

**AWL.**

**FME AI JAAREVENT 2025**



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Director Strategy & Development

“De AI-transitie is in volle gang...  
maar is jouw organisatie al onderweg?”

# AWL.

## IN A NUTSHELL

AWL.



**30 years**

*experience in high  
degree of automation*



**5**

*locations worldwide*



**> 800**

*passionate professionals*



**> 4000**

*robots integrated*



**Turnkey**

*from concept to service*



**Partner no  
matter what**

*long-term partnerships over  
short-term transactions*



**Distinctive  
innovation**

*the first and the best at  
understanding and integrating  
new/existing technologies*



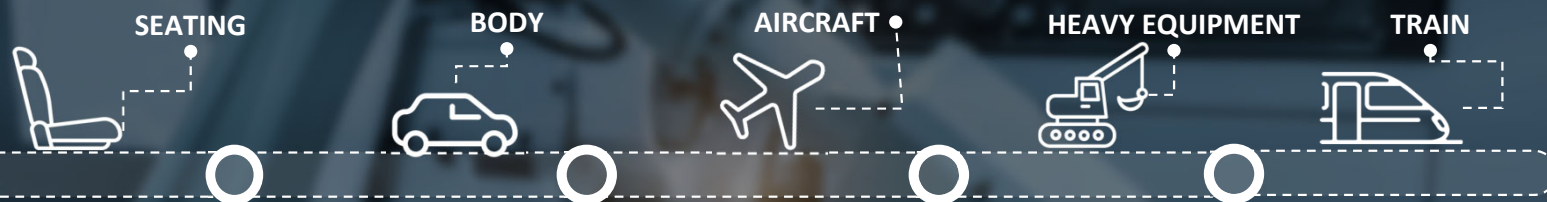
**Customer  
Intimacy**

*dedicated multidisciplinary  
teams*

# Onze markten



**TRANSPORTATION**




**METAL PROCESSING**

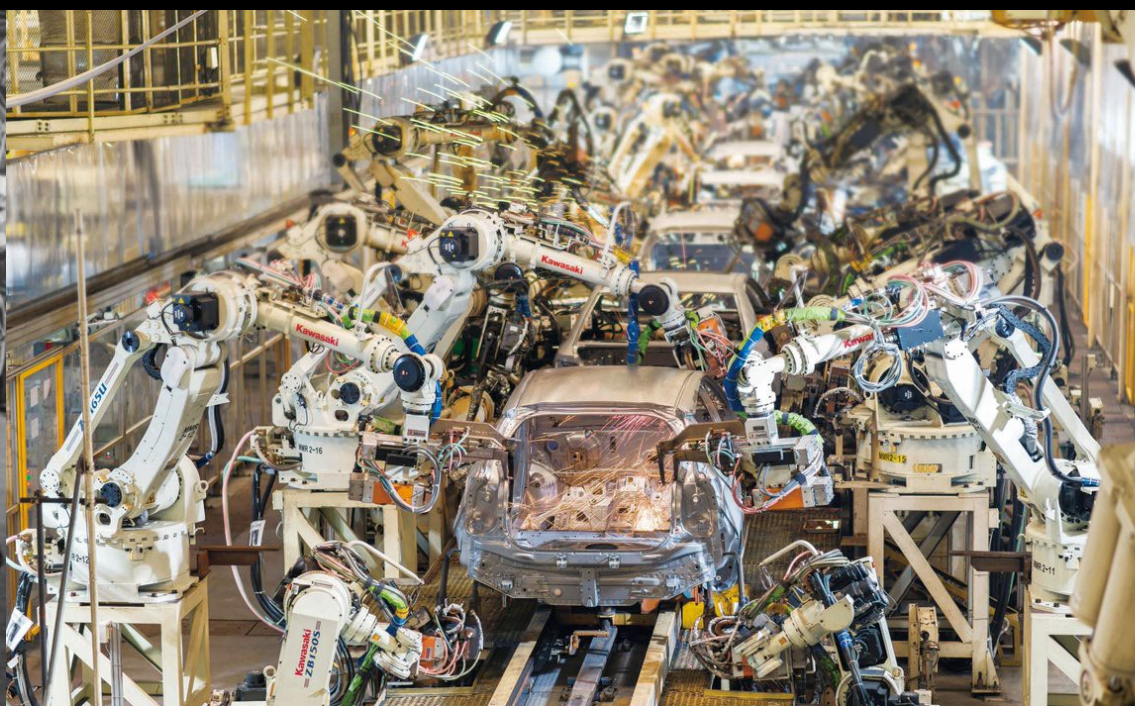



**INTRALOGISTICS**



Leer van het verleden...

AWL.



...en weet wanneer het tij keert



***“De echte prijs  
van AI is niet wat  
je nu investeert,  
maar wat je  
morgen verliest  
door stil te  
blijven staan.”***



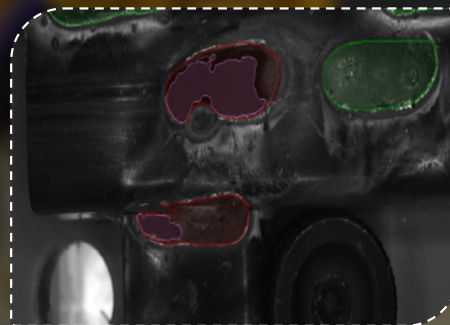
We staan slechts aan het begin...



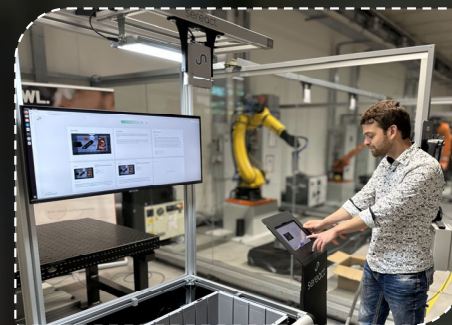
Picking



Stacking



Weld inspection



Robot control

# AI in organisaties: van visie tot DNA

Niet gestart

AI staat nog niet op de agenda van de organisatie

≈ 75%

Experimenteren

Leren en eerste prototypes

≈ 20%

Praktijk

AI-visie en systematische aanpak gestart

≈ 3%

Professioneel

AI is breed geïntegreerd en in productie

≈ 2%

Voorloper

AI zit in het DNA van de organisatie

< 1%

“Organisaties die nu niets doen tegen  
AI-gedreven aanvallen...  
plannen onbedoeld hun eigen incident.”

# Chinese hackers used Anthropic's AI agent to automate spying

Suspected Chinese operators used Anthropic's AI [coding tool](#) to target about 30 global organizations — and had success in several cases, the company said Thursday.

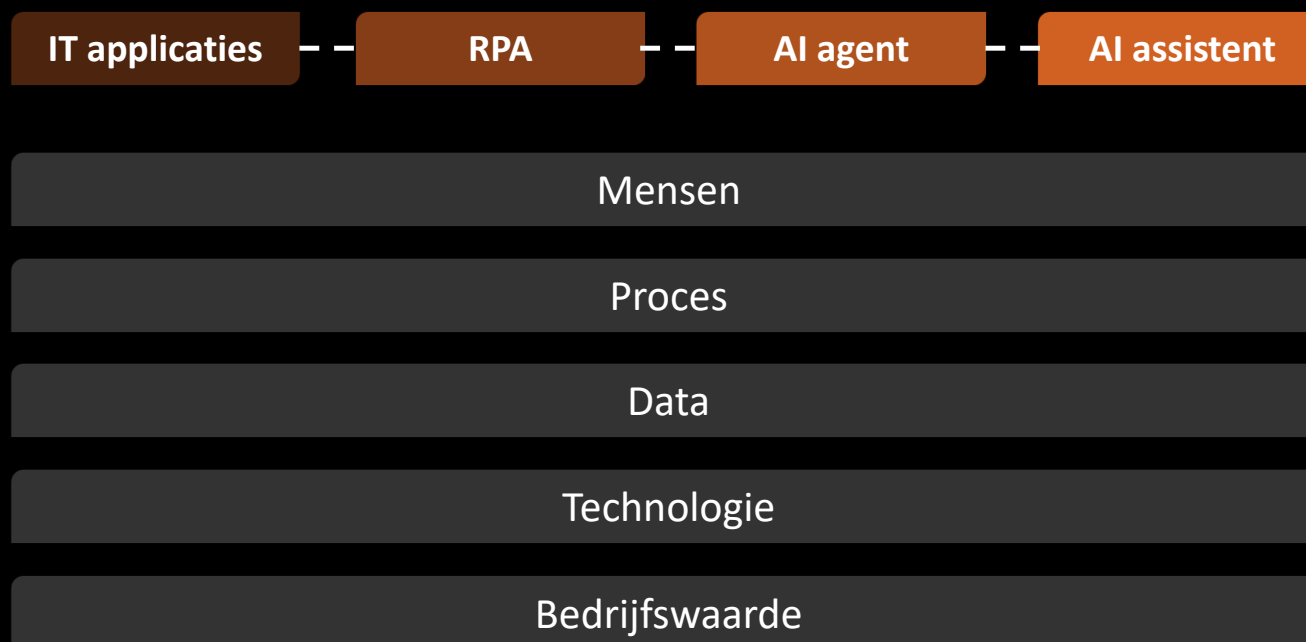
**Why it matters:** This is the first documented case of a foreign government using [AI](#) to fully automate a cyber operation, Anthropic warned.

- Anthropic said the campaign relied on Claude's agentic capabilities, or the model's ability to take autonomous action across multiple steps with minimal human direction.

**The big picture:** The dam is breaking on state hackers using AI to speed up and scale digital attacks.

- Earlier this month, Google [said](#) Russian military hackers used an AI model to help generate malware for targeting Ukrainian entities. But that required human operators to prompt the model step by step.
- In this new case, Claude Code carried out 80-90% of the operation on its own, Anthropic said.

# Bouwstenen voor succes



# De praktijk: AI gesupport Functioneel Concept

Power Automate 🧡 Power Apps

## VOOR AI tool

RFQ ontvangen klant

1 – 12 documenten doornemen

50 – 120 pagina's lezen per document

Handmatig requirements eruit halen

BOM handmatig maken – weinig validatie

Quote naar de klant zonder validatie

Onduidelijkheden in engineering & assemblage

Miscommunicatie met klant over verwachtingen

## MET AI tool

RFQ ontvangen klant

Documenten uploaden in AI tool

AI tool leest document door

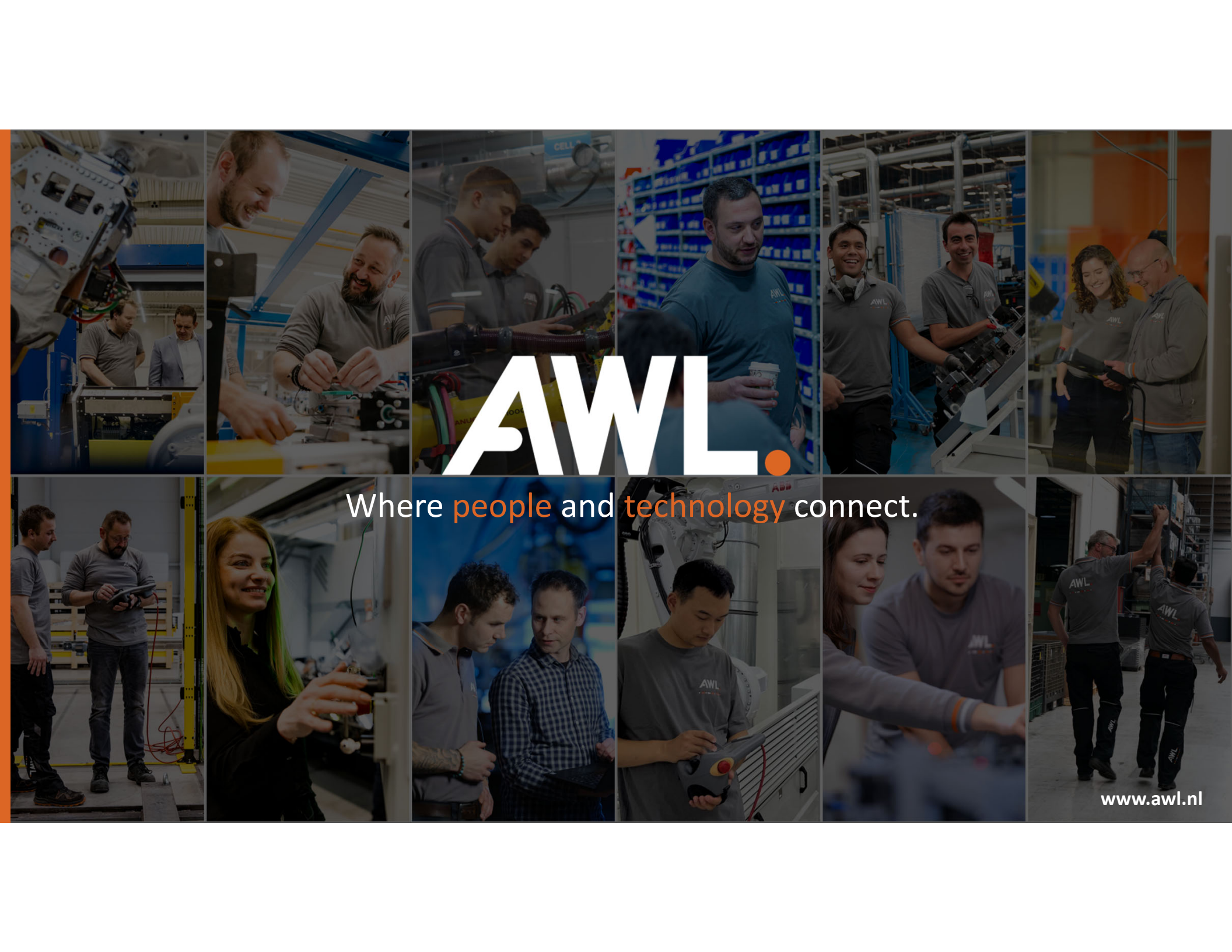
AI tool geeft requirements individueel terug

BOM lijst gegeneerd uit data base en gevalideerd

Quote naar de klant met validatie

Meer duidelijkheid in engineering & assemblage

Betere communicatie met klant over verwachtingen



# AWL.

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