

Dall'Adozione alla Trasformazione: L'AI Enterprise Journey

ABOUT WHO AM I

- Co-Founder & CEO & AI Agent Babysitter at FairMind Benefit Company
- Professor at GSOM Politecnico di Milano, TAG & H-Farm
- Autore di "Code Revealed"
- Tech Entrepreneur
- Generative AI Enthusiast and Public Speaker



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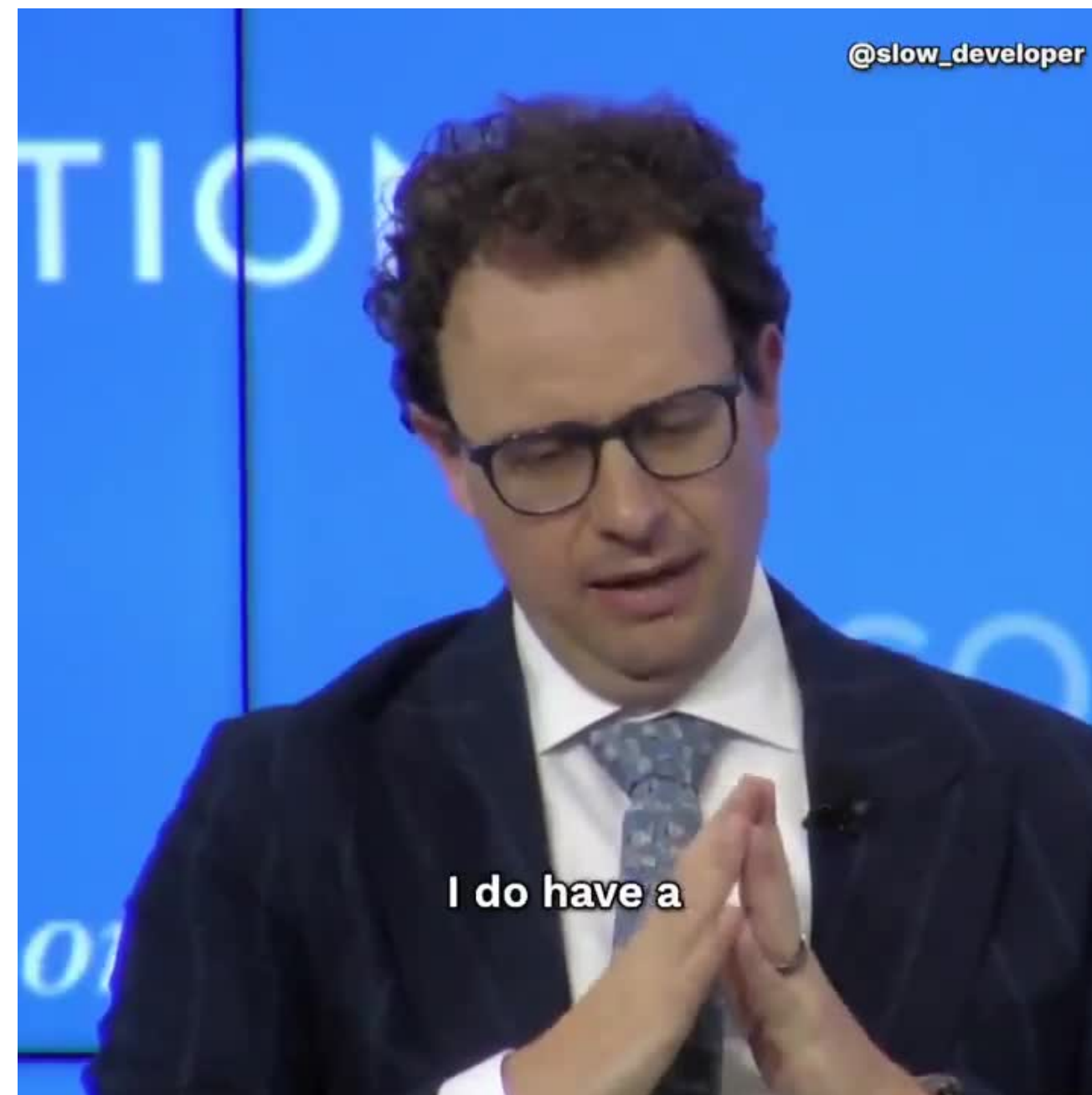
INSIGHT 1

**A CHE PUNTO
SIAMO CON AI E
SVILUPPO
SOFTWARE?**

Gennaio 2025



Marzo 2025



I Più Famosi Linguaggi Di Programmazione Nel Tempo

	1970	1980	1990	2000	2010	2020
1st	Fortran	Pascal	C	C	Java	Python
2nd	COBOL	Fortran	Ada	Java	JavaScript	JavaScript
3rd	Assembly	BASIC	Pascal	JavaScript	PHP	Java
4th	ALGOL	C	C++	C++	C++	C#
5th	BASIC	Ada	Fortran	PHP	C	PHP
6th	APL	COBOL	Lisp	Visual Basic	Python	C++

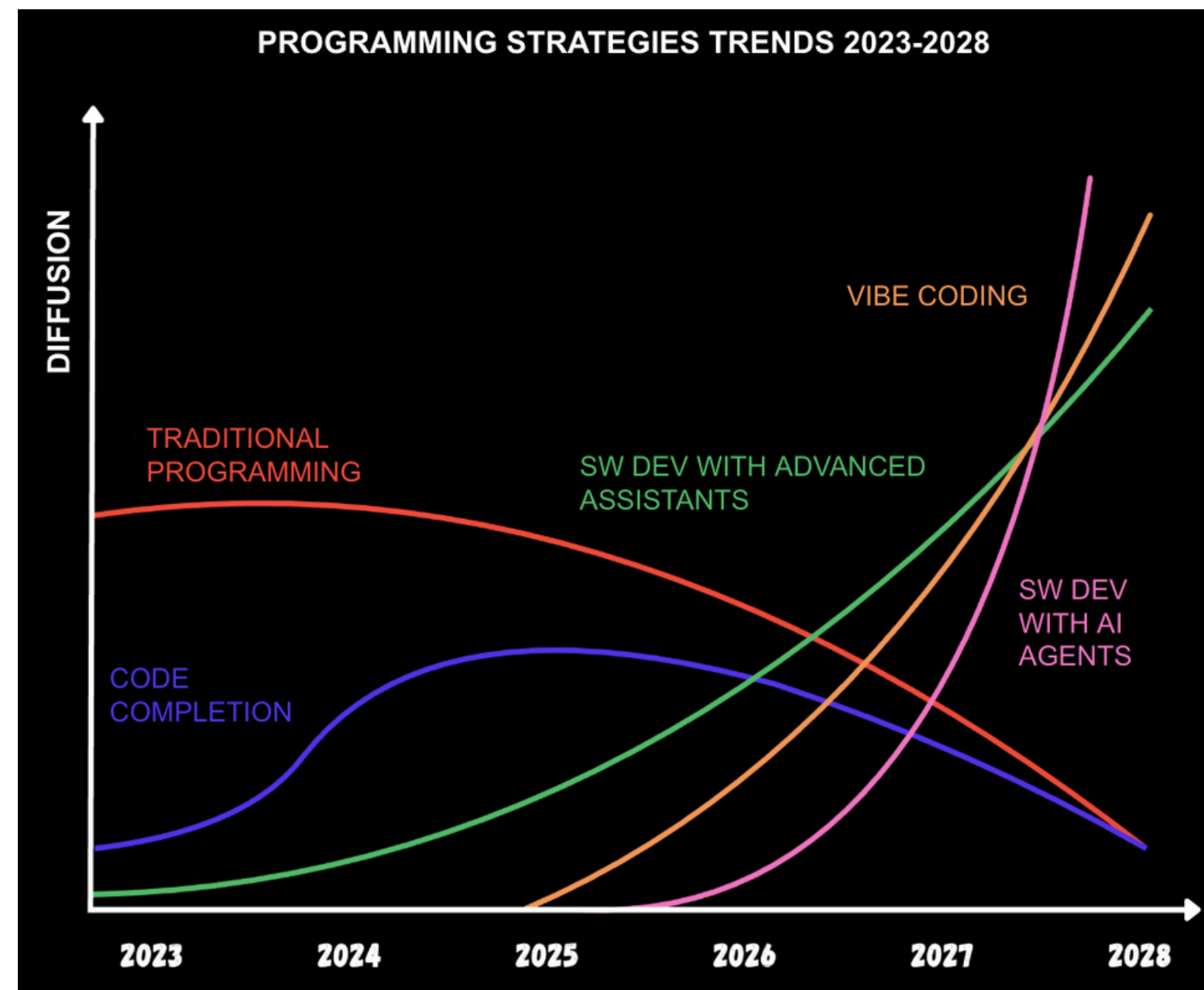
www.linkedin.com/in/jeffreyywinter

I Più Famosi Linguaggi Di Programmazione Nel Tempo

	1970	1980	1990	2000	2010	2020	2030
1st	Fortran	Pascal	C	C	Java	Python	English
2nd	COBOL	Fortran	Ada	Java	JavaScript	JavaScript	Mandarin
3rd	Assembly	BASIC	Pascal	JavaScript	PHP	Java	Hindi
4th	ALGOL	C	C++	C++	C++	C#	Spanish
5th	BASIC	Ada	Fortran	PHP	C	PHP	French
6th	APL	COBOL	Lisp	Visual Basic	Python	C++	Arabic

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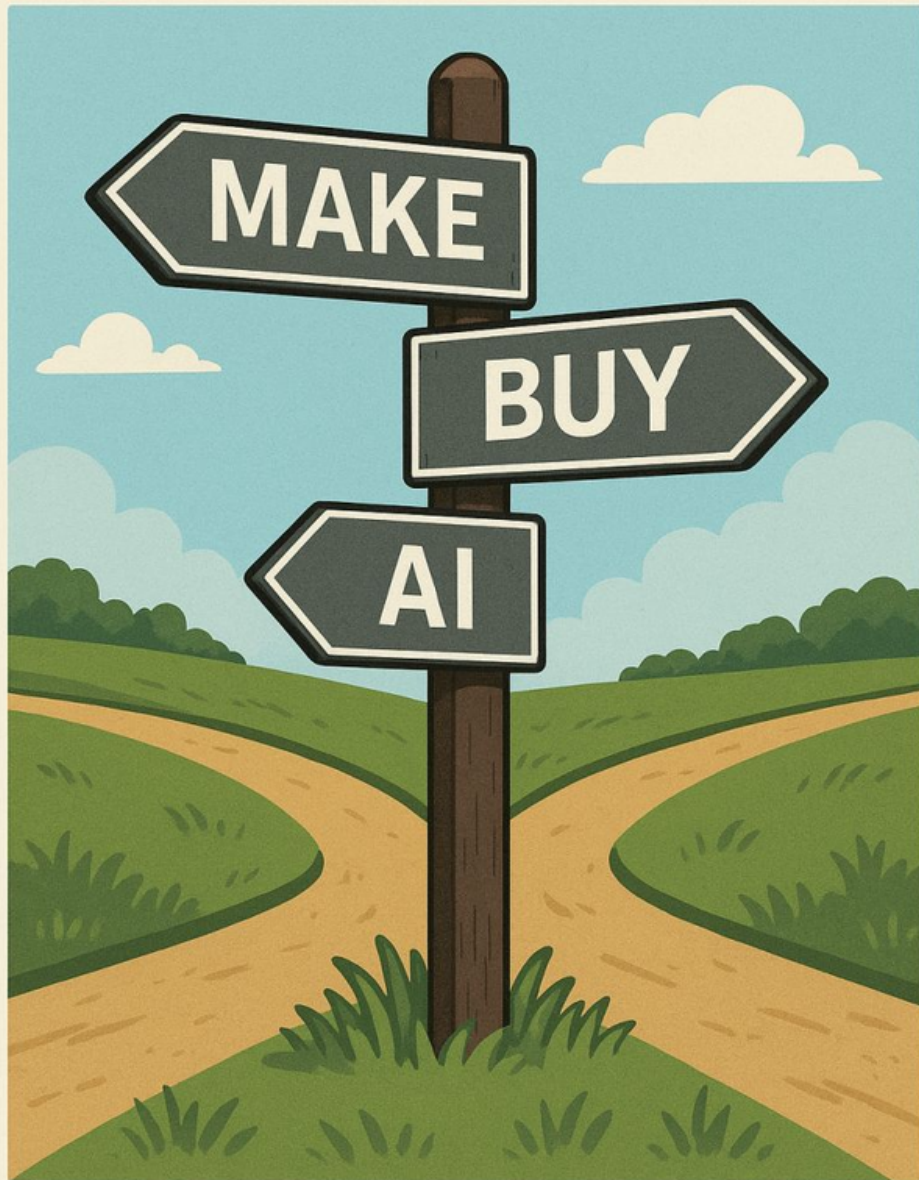
Strategie di programmazione con AI



INSIGHT 2

**CHE NE SARÀ DEL
"MAKE OR BUY"?**

Make / Buy / AI – La nuova trilogia decisionale



Make / Buy / AI – La nuova trilogia decisionale



The
Economist

Try for free



Menu

Weekly edition The world in brief [War in the Middle East](#) War in Ukraine Unit

Business | Schumpeter

Who needs Accenture in the age of AI?

The self-styled reinvention powerhouse faces its toughest job yet—remaking itself

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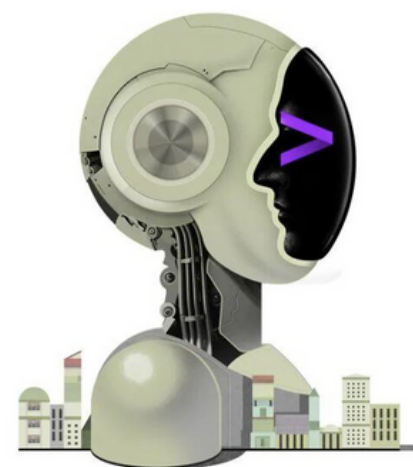


ILLUSTRATION: BRETT RYDER

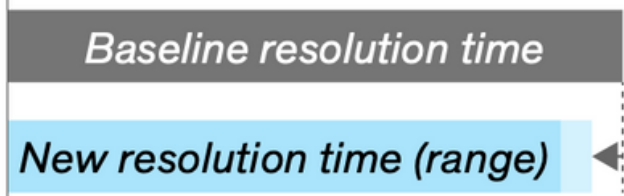
Jun 26th 2025 | 5 min read

INSIGHT 3

AGENTI, SAAS E ERP

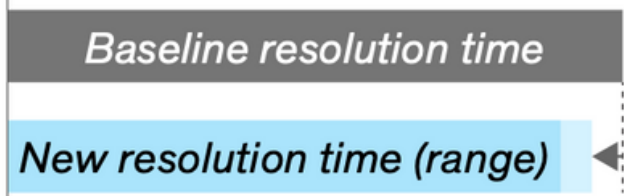
Agents hold the key to breaking through—if processes are reinvented, not just optimized.

Example: Call center performance comparison

	Gen AI-enabled	Agent-enabled (optimized)	Agent-enabled (reinvented)
Description	Human manages every step of the workflow, assisted by gen AI tools to help retrieve knowledge-based articles, summarize ticket history, and draft responses	AI agent automates discrete tasks within existing workflow, such as ticket classification, suggestion of likely root causes, and resolution of frequent, low-complexity issues	Process is redesigned around agent autonomy: AI agents proactively detect incidents, diagnose issues, and initiate resolutions automatically
Estimated impact	 5–10% average reduction in resolution time	 20–40% average reduction in resolution time	 60–90% average reduction in resolution time 80% of level 1 incidents resolved automatically

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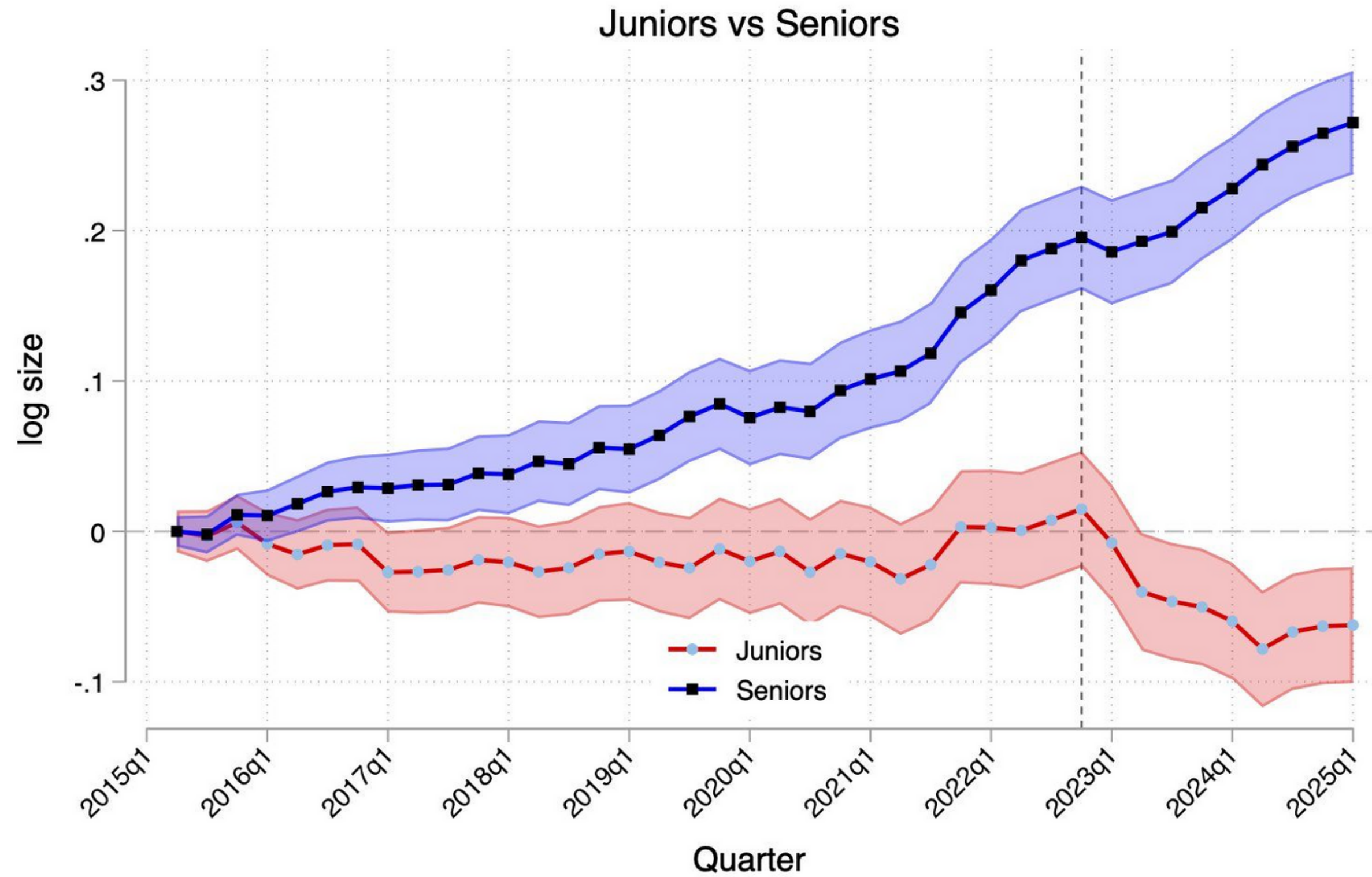
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INSIGHT 4

AI E RUOLI PROFESSIONALI [IT]



Una possibile evoluzione del team



Prompt/Context Engineer
AI Code Reviewer
AI Tooling Specialist
AI Engineer



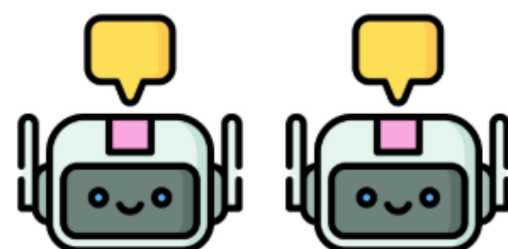
Prompt Libraries
AI Agents Pool
Validation Pipelines
...



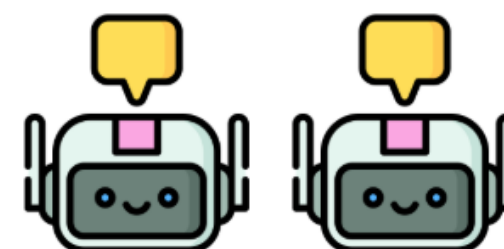
Agent Orchestrator
(ie. FairMind, Claude Code,
Cursor, Devin, etc)



Almeno 30%/40% del
tempo per **studiare**,
sperimentare, fare
manutenzione ai tool e
baby-sitting agli agenti



Coding Agent
Ops Agent
SRE Agent
CyberSec Agent
...



Nuovi scenari e use cases

Vibe Coding

- *Valutazione framework/piattaforme diverse*
- *Documentazione sempre aggiornata*
- *On boarding nuove risorse (riduzione lock-in team)*
- *Bug fix automatizzato*
- *etc*

- *Pre-Sales*
- *(integrazione ai) Requisiti*
- *Software «effimero»*
- *Training*
- *etc*

AI Assistant Evoluto

Supervisione di Agenti

Da 0 a Prototipo

Da Prototipo a MVP

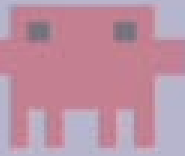
Da MVP a Prodotto

INSIGHT 5

COME VERRÀ DISTRIBUITO IL SOFTWARE



Claude Code



Claw'd



Trash

Note to self:
What's the
smallest next
step?

Have a great day
at work!

- Your pals at Anthropic

Keep thinking



Imagine this is
Shakespeare's desktop



Build a get-me-a-dog-
pitch deck



Build tools for a medieval
coder

What do you want to build?



TAKE AWAYS

Quanto tempo abbiamo?

INSIGHT 4



INSIGHT 1



INSIGHT 3



2026

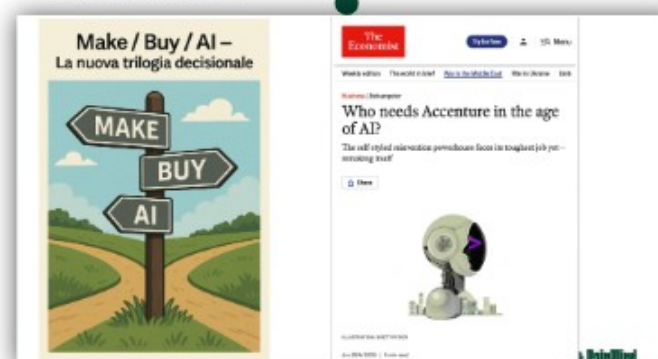
2027

2028

2029

2030

INSIGHT 2



INSIGHT 5





Grazie!





Alexio Cassani ✓

Mettiamo i 🚀 a team di Prodotto e Tech | Professore Aggiunto e Public Speaker | AI Agents Baby Sitter

Milan, Lombardy, Italy · [Contact info](#)

LAVORO CON L'AI DA PRIMA CHE FOSSE COOL

SEGUIMI E ABILITA LE NOTIFICHE PER RIMANERE AGGIORNATO



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10.10.2025