

M-Files for AI Readiness

| *M-Files makes AI readiness possible. TEAM IM makes it actual.*

◆ THE PITCH

M-Files provides a governed, metadata-driven foundation for AI. TEAM helps customers put that foundation to work.

Customers want AI that does more than retrieve and summarize. They want AI that **acts within business processes**.

That requires business context that is **findable, trustworthy, governed, timely, and actionable**.

M-Files organizes the context. TEAM helps move the customer from readiness to action.

◆ WHY BRING TEAM IN

Proven expertise and a structured engagement model.

- **Ground the use cases.** Test what the customer wants AI to do.
- **Assess the landscape.** Map the content, systems, and processes.
- **Define the context.** What must be findable, trusted, timely, actionable, and governed.
- **Move toward action.** Shape the next step around their goals.

25 years building the content foundations enterprises run on.

10 years delivering M-Files implementations.

5 dimensions that define whether content is ready for AI to act on.

◆ HOW TO OPEN IT

- Ask: “What's your AI roadmap?” Every answer opens the same door.
- “Initiatives underway.” Good. What are they grounded in? Shared drives aren't a substrate.
- “Not doing AI.” Your board will ask within a year. Readiness has the long lead time.

◆ OBJECTIONS

Objection: “Won't a partner complicate my deal?”

No more than an SE. You keep the pitch, the relationship, and the deal.

Objection: “They're already looking at Copilot or Aino.”

Both perform better on a governed vault. This is never a criticism of the AI tooling.

◆ TARGET PERSONAS

— CIOs & IT Leadership

Being asked for an AI plan.

— VPs of Operations

Want AI that does work, not answers questions.

— Digital Transformation Leads

Own the roadmap, need the foundation.