10 STEP

CHECKLIST

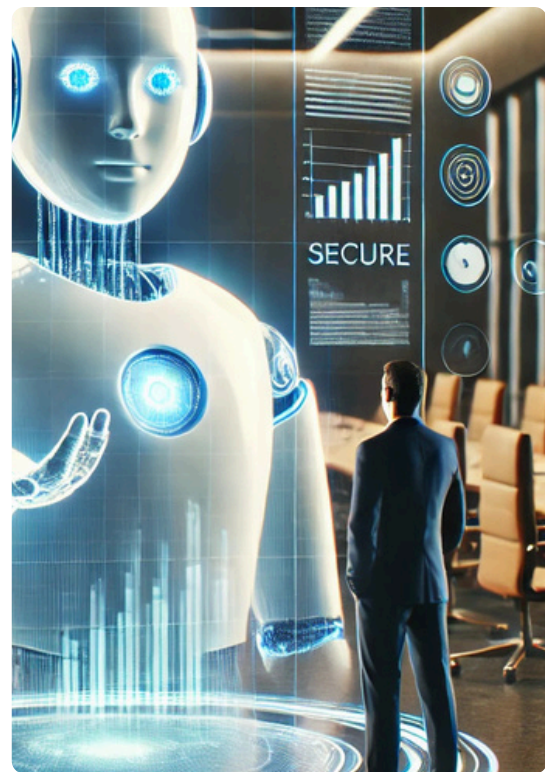## The AI Enthusiast's Guide to Convincing Your Organization AI Is a Tool, Not the Enemy

Introduction

Let's face it: getting your organization to embrace AI can feel like convincing your boss that TikTok isn't just for dance videos. People are hesitant, skeptical, and maybe a little freaked out. But you know AI is more than sci-fi robots and dystopian headlines—it's the future of efficient, secure, and downright smart government work. Here's your 10-step cheat sheet to flip the narrative and get your team on board.

Things You've Probably Heard in Your Organization That Mean You Should Keep Reading

- **"AI is too risky for government use."** (Spoiler: It's not, especially with tools like Ask Sage built for government security standards.)
- **"We don't have the budget for AI."** (AI can save money—let us show you how.)
- **"We'll look into AI next year."** (Translation: We're falling behind.)
- **"AI is just a trend."** (Nope. It's the future, and your agency should be ahead of it.)
- **"It's too complicated to implement."** (Not with Velocity's help, it isn't.)
- **"How do we know it's secure?"** (Ask Sage is designed for government—compliance and security are baked in.)
- **"AI is for the private sector, not us."** (Public sector AI success stories are piling up, and we can help you be the next one.)
- **"We don't know where to start."** (Perfect. That's what this guide is for.)
- **"Let's stick to what's worked before."** (AI enhances what's working—not replace it.)
- **"I don't want this on my laptop, but how else will I test it?"** (We won't tell. But wouldn't it be better if your agency supported it officially?)

If anything on the left sounds painfully familiar and you're already beating your head against a wall, take a deep breath, keep scrolling, and read on. We've got your back.

1. Find the Pain Point That AI Can Fix

No one's going to jump on the AI train unless they see the tracks lead somewhere useful. Is your team drowning in data? Spending hours on mind-numbing tasks? Identify a specific, annoying problem AI can solve—and then make it clear you're about to be their hero Here are 3 pain points to get you started:

Drowning in Data

Government teams often deal with mountains of data but don't have the time or tools to make sense of it. AI can step in to sort, filter, and analyze data quickly.
- Helping prioritize urgent tasks like reviewing case files or citizen requests.
- Spotting trends in budget reports or security logs that might otherwise go unnoticed.

Repetitive Tasks

Filling out forms, answering the same questions, and processing paperwork eat up time that could be spent on more important work. AI can automate these tasks, saving time and frustration.
- Automatically processing meeting notes, applications or taskers, claims or anything else that comes frequently.
- Using AI chatbots to answer routine questions so your team can focus on more complex issues.

Reports... & Reports

Creating reports can feel like a never-ending task—finding data, formatting it, and making it look presentable takes hours. AI can speed this up by pulling the right information together for you.
- Generating ready-to-use reports on budgets, program metrics, or case outcomes.
- Simplifying visual data with charts and summaries you can share in seconds.

2. Learn the Lingo (Without Sounding Like a Robot)

You don't need to be an AI expert, but you do need to sound like you know what you're talking about. Brush up on the basics so you can explain things like "machine learning" without people's eyes glazing over. Pro tip: use analogies. "AI is like your favorite assistant who doesn't need coffee breaks" works wonders.

3. Drop Some Real-World Mic Drops

"Oh, you think AI is risky? Let me tell you how this government agency used it to save time, money, and headaches." Find relatable, real-world success stories. Nothing beats a well-placed, "If it worked for them, why can't it work for us?"

4. Tie AI to the Mission

Frame AI as a mission enabler, not just a new toy. Is your mission efficiency, transparency, or better service delivery? Show how AI boosts those outcomes. Bonus points if you can say it makes their job easier too.

5. Flex the Security and Compliance Muscle

Worried about rogue robots or that your data might be compromised by an LLM? Reassure them that Ask Sage is specifically designed by the government for the government, adhering to strict security and compliance standards. With access to government-compliant LLMs and top-tier compliance credentials, including FedRAMP® High Authorization, Ask Sage is essentially the Fort Knox of AI tools.

6. Start Small, Dream Big

Suggest a low-stakes pilot project—something that won't set off alarm bells but will deliver clear, measurable results. Think of it as AI's audition for your organization. Once it nails the pilot, scaling up will be easier.

AI in the public sector by the numbers

of Federal Agencies Use AI

45%

Nearly half of U.S. federal agencies reported experimenting with AI to improve processes and decision-making by 2020[1].

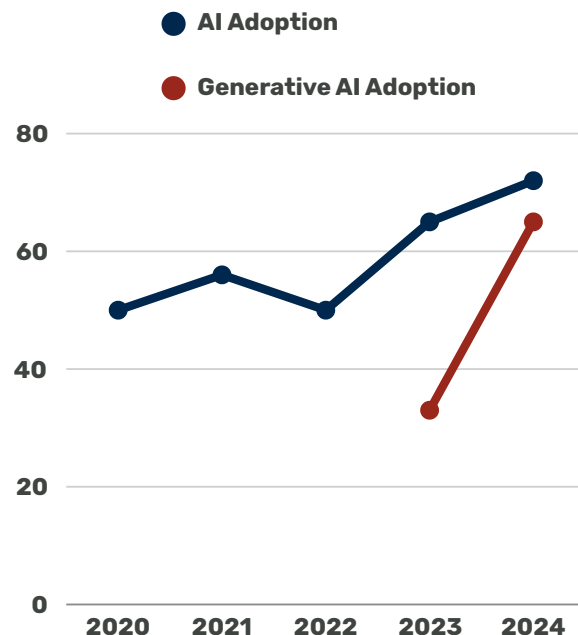**AI Use Cases Documented**

200+

The U.S. Government Accountability Office identified over 200 active AI use cases across federal agencies by 2023, spanning various applications.[2]

of Generative AI Adoption

65%

In 2023, 65% of organizations using AI regularly integrated generative AI tools into operations, nearly doubling within ten months[3]

Billion AI R&D Spending

$1.7B

The U.S. government allocated $1.7 billion to AI research and development in 2022, a 209% increase since 2018[4]

Workforce Efficiency Boost

30%

Studies indicate AI-driven automation in government agencies can increase workforce efficiency by up to 30%, enabling faster service delivery[5]

2023 Govt AI Contracts

$4.6B

In 2023, federal AI-related contract values surged to $4.6 billion, marking a 1,200% increase from just one year earlier[6]

- AI Adoption
- Generative AI Adoption

7. Talk Money, Honey

AI doesn't just save time; it saves dollars. Show how AI reduces manual labor, increases efficiency, and delivers more bang for the budget. The key phrase: "return on investment."

8. Build Your Squad of AI Enthusiasts

Find the nerds who already get it (yes, they're out there). Early adopters can become your biggest advocates. And nothing convinces people faster than seeing their tech-savvy colleagues raving about AI.

9. Hit Their Fears Head-On

"Will AI take my job?" "Isn't it risky?" "Does it secretly want to destroy humanity?" Make a FAQ of common fears and tackle them with calm, fact-based answers. Spoiler: AI isn't taking anyone's job—it's making them easier and more effective.

10. Bring in the Big Guns

No one expects you to do this alone. That's where Velocity and Ask Sage come in. Let the experts show your team how AI can be implemented seamlessly, securely, and with a lot less drama than they're expecting.

AI bias is a challenge we can overcome together. Take what you've learned -- and the fight you've already been fighting -- and bring another ally into the fight.

VE VELOCITY

www.velocityexplorations.com/Ask-Sage

Resources:
1. Stanford University. Government by Algorithm: Artificial Intelligence in Federal Agencies. 2020. Available at: Stanford AI Index.
2. U.S. Government Accountability Office. AI in Federal Agencies: Use Cases. 2023. Available at: GAO Report.
3. McKinsey & Company. The State of AI in 2023: Generative AI's Breakout Year. 2023. Available at: McKinsey AI Report.
4. Stanford HAI. 2023 AI Report: Federal AI Investments. 2022. Available at: Stanford HAI Report.
5. Deloitte Insights. AI in Government: Boosting Efficiency and Outcomes. 2022. Available at: Deloitte Insights.
6. Brookings Institution. The Evolution of AI Spending by the U.S. Government. 2023. Available at: Brookings AI Report.