

ACME MANUFACTURING

Software runs the rules.
AI weighs the evidence.
People own the call.

How ACME puts AI to work without putting it in charge.

THE ALLOCATION

01 SOFTWARE · RULES

02 AI · INTERPRETATION

03 PEOPLE · DECISIONS

Where each department’s work actually sits.

Deterministic systems remain in charge. AI goes only where messy evidence creates a judgment bottleneck.

HOW TO READ THIS MAP EMPLOYEE and MANAGED name the identity that starts the work. + HANDOFF marks a step that passes between them. AI: and HUMAN: name who performs that step.

CUSTOMER + REVENUE	Sales, Service + Aftermarket CRM retrieval + pipeline math messy account history AI: SYNthesize ● EMPLOYEE			
SUPPLY + PLANT	Supply Chain, Procurement + Logistics MRP thresholds supplier exceptions AI: INTERPRET EXCEPTION ◇ MANAGED	Operations, Maintenance + Reliability Historian alarms ambiguous plant signals AI: TRIAGE BOUNDED CONTEXT ● + ◇ HANDOFF	Engineering + Quality QMS rules deviation evidence HUMAN: DISPOSITION ● + ◇ HANDOFF	Environment, Health + Safety Safety systems incident narrative HUMAN: CLASSIFICATION ● EMPLOYEE
ENTERPRISE FUNCTIONS	Finance Ledger + reconciliations variance story AI: DRAFT COMMENTARY ● + ◇ HANDOFF	People + HR HRIS rules policy and scenario questions HUMAN: PEOPLE DECISION ● EMPLOYEE	Legal + Contracts Contract data clause interpretation HUMAN: LEGAL POSITION ● EMPLOYEE	IT + Security IAM controls access evidence HUMAN: APPROVE CHANGE ● + ◇ HANDOFF

Run these questions in order before AI touches a workflow.

Most work at ACME stays in deterministic software, so the AI surface a reviewer has to audit stays small.

01 · SOFTWARE

DETERMINISTIC

Can the rule be specified?

Use software for formulas, thresholds, validation, permissions, deduplication, and exact writes.

ERP thresholds · historian alarms · reconciliations

02 · AI

INTERPRETIVE

Does the evidence need judgment?

Use AI to interpret bounded, messy evidence and prepare a cited assessment. Bounded means software selects the exact records the model sees, and nothing else.

Emails · notes · documents · alarm context

03 · PEOPLE

ACCOUNTABLE

Is the call uncertain or consequential?

A named, qualified person decides. AI failure never suppresses the original work.

Customer action · plant response · publication

THEN CHOOSE IDENTITY

Split the workflow into steps. Run each step through the test in order, then choose the identity.

Employee's Agent

A person starts it, uses their own access, and owns the result.

Managed Agent

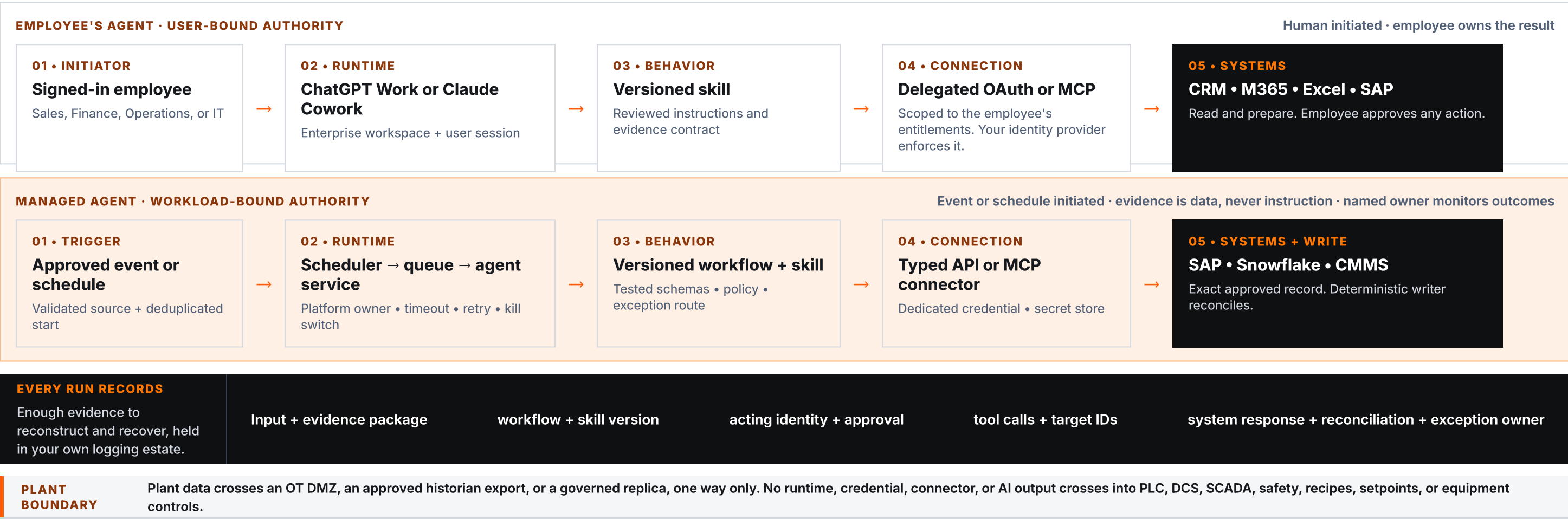
An event or schedule starts one bounded workflow with a named owner.

This model runs at Elios today. Argus interprets messy email evidence, validates every action in deterministic code, and performs no ambiguous write on timeout.

Before any of this runs: an enterprise agent workspace, an identity provider with a delegated-access model, a named authority for approving connectors, a secret store, and an owner for the scheduler.

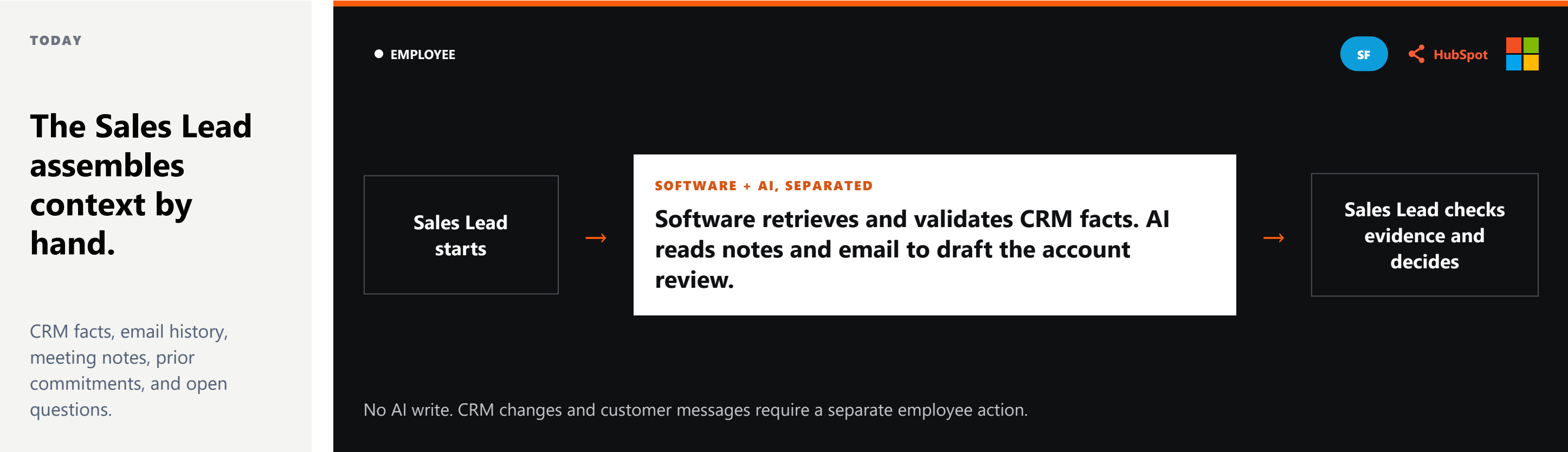
The runtime is part of the control model.

TWO IDENTITY PATHS. THE SAME EXTERNAL CONTROLS. Control rules this model is designed to. Enforcement depends on your identity provider, agent platform, and business-system controls.



CRM math stays in software. AI reads the account history. The Sales Lead acts.

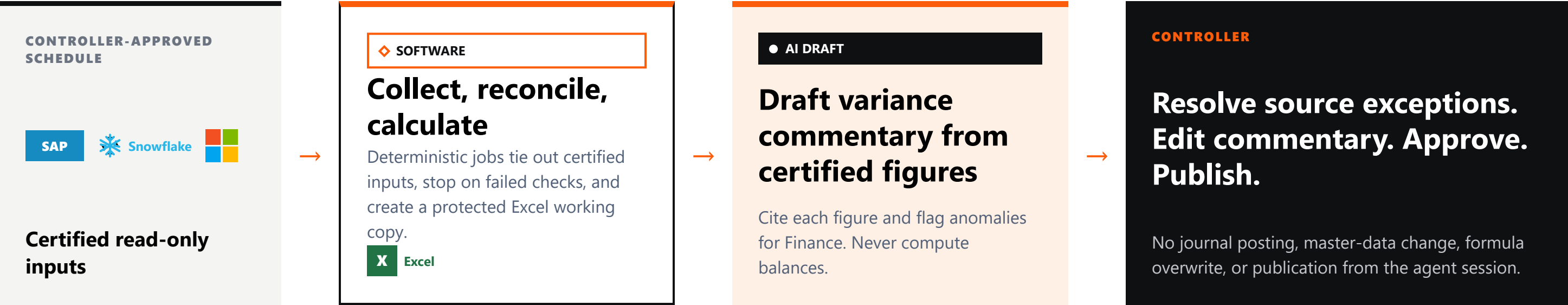
Employee access is personal and attributed.
Customer action stays human.



START	ACCESS	WORK	DECISION	SYSTEM CHANGE	MEASURES		
Sales Lead	Employee CRM + M365	Cited account-review draft	Sales Lead	No AI write	Time · corrections · adoption		
READ	IN SCOPE	PREPARE	IN SCOPE	APPROVE	HUMAN OR BLOCKED	WRITE	HUMAN OR BLOCKED

The ledger ties out in software. AI drafts the story. The Controller signs.

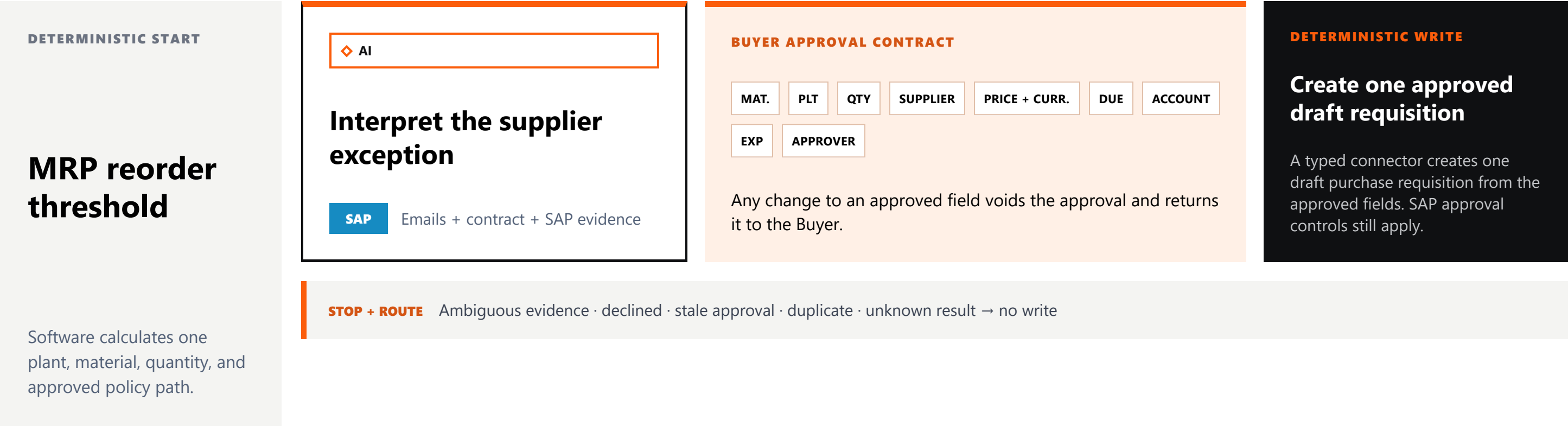
AI never computes a balance, certifies a control, or publishes the pack.



START	ACCESS	WORK	DECISION	SYSTEM CHANGE	MEASURES		
Monthly schedule	Read-only Finance sources	Tie-out + cited commentary	Controller	Controller publishes	Time · corrections · cost/run		
READ	IN SCOPE	PREPARE	IN SCOPE	APPROVE	CONTROLLER	WRITE	HUMAN OR BLOCKED

MRP sets the quantity. The Buyer approves. The system writes one draft requisition, never a purchase order.

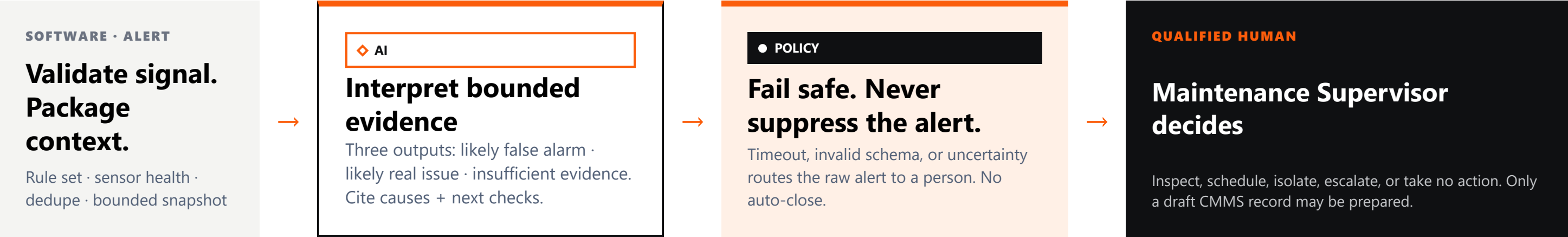
MRP starts the rule. AI reads only the messy supplier exception. The Buyer decides.



START	ACCESS	WORK	DECISION	SYSTEM CHANGE	MEASURES		
Reorder threshold	SAP + supplier evidence	Exception brief + draft	Buyer	One draft purchase requisition	Cycle · approval · failures		
READ	IN SCOPE	PREPARE	IN SCOPE	APPROVE	BUYER	WRITE	DRAFT REQUISITION ONLY

A sensor reads zero at 2 a.m. The alarm remains software.

AI gets a small evidence package, not the live plant.



FAIL-SAFE + NO CONTROL PATH

The alert stays open. No AI route to PLC, DCS, SCADA, safety, recipes, setpoints, or equipment controls.

AI is advisory and never a safety function.

START	ACCESS	WORK	DECISION	SYSTEM CHANGE	MEASURES
Rule detects bad reading	Bounded historian package	Classify + cite evidence	Maintenance Supervisor	Draft CMMS record	Misses · false alarms · latency
READ	IN SCOPE	PREPARE	IN SCOPE	APPROVE	HUMAN OR BLOCKED
				WRITE	DRAFT BUSINESS RECORD ONLY

Preparation can move. Decision rights do not.

AI may brief, compare, and draft. It cannot inherit authority from a prompt.

THE RULE

When the stakes involve people, safety, quality, legal position, money movement, or access, a named role owns the decision.

The handoff records the evidence, recommendation, owner, decision, and reason.

ENGINEERING + QUALITY	Quality Engineer	Deviation disposition · CAPA closure · specification change · shipment release · stop authority
ENVIRONMENT, HEALTH + SAFETY	Qualified EHS role	Hazard classification · permit approval · exposure determination · safety signoff
PEOPLE + HR	HR leader	Hiring · promotion · compensation · discipline · termination
LEGAL + CONTRACTS	Counsel	Interpretation · negotiation position · signature authority
IT + SECURITY	Separate administrator	Approval and execution of any access change
FINANCE	Controller	Journal approval · control certification · publication of the reporting pack

Give us one problem. Let us prove it.

Start with one high-friction workflow. An AI transformation program can wait until one workflow has earned it.

THE OPERATING RULE

Software runs the rules. AI weighs the evidence. People own the call.

WHAT ELIOS DOES

We embed with your team, validate the workflow within agreed boundaries, and measure the result. A fixed-fee engagement, scoped after a discovery call. From you: a named business owner, a system owner, and an approver.

Then you decide whether to expand it, revise it, keep it limited, or stop.

START HERE

Bring the workflow and where it hurts today, its current cycle time or rework rate, and the system owner and approver by name.

Talk with Elios

eliosai.com/talk