

## TRANSFORMATION & AI GOVERNANCE FOR CORPORATIONS AND SUBSIDIARIES

# Your teams are already using AI with company information. Can you show which data goes in and who is accountable?

For C-Level, Operations, Transformation, IT and Procurement at B2B corporations and multinational subsidiaries.

| Protected-data matrix: which data goes into which tool, by area |               |                       | Illustrative example  |
|-----------------------------------------------------------------|---------------|-----------------------|-----------------------|
| Area                                                            | Customer data | Intellectual property | Financial information |
| Engineering and R&D                                             | Prohibited    | Prohibited            | Restricted            |
| Operations                                                      | Restricted    | Prohibited            | Restricted            |
| Procurement                                                     | Restricted    | Allowed               | Prohibited            |

With a designated owner and an incident-response protocol for each cell.

### DO ANY OF THESE SOUND FAMILIAR?

**1 · Shadow AI.** Each area adopted AI tools on its own, with different criteria and no standard for which data can go in.

**2 · Policy not implemented.** Headquarters issued an AI policy that local operations have not yet implemented.

**3 · Pilots in silos.** AI and transformation pilots advance with no owner and no measurable return.

**4 · No documented answer.** If a client, an auditor or a lawyer asks who is accountable for an AI-related data incident, there is none.

### HOW I WORK: GOVERNANCE FIRST, THEN TECHNOLOGY

If operations or governance are fragile, they get fixed first. AI enters where there are rules, an owner and a metric.

#### 01 · 60 min, no cost

#### Discovery

Management's vision, key flows, technology map and current AI use.

#### 02 · 4 weeks (3 + 1 for the deliverable)

#### Diagnosis

Exposure map by area and data type, usage policy with a protected-data matrix, designated owner, incident-response protocol and a 180-day roadmap (VMO) prioritized by ROI.

#### 03 · In phases

#### Implementation

Adoption by profile with usage tracking, an authorized internal environment and tracking of captured value.

### RESULTS (CASES ANONYMIZED BY SECTOR) AND TRACK RECORD

**12**

**Subsidiary of an electrification multinational (R&D area):** processes prioritized by ROI; from public LLMs on personal phones to an authorized internal environment.

**67→94%**

**B2B IT provider:** operational continuity; revenue +57% (Jan–Jun 2026 vs. Jan–Jun 2025).

**–15%**

**Globant:** budget and schedule deviations, with a machine learning model across a \$50M+ USD portfolio.

**5.5X**

**Totalplay Empresarial:** EBITDA in 5 years, with 52% fewer technical failures.

## Book your 60-minute Discovery

[calendly.com/danielaguilar](https://calendly.com/danielaguilar)

We only move forward with sponsorship from senior management and a designated internal owner.

