

METHODOLOGY · AI ADOPTION IN THE MITTELSTAND

How KrambergAI introduces AI projects in mid-sized businesses in a structured way

A method for companies that don't want to experiment with AI, but put it to meaningful use.

Many mid-sized companies face the same question: where can AI genuinely help without overwhelming existing processes, creating data-protection risks, or simply adding yet another tool? KrambergAI works not through individual software products, but through a structured adoption methodology — with the goal of applying AI where it measurably lightens the daily workload: customer enquiries, phone calls, quotes, knowledge search, documentation, and recurring administrative tasks.

The method in five steps



STEP 1

Understand

Capture the starting point, workflows and bottlenecks along real processes.



STEP 2

Assess

Prioritise potential by value, feasibility, data quality & data protection.



STEP 3

Structure

Translate roles, data sources, approvals & responsibility into a concept.



STEP 4

Implement

Roll out use cases as a usable solution — with a clean path to scale.



STEP 5

Operate & Improve

Measure results, gather feedback, evolve the solution over time.

What KrambergAI does differently

No off-the-shelf solution

No AI for its own sake

The approach starts with everyday operations and works from there towards a fitting solution. The difference lies in combining strategy, process understanding, technical implementation and realistic operation.

People stay involved at the decisive points: AI supports, prepares and structures — decisions, approvals and responsibility for the customer remain with the company.

Who the method is for

Mid-sized companies, technical service providers, trades and service businesses with many recurring enquiries and documentation-heavy workflows. Typical starting points:

- many calls, emails and callback notes; incomplete customer enquiries
- high effort in preparing quotes and following up
- knowledge scattered across documents, emails and people's heads
- digital systems are in place but poorly connected
- AI should be introduced — but without losing control

The outcome for your company

A clear sense of where AI truly helps, which solution makes sense first, and how adoption can be carried out under control. The goal is not to automate as much as possible — but to structure work better, ease the load on staff, handle customer enquiries more reliably, and make company knowledge usable.

NEXT STEP

The KrambergAI AI Quick Check

The structured way in for companies that want to use AI deliberately and responsibly. We assess which AI use cases in your business are worthwhile, feasible and economically relevant.

Book an initial call

krambergai.com