

AI Workshop Staltec — Meeting Notes

Date: 13 April 2026, 10:00 AM–12:40 PM **Location:** Areal Böhler, Neuss
Participants: Dennis, Renan, David, Micha **Facilitation:** Nikolas

Scope

A two-hour impulse for the Staltec team on the current state of AI in a business context. Goal: show what is concretely possible today — beyond ChatGPT — and derive first ideas for the company. Delivered with live translation (DE→EN) for the English-speaking participants.

Flow

The agenda had five blocks (Warm-up, The Big Picture, Live Demo, Business & Vision, Closing). In practice we stepped out of the planned structure after block two and followed the team's questions and context.

Topics covered

- **Context is everything.** The glass-of-water metaphor: every AI conversation fills a context window. Once full, quality drops. Solution: store context in structured Markdown files, not in chat history.
- **From chatbot to agent.** AI has shifted from conversation partner to autonomous agent — you define the goal, and the AI handles planning, tool selection, and verification.
- **Claude + command line.** Why Anthropic's move to connect AI with the terminal is a game-changer: the AI can now directly work with local files, tools, and systems.
- **The three Claude modes.** Chat (like ChatGPT, baseline), Cowork (connected to a local folder, GUI), Code (in the terminal, full power) — with a clear recommendation: Code.
- **Live demos.** Two spontaneous projects built on stage: (1) rebuilding the Staltec homepage as a customer journey, (2) generating a brand document and a test flyer from a Staltec PDF. A `Markdown` context file was maintained in real time alongside the builds.
- **Data security & separation principle.** Never put sensitive data into consumer prompts. Use a business account (no training on your data). Connect real data through connectors (API / MCP), keep context separate. Claude asks for permission at every step.
- **Shift from SaaS to in-house builds.** Monthly software subscriptions (CRM, ticket tools, dashboards) can now be built custom. Examples from Nikolas' company: internal IT chatbot, CRM for physician outreach, ticket system, Bible-verse trainer, moving app.
- **Competitive edge = your context.** The tools are commodity. What matters is how well a company structures its own knowledge and connects it to the right data sources (second-brain principle).

- **Tool landscape.** ChatGPT, Perplexity (research with citations), Gemini, Claude, NotebookLM — with a quick orientation on where each one shines.
- **Dictation as a killer feature.** Typeless (GDPR-compliant, EU) or Wispr Flow. You speak faster than you type and read faster than you listen — this is the workflow of the near future.
- **Prototype trick.** For any design task, ask for three variants in parallel. Often one of them is better than anything you could have specified yourself.
- **Online deployment.** A quick look at Railway (EU region, 5 \$/month) as a lightweight way to put internal web apps live.

Staltec brainstorming

Toward the end we openly discussed where the biggest levers inside the company might be:

- **Analyse internal communication & reporting.** How does information flow between the four roles? Where could a shared dashboard or a drop-in form for receipts help?
- **Build a CRM instead of subscribing to HubSpot.** HubSpot subscription paused — first clarify actual requirements, then decide.
- **Finance dashboard.** Daily view on incoming orders, costs, KPIs — ideally connected to DATEV / internal sources.
- **Automate month-end closing.** Document the process once as a reusable skill, then trigger it on demand.

Recommendations & roadmap

1. **Start with Claude** (team account, 5 seats, business plan for data protection).
2. **Learn to dictate** (Typeless) — saves more time than any other single measure.
3. **Maintain context centrally** — Markdown files in shared folders (OneDrive or local via sync).
4. **Pick a first pilot project** (suggestion from the conversation: internal dashboard / receipts drop-in).
5. **Mid-term: an AI operating system** — reusable skills for recurring tasks (month-end closing, customer reporting, flyer production).

Impressions from the room

- The central feedback: “You opened our eyes to what's possible now.” — exactly the workshop's goal.
- Initial skepticism gave way to openness; the team is ready for a concrete next step.

All tools, prompt templates, and YouTube channels mentioned during the workshop are linked on the workshop website under **Resources**. Slides for blocks 2–5 and the deep-dive extras are available there as PDF downloads.