FORSPRANG

Imagine what is coming.
Practise it together, and leave with the first move towards a shared opportunity.

Forsprang is a half or a full day with the leadership team, with preparation before and follow-up after. We draw inspiration from what technology can do now, stretch the imagination with scenarios, and bring it down to concrete exercises where you work together. On a full day we go all the way to a first version, built with agents.

Half day

From inspiration to one chosen possibility.

Full day

From inspiration to one chosen opportunity, where we build a first possible solution together with agents.



Your results are at the centre. Talks, dialogue, scenario work and technology are the means.

A half or a full day with the leadership team.

We fit the content to one important need or strategic choice of yours.

Half day

From inspiration to one chosen possibility.

BEFORE

Preparation A short conversation where we choose the question, and prepare examples or systems from your everyday work.

THE SESSION

Inspiration: look further What technology can do now, shown with examples like your own, and questions that challenge what you take for granted.

Exercise: What if? You play scenarios like chess: what happens three, six and eight moves ahead, and which choices hold up in more than one future?

Exercise: choose one possibility You choose the possibility worth the most, and we sketch it together, so you see how it could work.

AFTER

Follow-up We go through what you arrived at, and agree a reasoned next step together with you.

Half a day with the leadership team · Led by Daniel and Pål · Preparation and follow-up included

Full day

From inspiration to one chosen opportunity, where we build a first possible solution together with agents.

BEFORE

Preparation A short conversation where we choose the question, and prepare examples or systems from your everyday work.

THE SESSION

Inspiration: look further What technology can do now, shown with examples like your own, and questions that challenge what you take for granted.

Exercise: What if? You play scenarios like chess: what happens three, six and eight moves ahead, and which choices hold up in more than one future?

Exercise: make it tangible After lunch we build a first version of one possibility together, with agents, so you can try it before the day is over.

Exercise: the next moves You set out the next moves: what to try, by whom, and what has to be true for it to work.

AFTER

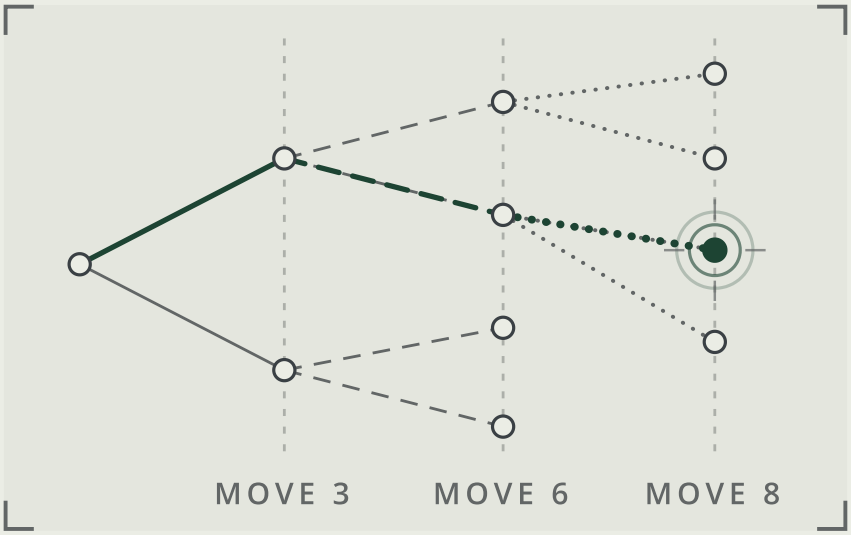
Follow-up We go through what you arrived at and what was built, and agree the next step together with you.

A full day with the leadership team · Led by Daniel and Pål · Preparation and follow-up included

Your needs set the direction for what we make together. After one session you have something to assess, not a finished solution in production.

Think several moves ahead.

With scenarios we look at what could happen, and which choices hold up.



- What fundamental needs lie behind your products and ways of working today?
- What happens if a relevant technology changes the premises?
- How does that affect customers, competitors and partners?
- Could the effects three or four steps out make today's choices more valuable, or less relevant?
- Which choices hold up in several possible futures?

The scenarios build on documented technological signals, and we keep a clear line between:

What exists **What is assumed** **What we explore**

What you are left with

A clearer need

A shared understanding of what actually should be solved, beyond single stories and the first symptoms.

New possibilities

Insight into what the technology can mean for your services, customers, roles and strategic choices.

Tangible tools

A concrete solution, trial or demonstration that makes the possibility possible to assess.

A reasoned next step

What is worth taking further, and which assumptions need to be tested first.

The need becomes clearer along the way.

When you get to see or try something concrete, your understanding of what is needed often changes. That is why we develop the solution and the need together, and you help discover what matters.

Daniel and Pål lead the sessions.

Forsprang builds on strategic imagination, an understanding of people and organisations, and experience of building AI systems ourselves.



Daniel Sunde-Hansen

Partner AI Strategy

Partner in AI Strategy at SkyeTec and PhD candidate in Leadership and Organisation at BI Norwegian Business School. Former Director of Deloitte Center for the Edge (Deloitte's global centre for long-term strategy and innovation) and Head of Innovation at Deloitte. Combines research with practical experience of innovation in large organisations, with a focus on agentic AI and what it demands of leadership and the interplay between people and technology.



Pål Machulla

Chief Imagination Officer

Chief Imagination Officer at SkyeTec. Comes from the position of Executive Experience Director at Merkle (Dentsu), with over ten years of hands-on experience with AI, and received ANFO's honorary award in 2024 for pioneering work in generative artificial intelligence and marketing technology. Pål has a distinctive insight into how AI becomes an integral part of an organisation's DNA, rather than an add-on solution.

When systems do more on their own, people's responsibility changes.

Orbit is the framework we use to think it through.



- **Direction**
  People set the direction, goals and limits.
- **Execution**
  The systems act within the space that has been agreed.
- **Feedback**
  Feedback makes deviations, new patterns and goal drift understandable.

For you, it raises questions about leadership, skills, organisation and responsibility. What it means for staffing has to be looked at concretely in each case.

Read Pål's article on Orbit: medium.com/@pal.machulla

How to book

Choose a half or a full day. Half day: From inspiration to one chosen possibility. Full day: From inspiration to one chosen opportunity, where we build a first possible solution together with agents.

A short conversation first. Before the session we have a short conversation to choose the question and prepare examples or systems.

skyetec.ai/en/advisory

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