



CHANGING PERSPECTIVE

Austrian
IT & CONSULTANTS
DAY
2023

AI and the future of Consulting

Certainty or uncertainty?



WHO AM I?

- CEO of EnliteAI
- Founder and chairperson of AI Austria (non-profit, 100% independent)
- 10+ years in Japan and China, partner in a management consulting firm
- Since 2021 board at ADRA – the Public Private Partnership on AI, Data & Robotics of the European Commission, overseeing investment programs of 2.6 Billion Euros

WHAT IS CONSULTING?



a brief history of consulting

1970s

- Efficiency & Strategy
- Quantitative Analysis
- Portfolio Analysis Tools



1980s

- Rise of IT Consultancy
- Total Quality Management (TQM)
- Strategic Business Units (SBUs)



1990s

- Reengineering and Change Management
- Balanced Scorecard
- Global Expansion



2000s

- Digital Transformation
- Analytics & Big Data
- Corporate Social Responsibility



2010s

- Agile Methodologies
- Focus on Customer Experience (CX)
- Rise of AI



a brief history of consulting tools

1970s

1980s

1990s

2000s

2010s

large consulting firms

- Mainframe Computers
- Custom Software Solutions

- Advanced Data Analysis Software
- Personal Computers

- Enterprise Resource Planning (ERP) Systems
- Advanced Statistical Software

- Customer Relationship Management (CRM) Systems
- Collaboration Tools

- Big Data Analytics Tools
- Cloud Computing

one-person companies

- Basic Computing Tools
- Manual Data Analysis

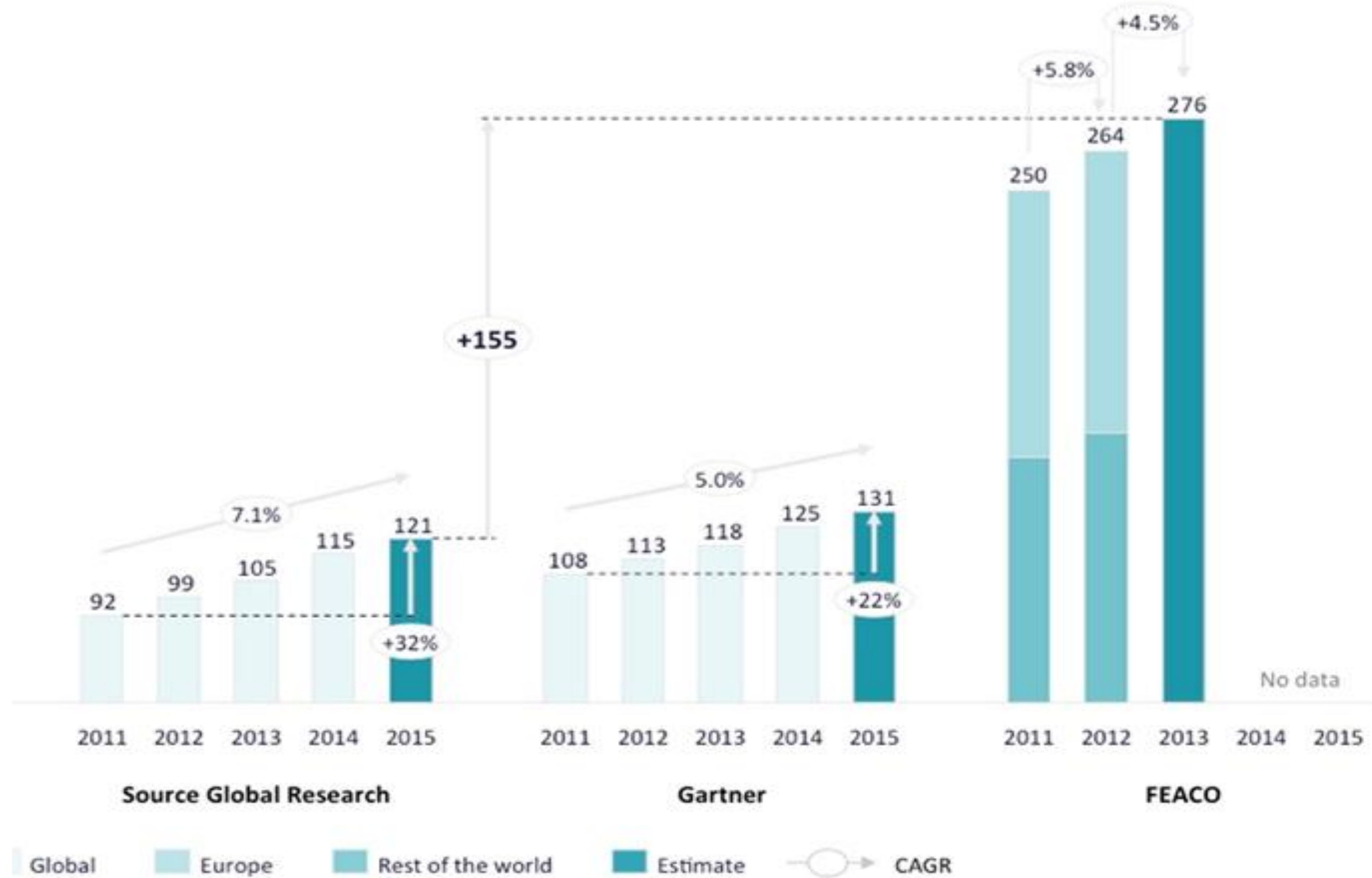
- Spreadsheet Software
- Personal Computers

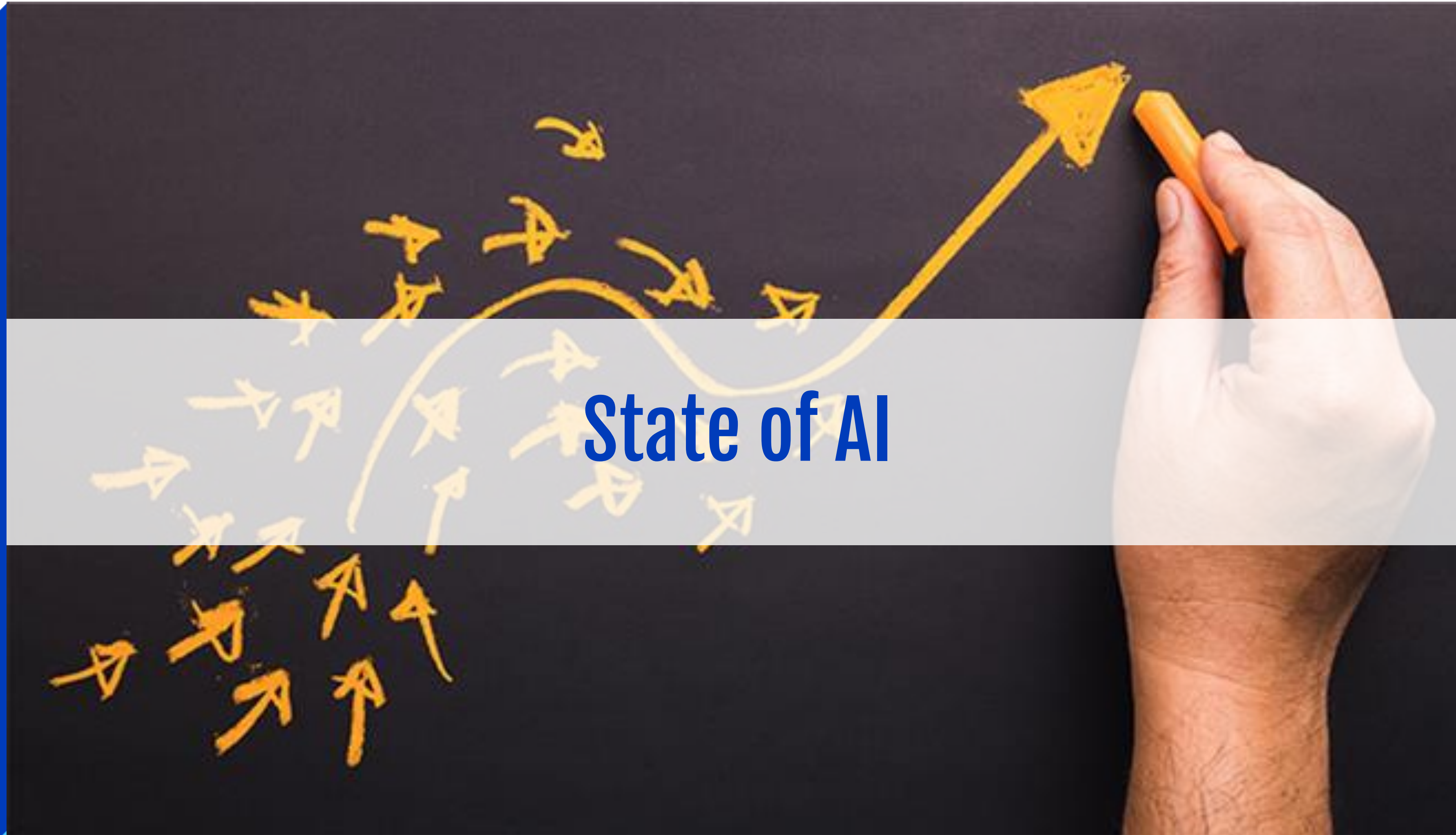
- Desktop Publishing Software
- Email and Internet

- Web-Based Tools
- Basic CRM Tools

- Affordable software solutions for various business needs (SaaS)
- Social Media

the consulting market





State of AI

Wave 1

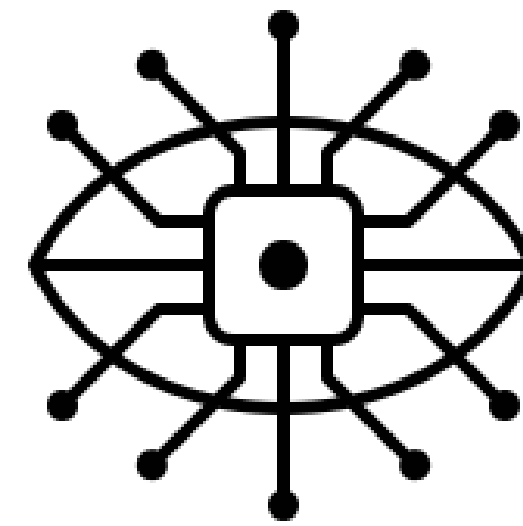
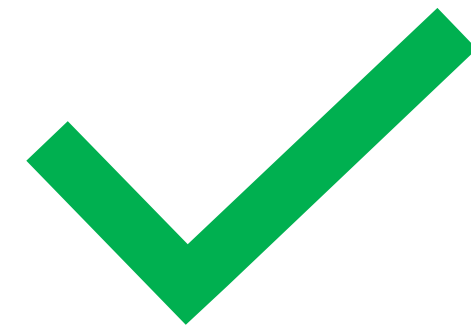
2012 - 2021



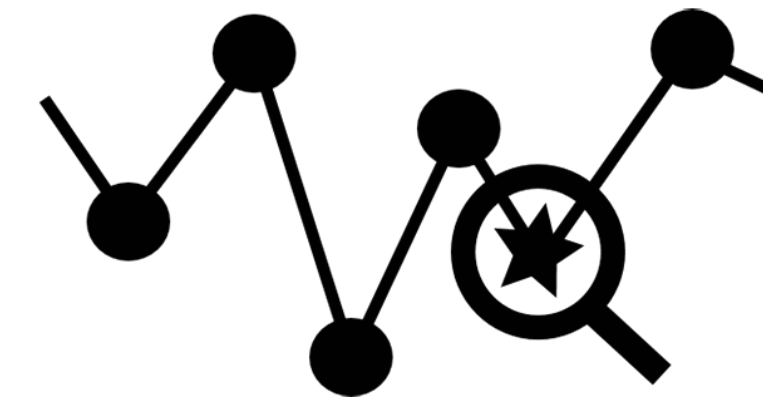
Wave 1 – Technology view



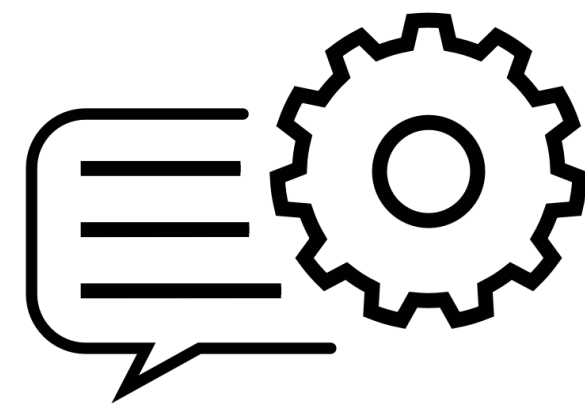
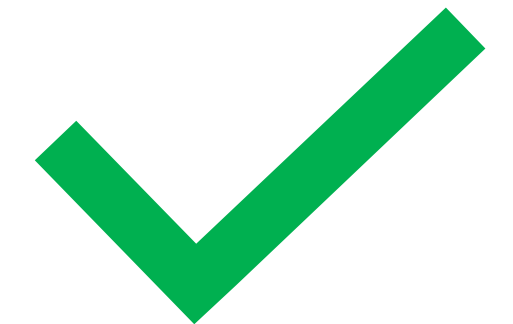
**Forecasting
& time series analysis**



Computer Vision



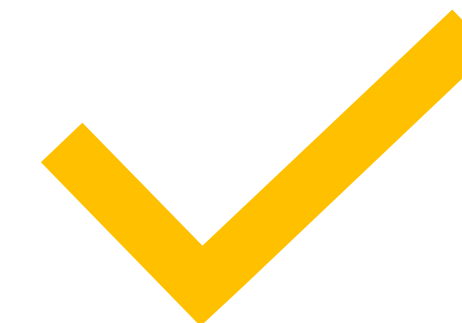
Anomaly detection



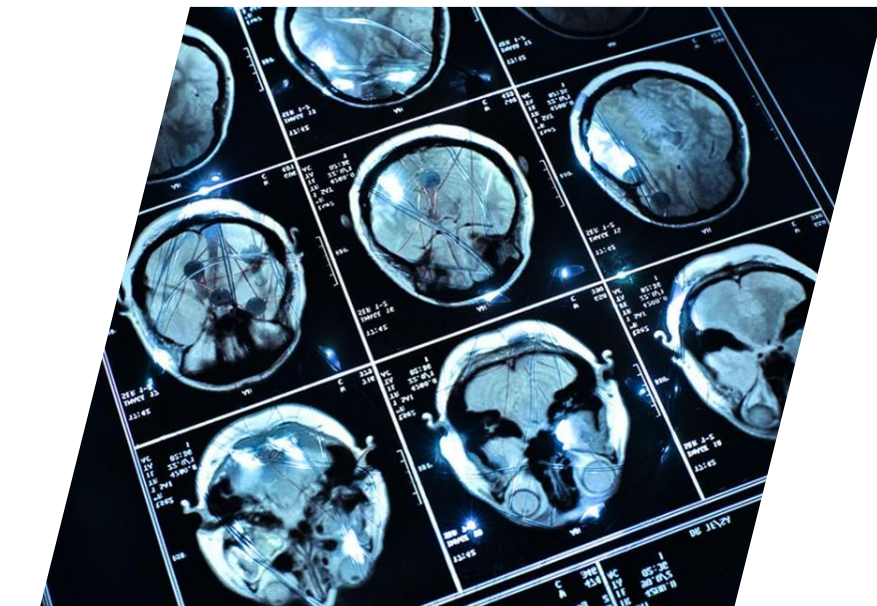
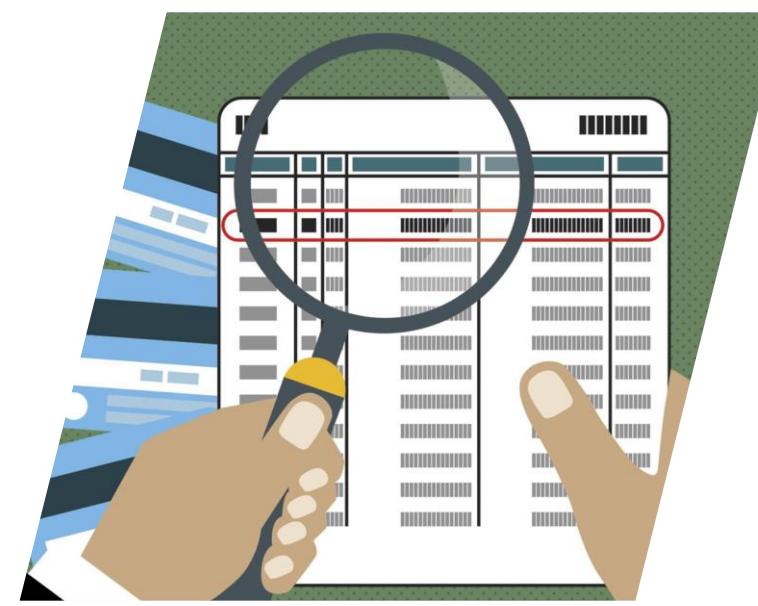
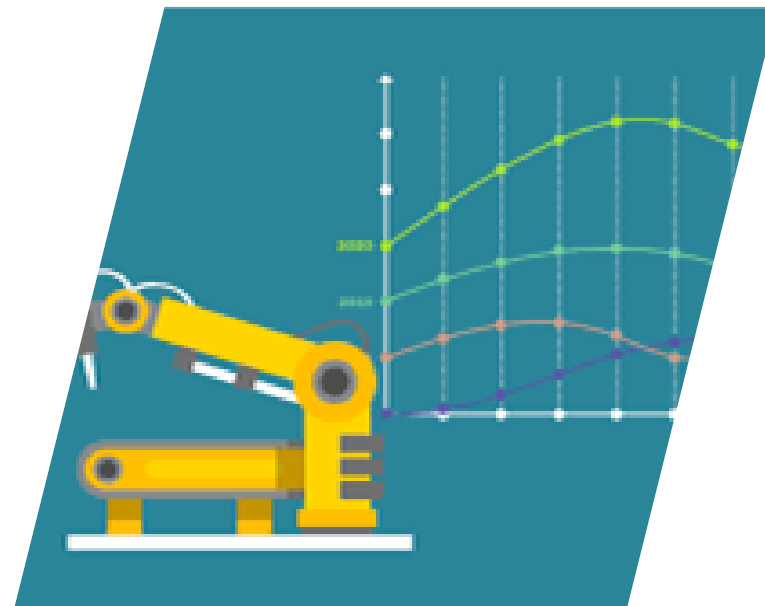
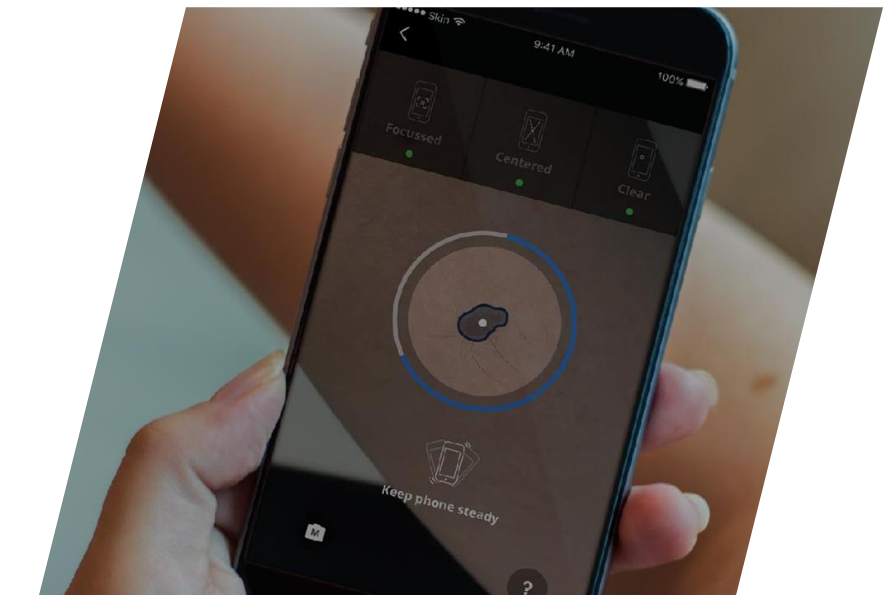
**Natural Language
Processing**



**Speech Processing
& Chatbots**



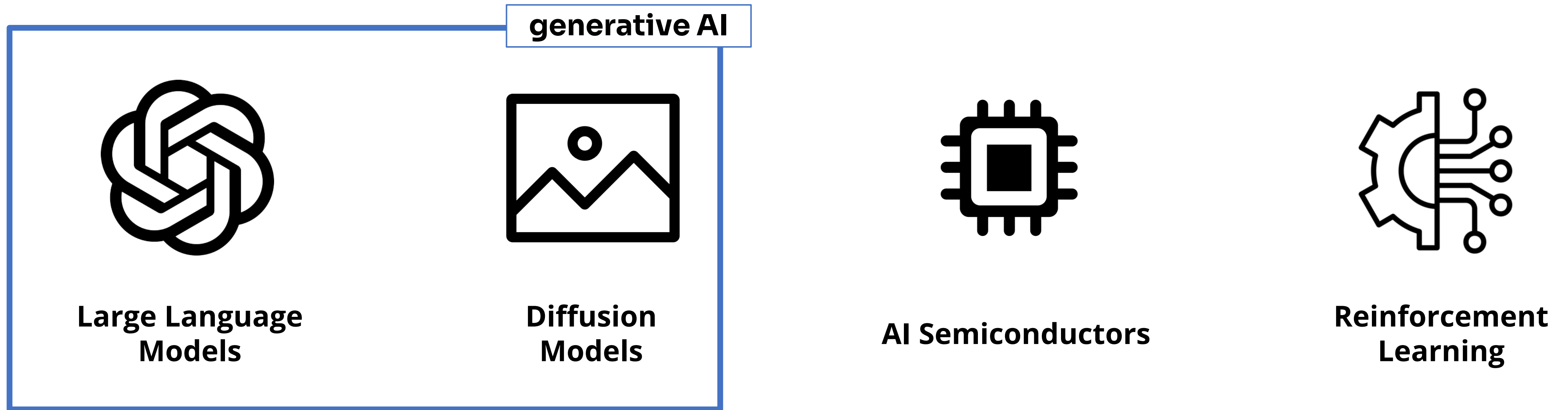
Wave 1 – business view



Wave 2
since 2022

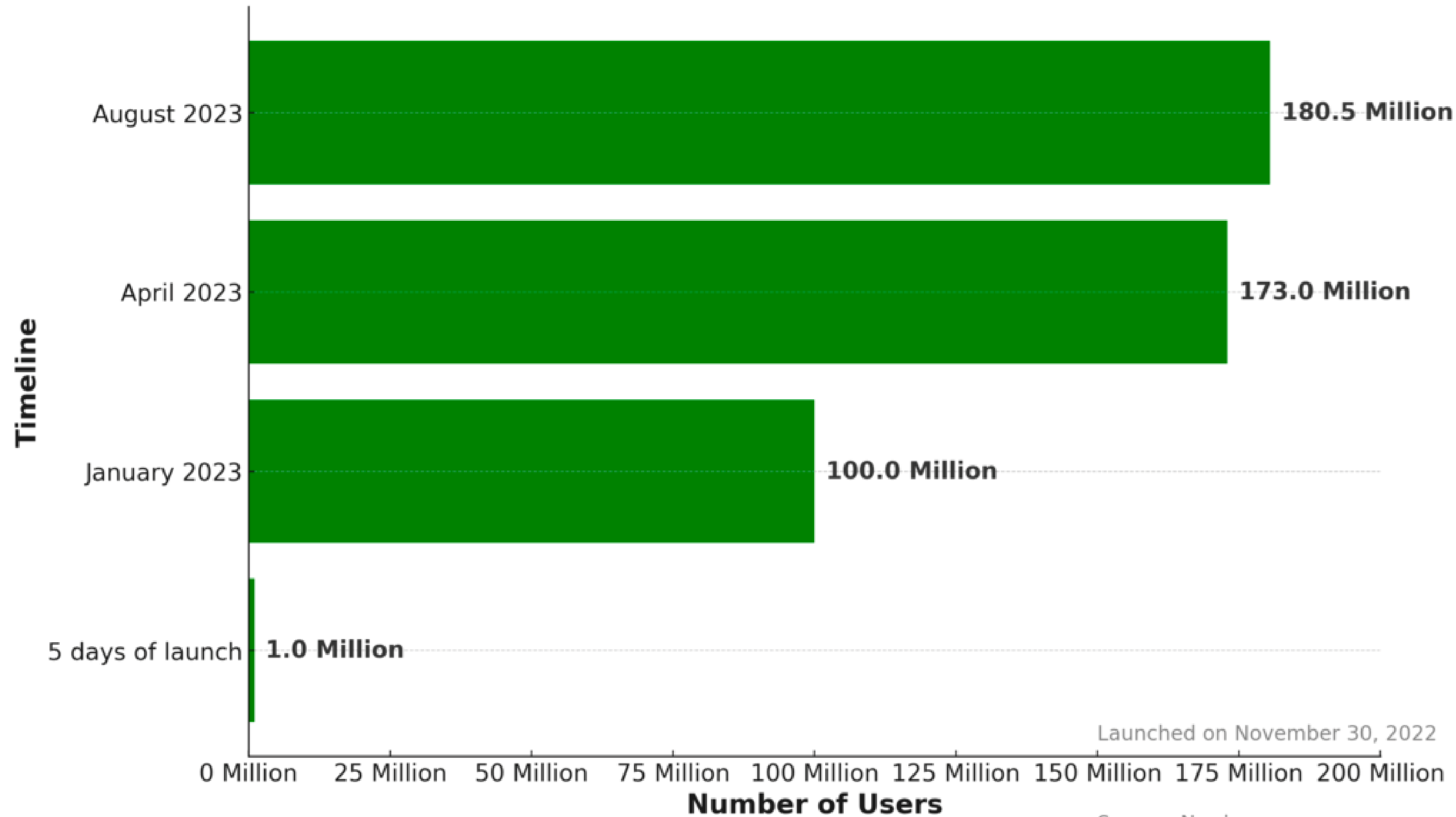


Wave 2 – Technology view



Wave 2 – Business view

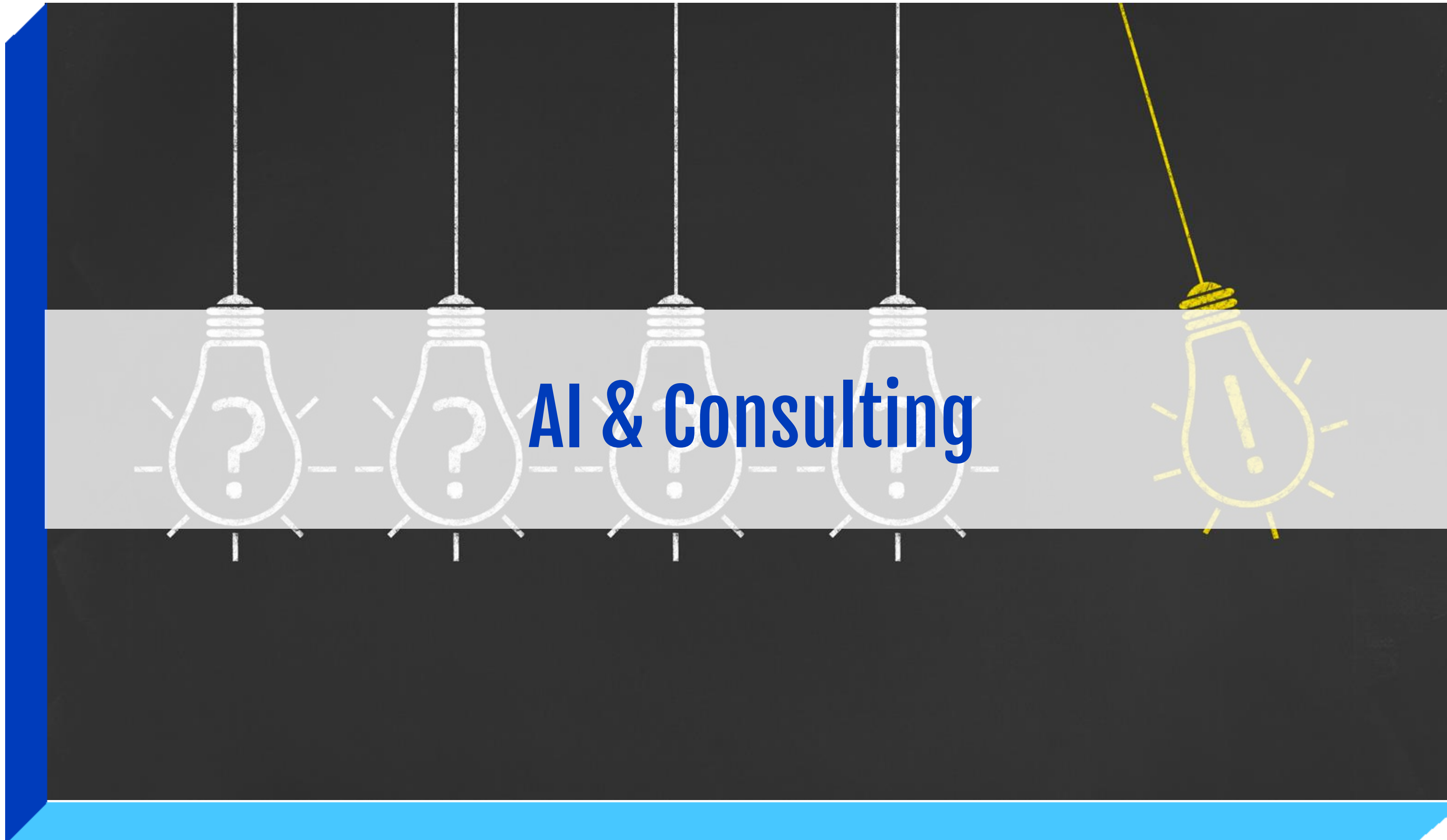
ChatGPT User Growth Over Time



Wave 1 vs Wave 2

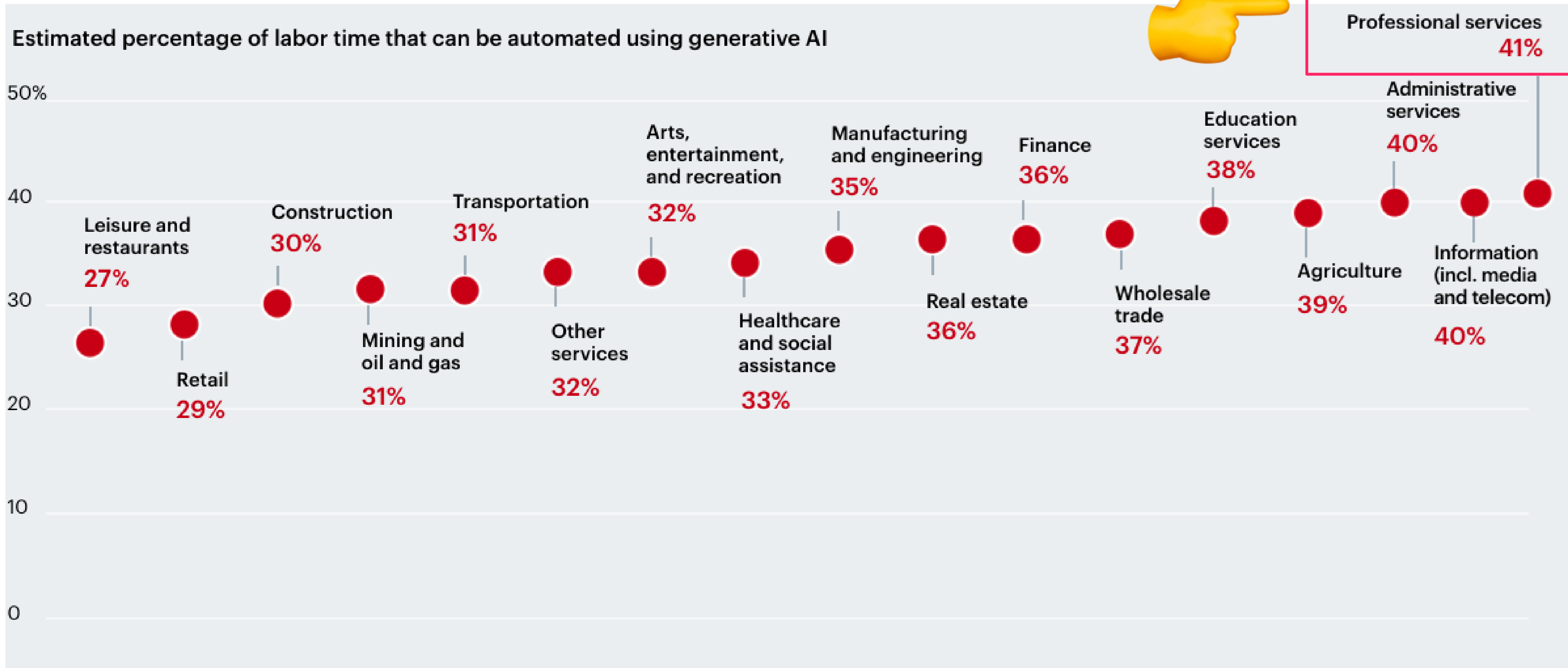
- € 100.000+ AI model development cost, on top of implementation
- 6-18 months project duration
- Team: PhDs in AI & machine learning + development team

- € << 100.000 for custom development
- short project duration, measured in weeks
- Developers + Consultants

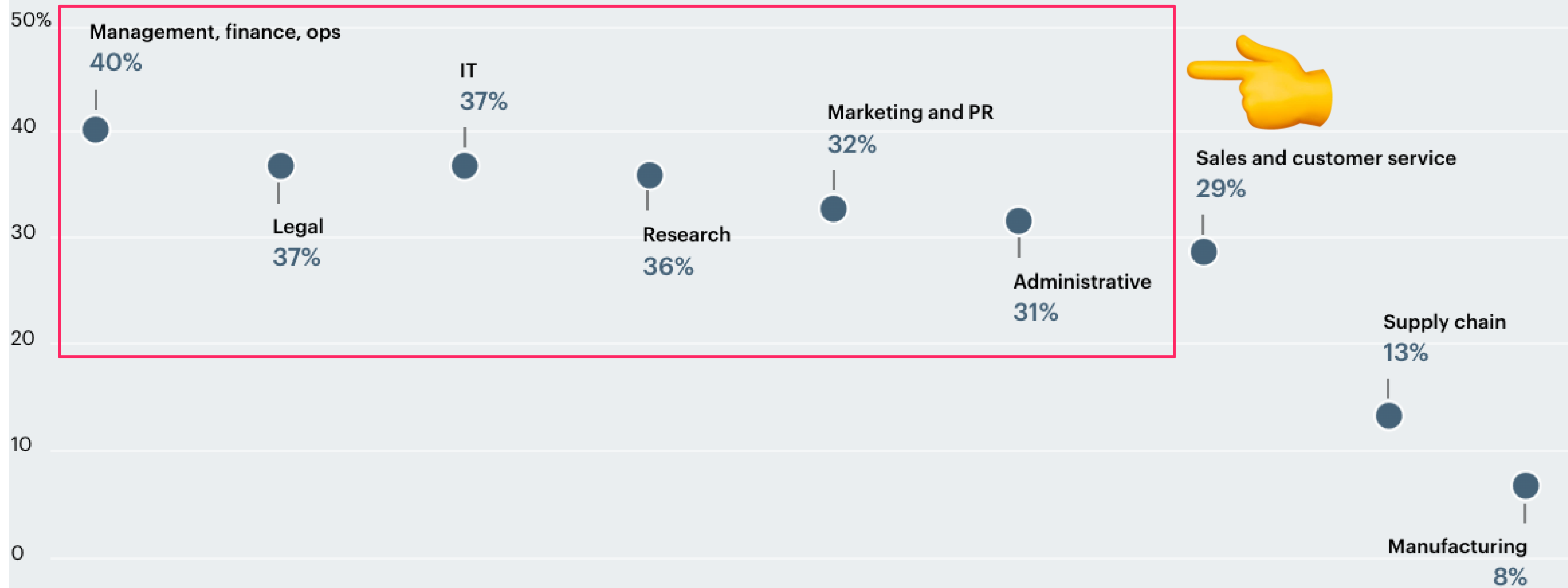


CONSULTING ... and AI?





Estimated percentage of labor time that can be automated using generative AI



Try Large Language Models

Simple market research tool

C

Write a python code which doe the following:

1. Take a startups website URL as an input
2. Scrape the website copy and store the result
3. Use OpenAI Davinci to summarise the website and provide an overview of what the startup does
4. Output summary
5. Provide steps on how to run in @replit



To accomplish this task, you will need to use Python libraries such as Requests, BeautifulSoup, and OpenAI's GPT-3 API. Here's a Python script that demonstrates how to do this:

python

Copy code

```
import requests
from bs4 import BeautifulSoup
import openai

# 1. Take a screenshot of the startup page
url = input("Enter URL: ")

# 2. Scrape the page content
response = requests.get(url)
soup = BeautifulSoup(response.text, 'html.parser')
text = soup.get_text()

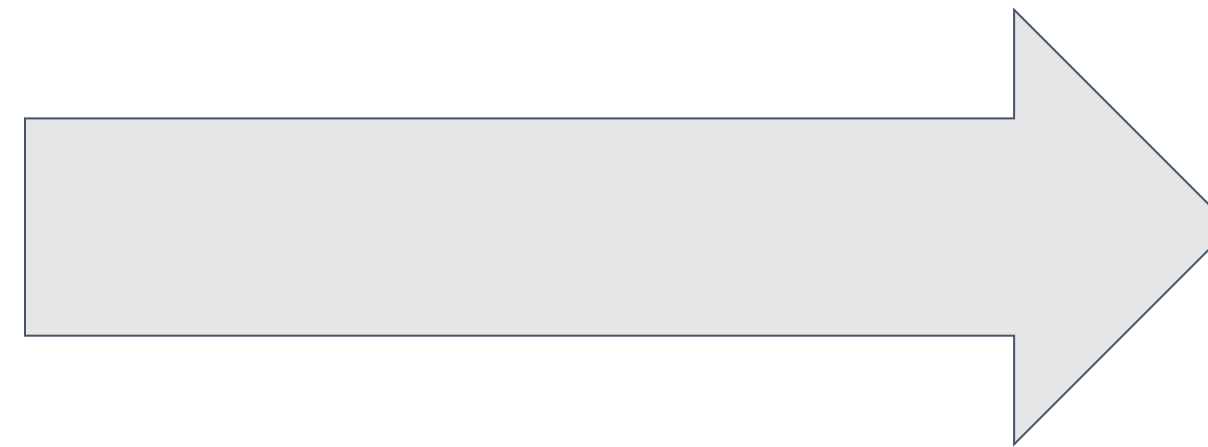
# 3. Use OpenAI's GPT-3 API to generate a summary
openai.api_key = "your_openai_api_key_here"

def summarize(text):
    response = openai.Completion.create(
        engine="gpt-3",
        prompt=text,
        max_tokens=100,
        n=1,
        stop=None,
        temperature=0.5,
    )
    summary = response.choices[0].text.strip()
    return summary

# 4. Output summary
summary = summarize(text)
print("Startup Summary:")
print(summary)
```

5. To run this code in Replit, follow these steps:
6. Go to [Replit](#) and sign up or log in to your account.
7. Click on the "+ New Repl" button to create a new Repl.
8. Choose "Python" as the language.
9. Copy and paste the provided code into the main.py file.
10. Replace "your_openai_api_key_here" with your actual OpenAI API key.
11. Click on the "Packages" icon on the left sidebar, search for "beautifulsoup4", and click on the "+" button to add it.
12. Do the same for the "requests" and "openai" packages.
13. Click the "Run" button to execute the code.

Note: To use GPT-3, you need access to the OpenAI API. If you don't have access, you can apply for it on the [OpenAI website](#).



**Didn't write a single
line of code**

	Data Protection
	The Elevator Lab is a fintech partnership program powered by Raiffeisen Bank International (RBI). They are looking for innovative fintech solutions to jointly develop tomorrow's banking business. Once selected for Elevator Lab, startups get the chance to scale their business across the Central and Eastern Europe (CEE) Region. The program offers a chance to become a partner of Raiffeisen Bank International Group, a possible pilot project with a local Raiffeisen
https://www.elevator-lab.com/	
https://factory300.spaces.nexodus.com/en	
https://lab10.coop/en/	The lab10 collective is a group that is focused on blockchain technology and its potential to facilitate sustainable
https://www.wexelerate.com	The weXelerate ecosystem in Austria enables people and organizations to be innovative leaders by building up r
https://foreus.at/	ITC Cluster AC Styria and WKO IT Security Group are teaming up to provide comprehensive consulting and sen
https://cortecs.ai/	Cortecs AI is a software company that provides Natural Language Understanding solutions that are tailored to sp
https://efs.consulting/en/	EFS Consulting is a large independent business consultancy based in Austria with 300 employees worldwide. Th
https://graphsense.info/	GraphSense is a cryptoasset analytics platform with an emphasis on full data sovereignty, algorithmic transpar
https://www.kurant.at/en/home-en/	Kurant is a company that operates Bitcoin ATMs in Austria, Greece, Spain, and Germany. You can buy Bitcoin at
https://www.smart-digital.at/	The text describes the company SmartDigital and their service delivery platform ARCA. The platform uses block
https://voo.aero/	VOO is a software that calculates accurate quotes for brokers, which allows for instant bookings and payments t
https://www.binance.com	
https://Obsnetwork.com/	Obsnetwork is a blockchain platform that is focused on real world business applications. Some of the features of
https://artis.eco/en/	The ARTIS blockchain is designed to be the fastest blockchain on the market, with a block time of 1-2 seconds. I
	fairkom aktiv im sozialen Netzwerk fairkom is a free software company fairkom is a member of the OIN
https://www.fairkom.eu/fairchains	The text discusses FairChains, a blockchain application that is available as an open-source kit. FairChains is de
https://iov42.com/	The iov42 platform enables trusting, transparent, and secure transactions so that organisations, governments, ar
https://daic.capital/	
https://www.blockandwine.com/	Block&Wine is a networking event for blockchain enthusiasts that started in 2018. The event has grown in popul
	The text describes a study that was conducted in order to determine whether or not there is a correlation betwe
https://www.blockchain-real.at/	This study found that there is a positive correlation between music and math skills, and that students who study i
https://www.venionaire.com/funds/tigrisweb3/	Tigris Web3 is an Austrian crypto investment fund that invests in digital assets, teams, foundations and projects i
https://www.block42.tech	
https://www.callberco.at/	Caliber Consult is a team of interdisciplinary experts that are driven by the mission to provide impact. They speci
https://www.crypto-berater.at/	This text is a description of the services offered by CryptoConsulting GmbH, a company that provides consulting
http://www.digitalblocks.io/	The text provides tips on how to run a business with less effort. It explains how to find the right employees and h
https://www.innomagic.eu	The text describes the services offered by a company that specializes in blockchain technology. These services i
https://www.synercon.at/	Synercon is a company that specializes in funding and support for small to medium sized businesses. They have
https://brokkr.finance/#/landing	

Leadgeneration

“what are similar mobile mapping and geospatial companies to valytics, cyclomedia and roadbotics. please compare the companies in a table”

Company	Founded	Headquarters	Products and Services
Valytics	2015	San Francisco, CA	Mobile mapping and data analytics platform
Cyclomedia	2000	Amsterdam, Netherlands	Mobile mapping and 3D data capture
RoadBotics	2014	Cambridge, MA	Mobile mapping and asset management
Trimble Geospatial	1978	Sunnyvale, CA	Mobile mapping, surveying, and GIS solutions
Hexagon	1988	Stockholm, Sweden	Mobile mapping, surveying, and GIS solutions
Topcon Positioning Systems	1932	Tokyo, Japan	Mobile mapping, surveying, and GIS solutions

These companies offer a variety of mobile mapping and geospatial solutions, including:

- **Mobile mapping systems:** These systems use a variety of sensors, such as LiDAR, cameras, and GPS, to collect data about the surrounding environment. This data can then be used to create 3D models, orthophotos, and other GIS data.
- **Data analytics:** These companies offer software and services that can be used to analyze mobile mapping data. This data can be used to track changes over time, identify areas of need, and make better decisions.
- **Asset management:** These companies offer software and services that can be used to manage assets, such as roads, bridges, and utilities. This data can be used to track the condition of assets, identify maintenance needs, and plan future projects.

When choosing a mobile mapping and geospatial company, it is important to consider the following factors:

- The type of data you need to collect
- The accuracy and resolution of the data you need
- The cost of the system
- The support and training offered by the company

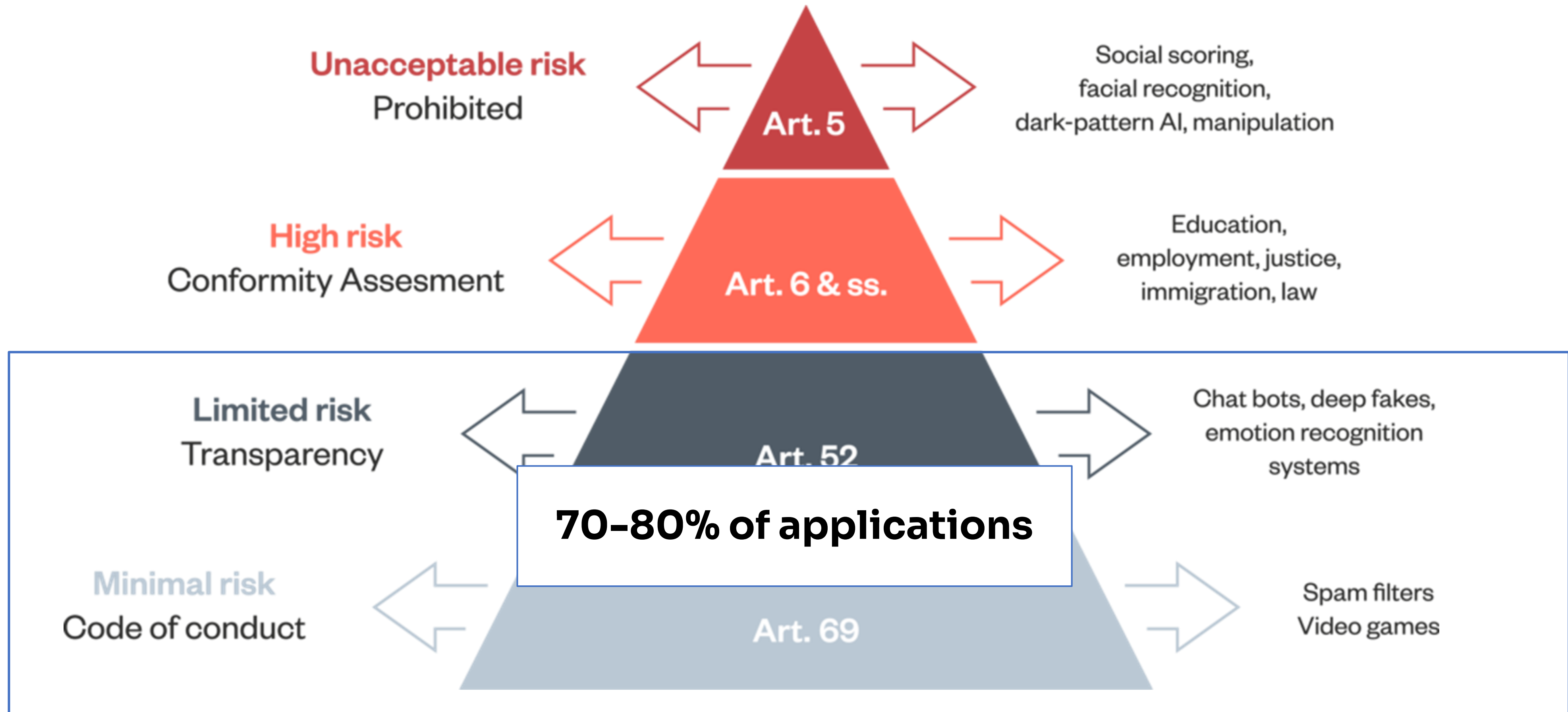
If you are not sure which company is right for you, it is a good idea to contact several companies for a consultation.



Further Considerations

REGULATION WILL KILL OUR BUSINESS





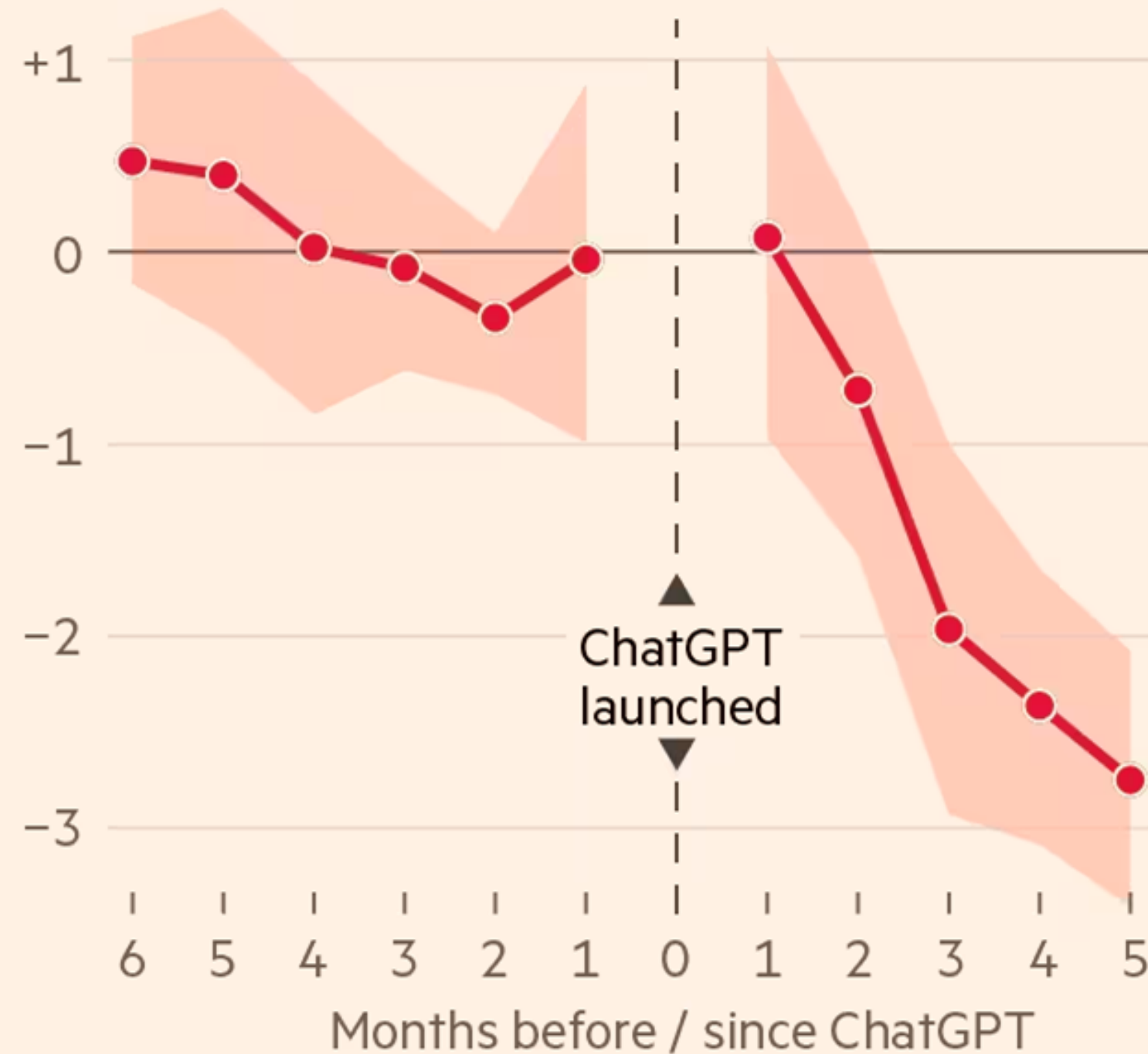
**AI WILL PUT US
OUT OF JOB**



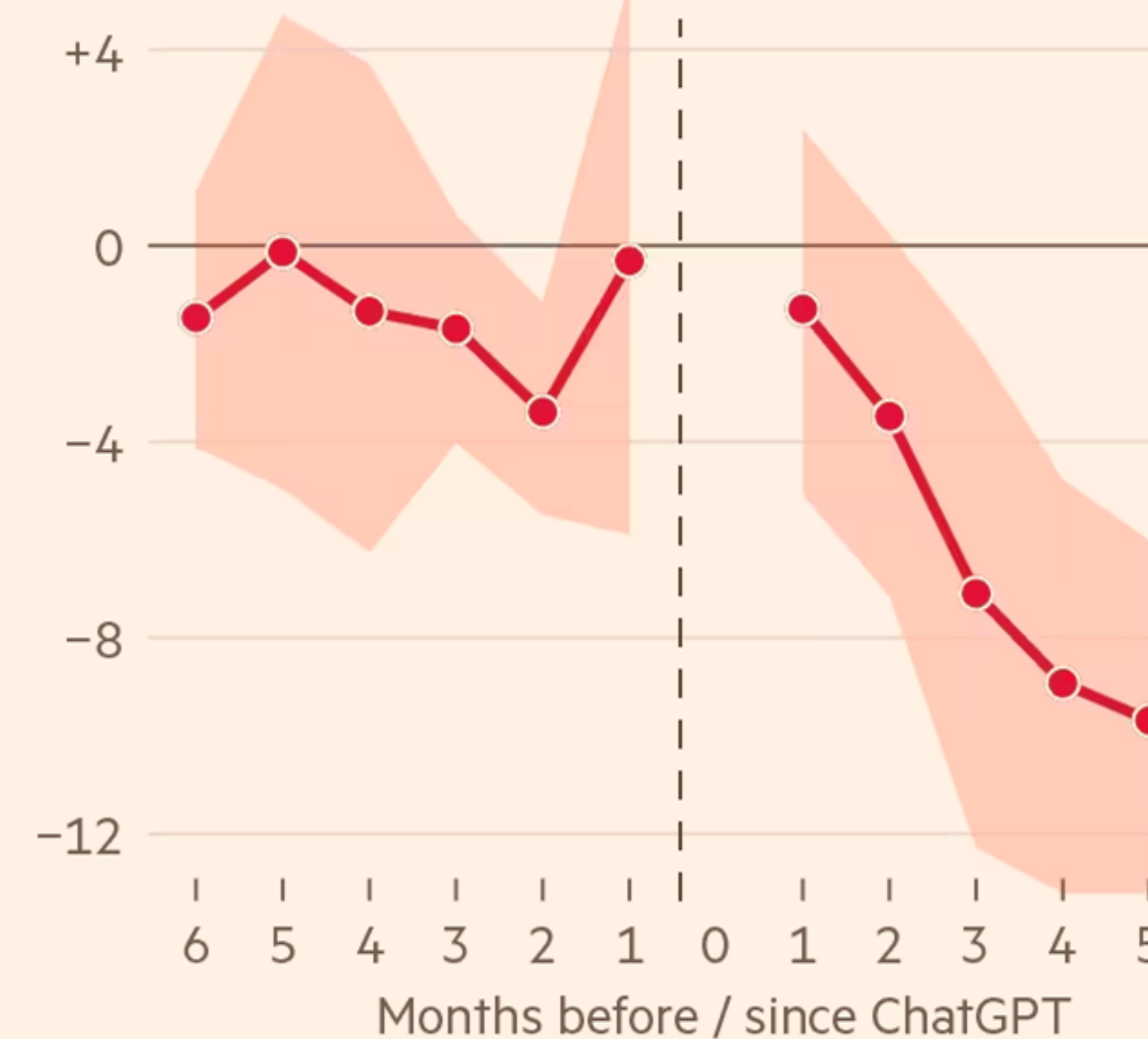
Impact of GenAI on freelancing

Change in employment and earnings from writing and editing jobs on an online freelancing platform after the launch of ChatGPT

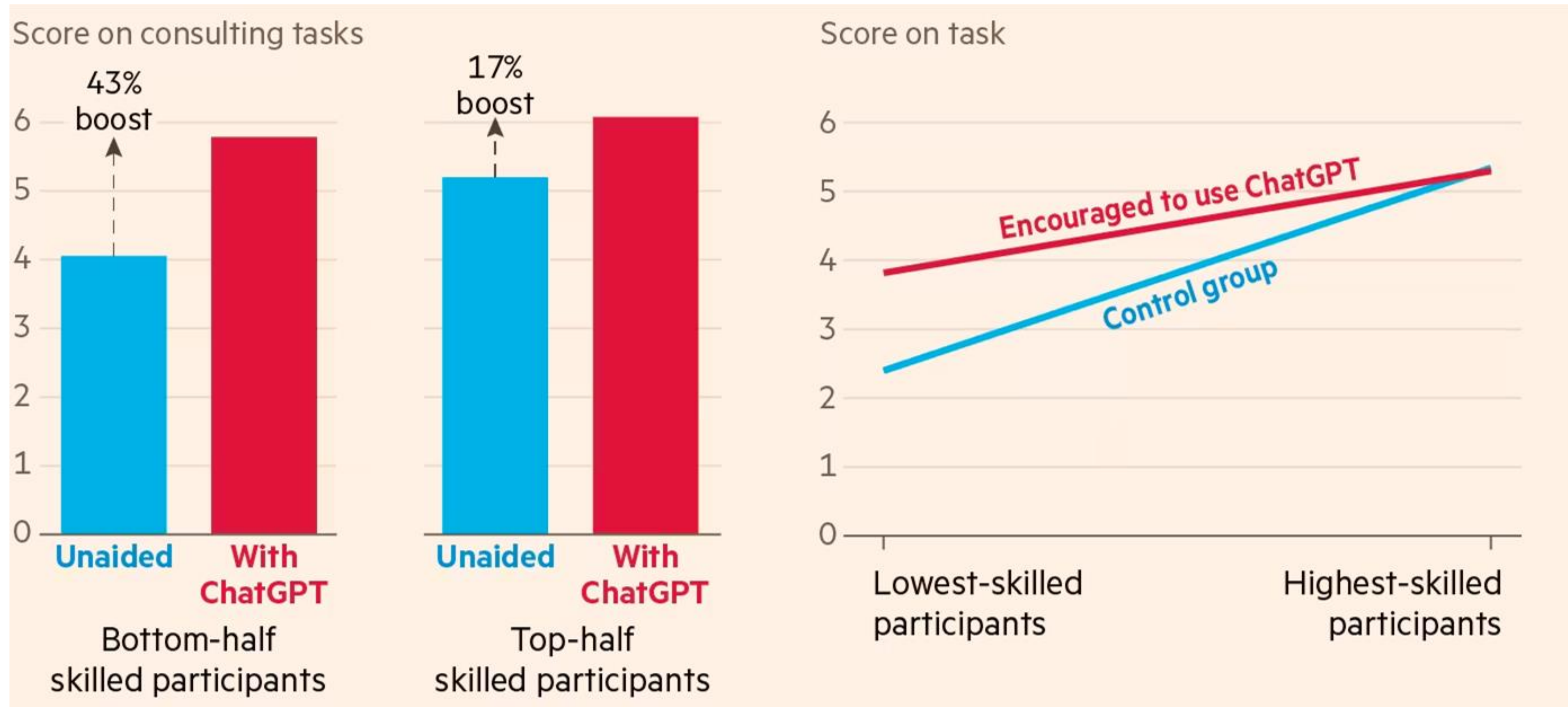
% change in monthly freelance jobs ...



... and earnings



Impact of AI on management consulting



AI **IS** the future of Consulting **and**