matters on the Plant Floor

- **Faster response, less idle time**
 - Up to 3× the flow rate of competing cordless pumps
 - 24-second cycle times speed repairs and installations
 - Up to 60 presses per charge on 1590 ACSR connectors
- **Minimal setup, maximum mobility**
 - 80% smaller and up to 75 lb lighter than gas units
 - One-person carry. No carts. No crew delays.
 - Compatible with all standard 10,000 PSI hoses and heads
- **Designed for tight, real-world spaces**
 - Optional bucket hanger keeps the pump stable and level
 - Works cleanly in baskets, buckets, and congested maintenance areas

+ S



Using Deep Research



ChatGPT 5.2

Share



Research the current pricing of this across other US distributors for this same part item today.

+ Research Apps

- Add photos & files
- Take screenshot
- Take photo
- Add from Sharepoint
- Create image
- Deep research** ✓
- Web search
- Agent mode
- More >



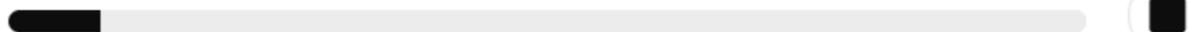
+ Research Apps



Got it. I'll gather current pricing for the Milwaukee Tool 2774-21HD hydraulic pump kit across major US distributors, retailers, and online marketplaces like Amazon and eBay.

I'll report back shortly with a comparison table including seller, price, availability, and any relevant shipping or warranty details.

Searched for Milwaukee 2774-21HD h... Looking for sources...



Get a detailed report



Research



Apps





ChatGPT ▾

↑ Share ...



Milwaukee 2774-21HD Hydraulic Pump Kit – Price Comparison (Major U.S. Sellers)

| Retailer | Listed Price | Availability |
|----------------|---|--|
| Grainger | <i>Sign in to view price</i> (not publicly listed) grainger.com . Likely around MSRP (≈\$6,199) or higher; contact for quote. | Unspecified – Item is listed (Grainger Item #55HA86) but status not shown grainger.com (assume available via special or |
| MSC Industrial | \$8,035.63 each (Web Price) mscdirect.com . This is notably above MSRP, possibly list pricing before discounts. | In stock (as of latest listing) mscdirect.com . Can be added to for immediate order. |
| Acme Tools | “See Price in Cart” – Manufacturer’s MAP policy prevents showing price. (Expected around ~\$6,199; actual discounted price shown in cart). | Out of stock (currently not available) acmetools.com . Was offered as a special order item. |
| Zoro | \$6,199.00 each zoro.com (matches Milwaukee MSRP). | Available – Can be added to ca (no “out of stock” noted). Usual ships within normal lead time. |
| Home Depot | \$5,393.13 (Special 13% off sale, was \$6,199) homedepot.com . Noted sale savings of ~\$805 off MSRP. | In stock (online) – Available for delivery. (Listed “2 available” fo |

+ Ask anything



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ChatGPT can make mistakes. OpenAI doesn't use Stellis AI workspace data to train its models.

Summarizing Documents



ChatGPT 5.2 ▾

RFP 2026-1000-0154 Grain Dryin... 

PDF

Review this RFP for a grain conveyance system from the perspective of a conveyance distributor. Summarize the critical information needed to quote and design the system, including:

What material is being moved, Required capacity and throughput, Distances, elevations, and layout constraints, Required equipment and interfaces, Power, controls, safety, and environmental requirements



Below is a conveyance distributor's cut of the RFP. Short, blunt, and focused on what matters to quote and design. Source is the RFP throughout  RFP 2026-1000-0154 Grain Drying...

Material Being Moved

- **Grain types**
 - Barley, oats, wheat, rye
- **Condition**
 - Incoming moisture ~22%
 - Dried to 15% via batch dryer
 - Final storage moisture 10–12%
- **Seed-grade**
 - Foundation seed
 - **High risk of cross-contamination**
 - Requires strict segregation by variety

Required Capacity and Throughput

- **Storage**
 - 6 bins
 - ~1,000 bushels per bin minimum
 - Total storage ~6,000 bushels
- **Batch driver**



Light Automation with GPTs



IBT Sales Call GPT 5.2 ▾

New chat

Search chats

Library

Apps

Codex

GPTs >



Projects >

Chats >

Trent Gillespie
Stellis AI

Invite team members



IBT Sales Call GPT

By Trent Gillespie

Sales call preparation for IBT Inc

Prepare a pre-call brief for an upcoming call.

Create a pre-call brief for a Georgia-Pacific lumber mill targeting the Maintenance Manager, with emphasis on uptime, reliability, and critical spares.

GPTs: Task Automation



Got it — here's a tighter, more mill-specific pre-call brief (less generic, more "I've been in a mill" language), aimed at a **Maintenance Manager at a Georgia-Pacific lumber mill**, focused on **uptime, reliability, and critical spares**.

1. Context

Lumber mills run continuous-duty equipment that takes a beating: **shock loads, heavy vibration, abrasive dust, moisture, temperature swings, and frequent washdown in some areas**. Most downtime in sawmill and planer operations traces back to a handful of systems: **infeed/outfeed conveyors, debarker/canter/edger/trimmer lines, chip handling, stackers, and kiln/planer mill material handling**. These areas depend heavily on PT/MC components—**mounted bearings, belts, chains/sprockets, couplings, gearboxes, motors, VFDs, and conveyor component** ↓ where contamination, misalignment, and lubrication gaps accelerate failures. Maintenance teams are typically balancing **reactive break/fix** with limited time for

pr

Ask anything

+  Thinking ▾  



AI Use Cases for Everyone

- Custom Product Descriptions
- Deep Research
- Summarizing Documents
- Task Automation



What is left
for *humans*?

VISION

Distribution AI for \$500 or Less

Sales and Marketing

- Low-Code AI Demand Forecasting
- AI-Powered Competitor Tracking
- AI for Upsell Recommendations
- AI for Dynamic Pricing

Operations:

- AI for Predictive Maintenance
- AI for Invoice Automation
- AI for Contract Analysis
- AI for Supplier Risk Alerts

Customer Service:

- AI Part Finder Assistants
- AI For Customer Renewal Risk
- AI for Tech Support Triage
- AI for Demand Surges

Your future job is to be

VISIONARY

**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 With Leader AI Education*
- P:** POSITION *Your Company to Win with AI*
- R:** RALLY *Your Employees to Use AI Daily*
- I:** INTEGRATE *Into Your Sales & Marketing Processes*
- N:** ENABLE *A Culture of AI and Innovation*
- T:** TRAILBLAZE *With New Offerings that Drive Growth*



SPARK ACTION WITH LEADER EDUCATION

Light the fire that gets AI moving

POSITION COMPANY TO WIN

Design your
company for
future, AI-
enabled
customers.



RALLY EMPLOYEES

To Use AI Daily



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

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AI SPRINT





DAY 1

PPEN. THIS IS STILL

IN SU

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trent@stellis.ai



<https://trentgillespie.live>



<https://stellis.ai>



Key Slides



AI Summary



Link to GPTs & Tools