

WHAT'S NEXT

in AI, Cloud, and Forecasting



Anders Green: Founder of **ALOX4**

INTERNATIONAL
FASTENER
EXPO

Topics

The background of the slide is a dark blue gradient with a complex network of thin, light blue lines connecting small, light blue dots. These dots and lines are scattered across the entire frame, creating a sense of interconnectedness and digital structure. The lines vary in thickness and the dots vary in size, contributing to a dynamic and modern aesthetic.

Topics

- AI

Topics

- AI (and hype)

Topics

- AI (and hype)
- Cloud

Topics

- AI (and hype)
- Cloud (going there)

Topics

- AI (and hype)
- Cloud (going there)
- **Forecasting**

Topics

- AI (and hype)
- Cloud (going there)
- **Forecasting**
(scale and difficulty)

Intro to Anders

Databases with IBM

Cell Phones with Ericsson

Digital Cameras for HP

Environmental Sensing

Neural Network Vision Research

15 Years in Fastener Distribution

Now doing ERP



Distributor Tech:

AI

Hype Cycle



Hype Cycle

Expectations

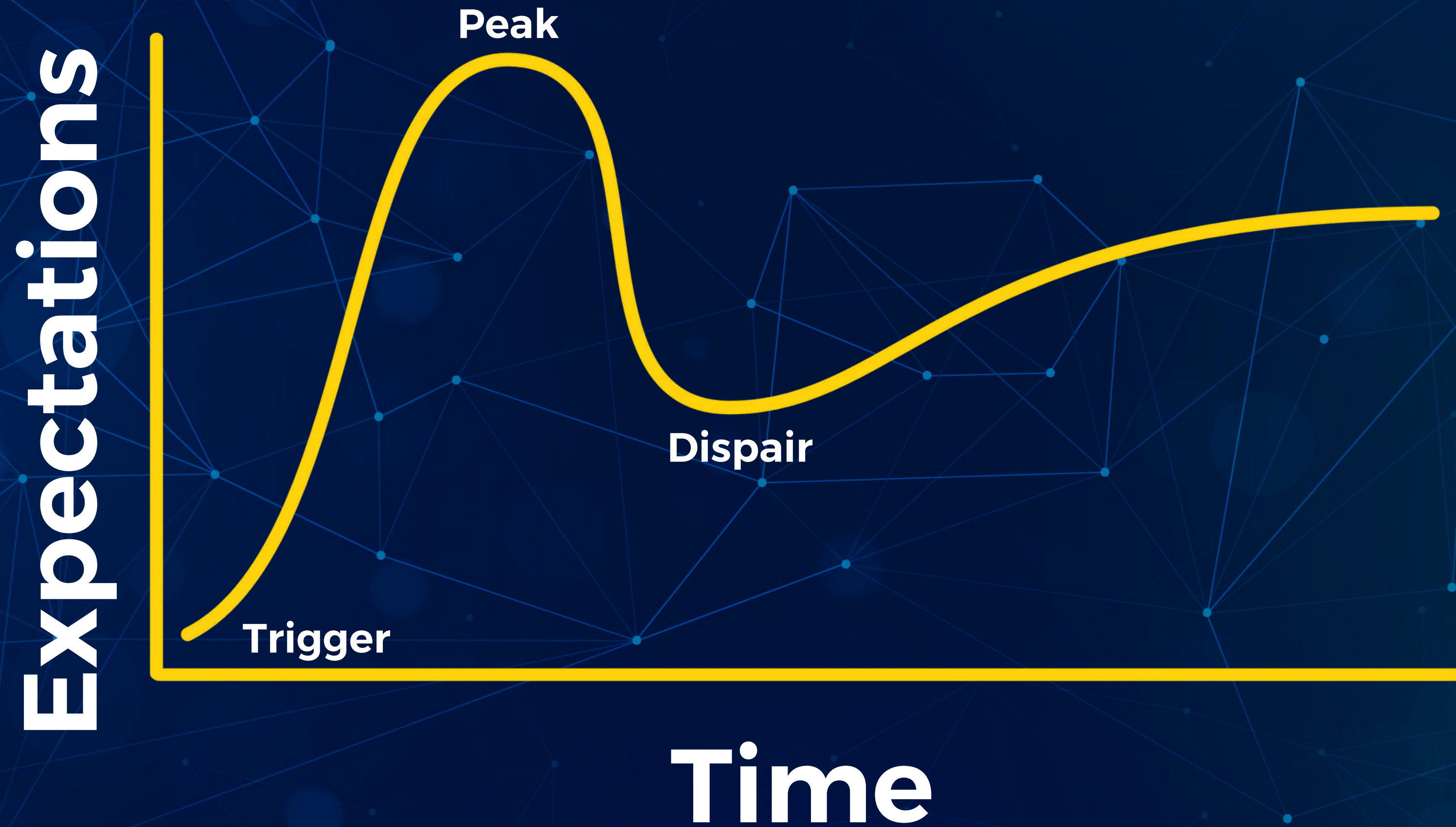


Time

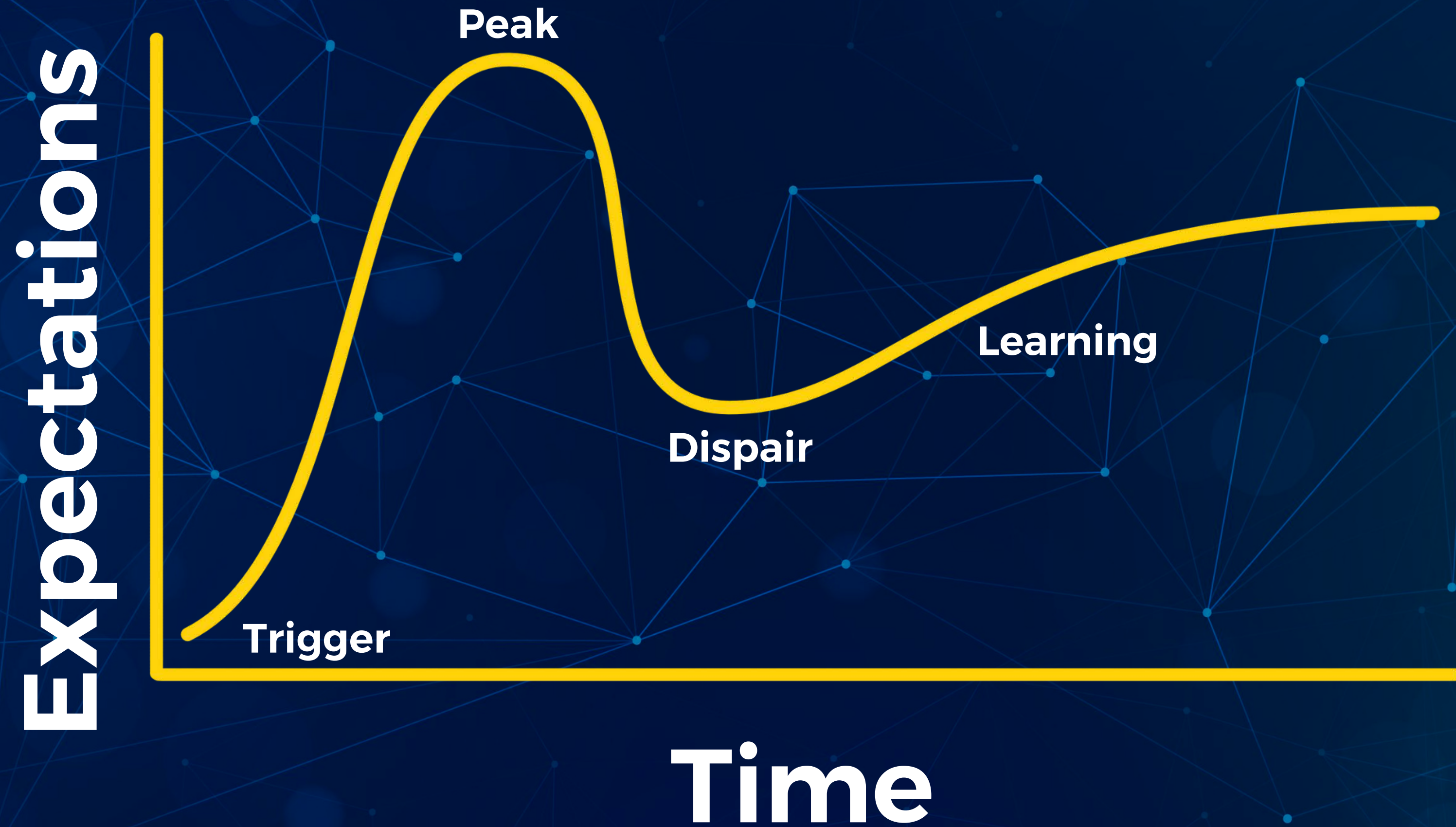
Hype Cycle



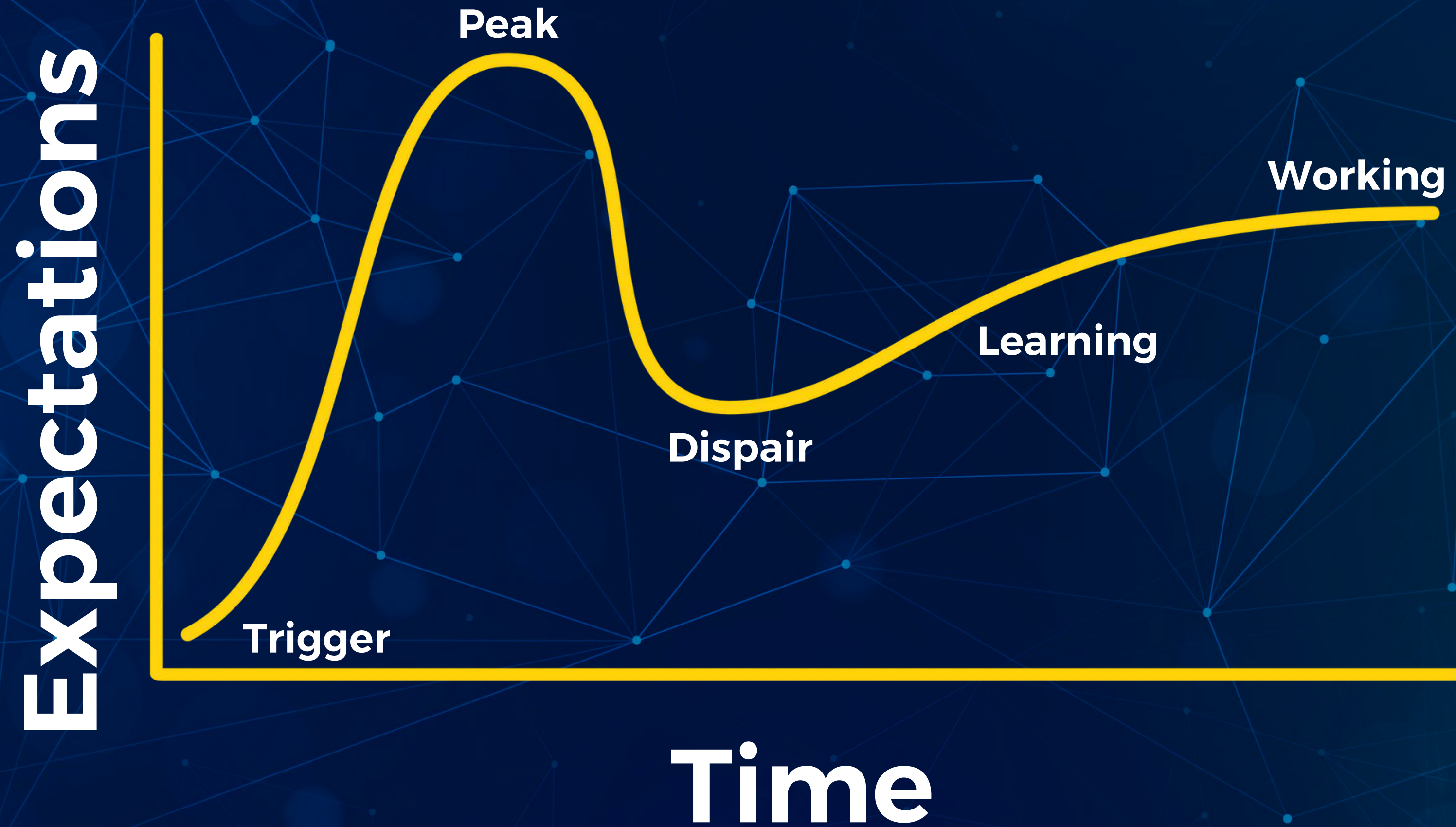
Hype Cycle



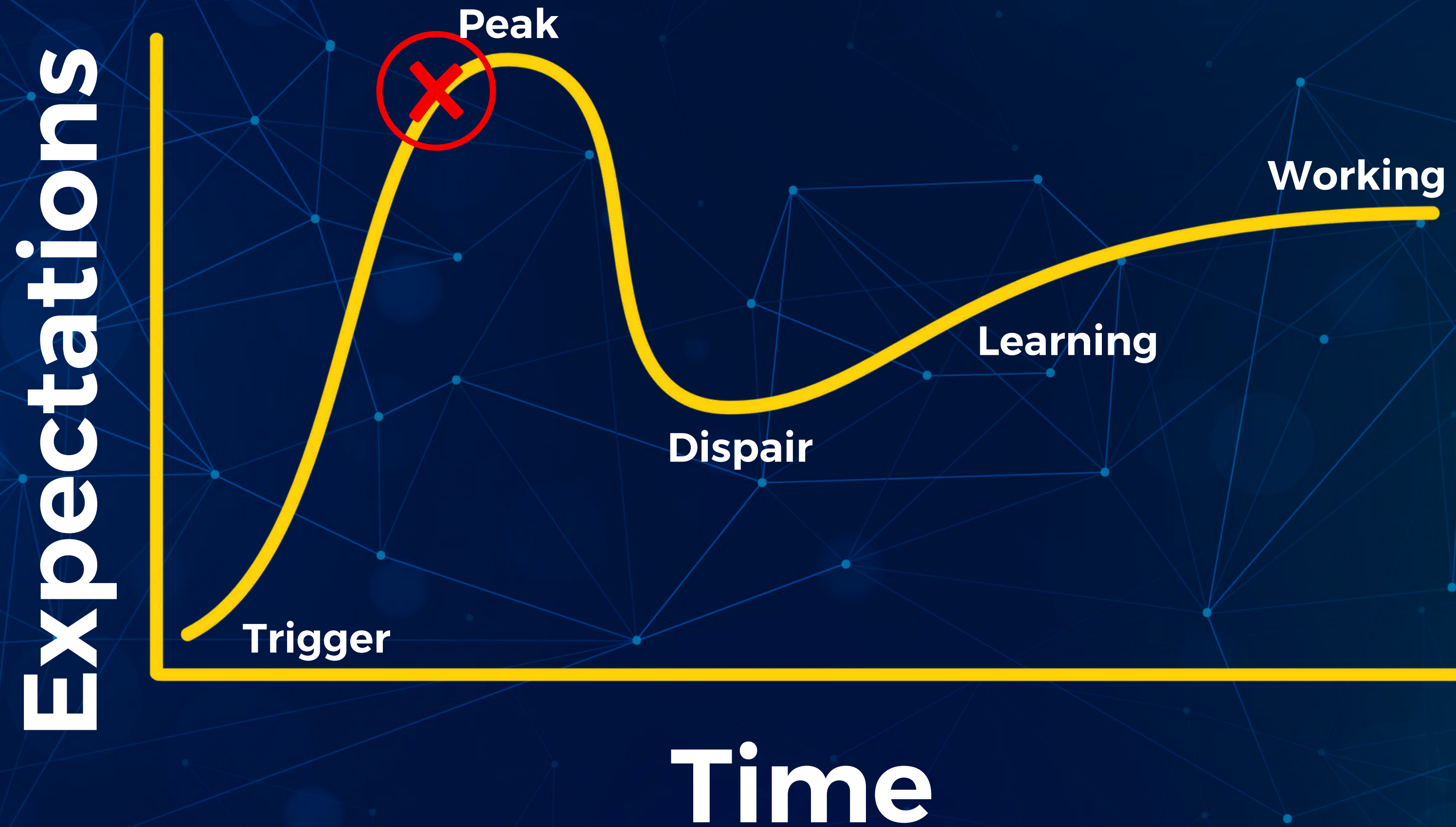
Hype Cycle



Hype Cycle



Hype Cycle: A.I. in 2024



Hype Cycle: A.I. in 2025



The GenAI Divide

STATE OF AI IN
BUSINESS 2025

Hype Cycle: A.I. in 2025



The GenAI Divide
**STATE OF AI IN
BUSINESS 2025**

Hype Cycle: A.I. in 2025



Hype Cycle: A.I. in 2025

NEWSLETTERS · CFO DAILY

FORTUNE

**MIT report: 95% of
generative AI pilots at
companies are failing**

Hype Cycle: A.I. in 2025

NEWSLETTERS · CFO DAILY

FORTUNE

**MIT report: 95% of
generative AI pilots at**

**Why Everybody Is
Losing Money On AI**

EDWARD ZITRON / SEP 5, 2025 / 32 MIN READ

Hype Cycle: A.I. in 2025

OpenAI Is Doomed

Sam Altman is in trouble.



Derick David

Follow

5 min read · Jul 12, 2025

TUNE

at

ling

Why Everybody Is Losing Money On AI

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Hype Cycle: A.I. in 2025

OpenAI Is Doomed

Sam Altman is in trouble.



Derick David

Follow

OpenAI Just Admitted Something Utterly Damning

Where's the money, Altman?



Will Lockett

Follow

5 min read · Feb 27, 2025

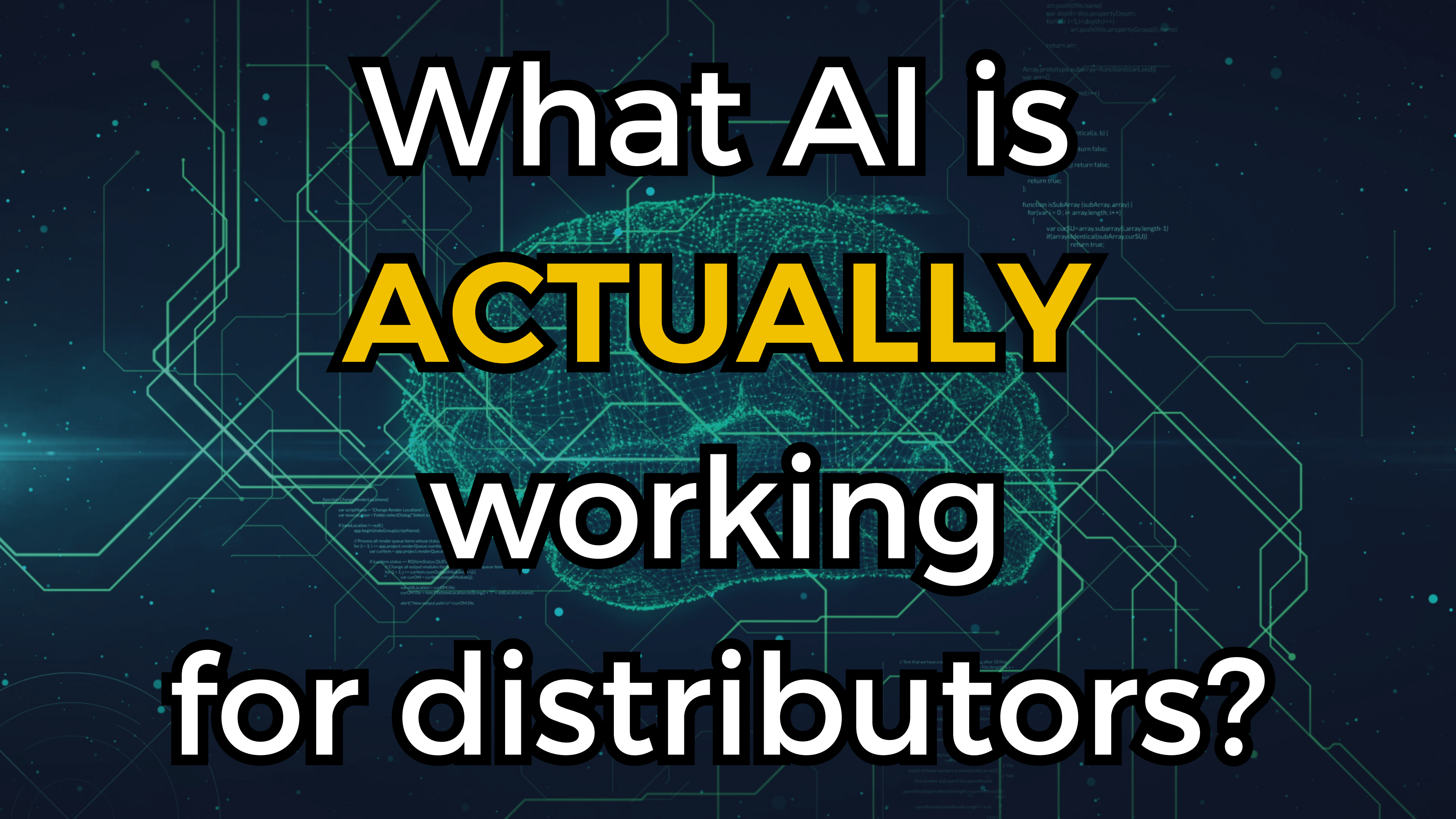
Why Every Losing Money On AI

EDWARD ZITRON / SEP 5, 2025 / 32 MIN READ

TUNE

Hype Cycle: A.I. in 2025





**What AI is
ACTUALLY
working
for distributors?**

Document Field Mapping

```
function(ChangeRenderLocations)
var scriptName = "Change Render Locations";
var newLocation = Folder.selectDialog("Select a render output folder.");

if (newLocation != null) {
    app.beginUndoGroup(scriptName);

    // Process all render queue items whose status is set to Queued
    for (i = 1; i <= app.project.renderQueue.numItems; i++) {
        var curItem = app.project.renderQueue.item(i);

        if (curItem.status == RQItemStatus.QUEUED) {
            // Change all output modules for the current render queue item
            for (j = 1; j <= curItem.numOutputModules; j++) {
                var curOM = curItem.outputModule(j);

                var oldLocation = curOM.file;
                curOM.file = new File(newLocation + oldLocation + ".mov");
                alert("New output path is " + curOM.file);
            }
        }
    }
    app.endUndoGroup();
}
```

```
arr.push(this.name);
var depth=this.propertyDepth;
for (var i=1;i<depth;i++)
    arr.push(this.propertyGroup(i).name);

return arr;
}

Array.prototype.subarray=function(start,end){
var arr=[];
if (start<0) start=0;
if (end>this.length) end=this.length;
var i=start;
while (i<end) {
    arr.push(this[i]);
    i++;
}
return arr;
};

function isSubArray (subArray,array) {
for (var i = 0; i < array.length; i++) {
    var curSU=array.subarray(i,array.length-1);
    if (arraysIdentical(subArray,curSU))
        return true;
}
}
```

```
// Test that we have a sequence. Stop parsing after 10 files
for (i = 0; i < files.length; i++) {
    var modelFileResult =
        modelFileSearcher.exec(files[i].name);
    if (modelFileResult) {
        currentResult = searcher.exec(files[i].name);
        // Regular
        // expressions return null if no match was found.
        // Otherwise,
        // they return an array with the following information:
        // if arr[0] =
        // the matched string.
        // if arr[1, 2] =
        // the matched capturing parentheses.

        currentResult[1]; // We have a match -- the string contains
        // numbers.
        // The
        // match of those numbers is stored in the array[1].
        // Take
        // that number and save it into paraResults.
        paraResults[paraResults.length] = currentResult[1];
        // Now
        paraResults[paraResults.length] = null;
    }
}
```

Document Field Mapping



Document Field Mapping



**Read it
like a
human**

Document Field Mapping

```
function(ChangeRenderLocations)
var scriptName = "Change Render Locations";
var newLocation = Folder.selectDialog("Select a render output folder.");

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            // Change all output modules for the current render queue item
            for (j = 1; j <= curItem.numOutputModules; ++j) {
                var curOM = curItem.outputModule(j);

                // Valid location = curOM file
                curOM.file = new File(newLocation + curItem.name + ".mov");
                alert("New output path is " + curOM.file);
            }
        }
    }
    app.endUndoGroup();
}
```

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arr.push(this.name);
var depth=this.propertyDepth;
for(var i=1;i<depth;i++)
    arr.push(this.propertyGroup(i).name);

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}
return arr;
}

function isSubArray(subArray,array){
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    var curSU=array.subarray(i,array.length-1);
    if(arraysIdentical(subArray,curSU))
        return true;
}
}
```

```
// Test that we have a sequence. Stop parsing after 10 files
for (i = 0; i < files.length; i++) {
    var movieFileResult =
        movieFileSearcher.exe(files[i].name);
    if (movieFileResult) {
        currentResult = searcher.exe(files[i].name);
        // Regular
        // expressions return null if no match was found.
        // Otherwise,
        // they return an array with the following information:
        // if arr[0] =
        //     the matched string,
        //     if arr[1, n] =
        //     the matched capturing parentheses.

        currentResult[1]; // We have a match -- the string contains
                           // numbers.
        // The
        // match of those numbers is stored in the array[1].
        // Take
        // that number and save it into paraResults.
        paraResults[paraResults.length] = currentResult[1];
        // Now
        paraResults[paraResults.length] = null;
    }
}
```

Document Field Mapping

Find PO number

```
function(ChangeRenderLocations)
var scriptName = "Change Render Locations";
var newLocation = Folder.selectDialog("Select a render output folder.");

if (newLocation != null) {
    app.beginUndoGroup(scriptName);

    // Process all render queue items whose status is set to Queued
    for (i = 1; i <= app.project.renderQueue.numItems; i++) {
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        if (curItem.status == RQItemStatus.QUEUED) {
            // Change all output modules for the current render queue item
            for (j = 1; j <= curItem.numOutputModules; j++) {
                var curOM = curItem.outputModule(j);

                // Valid location = curOM file
                curOM.file = new File(newLocation.toString() + "/" + curOM.fileName);
                alert("New output path is " + curOM.file);
            }
        }
    }
    app.endUndoGroup();
}
```

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arr.push(this.name);
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function isSubArray(subArray,array){
for(var i=0;i<array.length;i++){
    var curSU=array.subarray(i,array.length-1);
    if(arraysIdentical(subArray,curSU))
        return true;
}
}
```

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// Test that we have a sequence. Stop parsing after 10 files
for (i = 0; i < files.length; i++) {
    var movieFileResult =
        movieFileSearcher.exec(files[i].name);
    if (movieFileResult) {
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        // Take
        // that number and save it into parseResults.
        parseResults[parseResults.length] = currentResult[1];
        // Now
        // parseResults[parseResults.length] = null;
    }
}
```

Document Field Mapping

Find PO number

Find customer name

Document Field Mapping

Find PO number

Find customer name

Find shipping address

Document Field Mapping

Find PO number

Find customer name

Find shipping address

Find items

Document Field Mapping

Find PO number

Find customer name

Find shipping address

Find items

Find quantities

Document Field Mapping

Find PO number

Find customer name

Find shipping address

Find items

Find quantities

Find prices

Document Field Mapping

Zero data entry

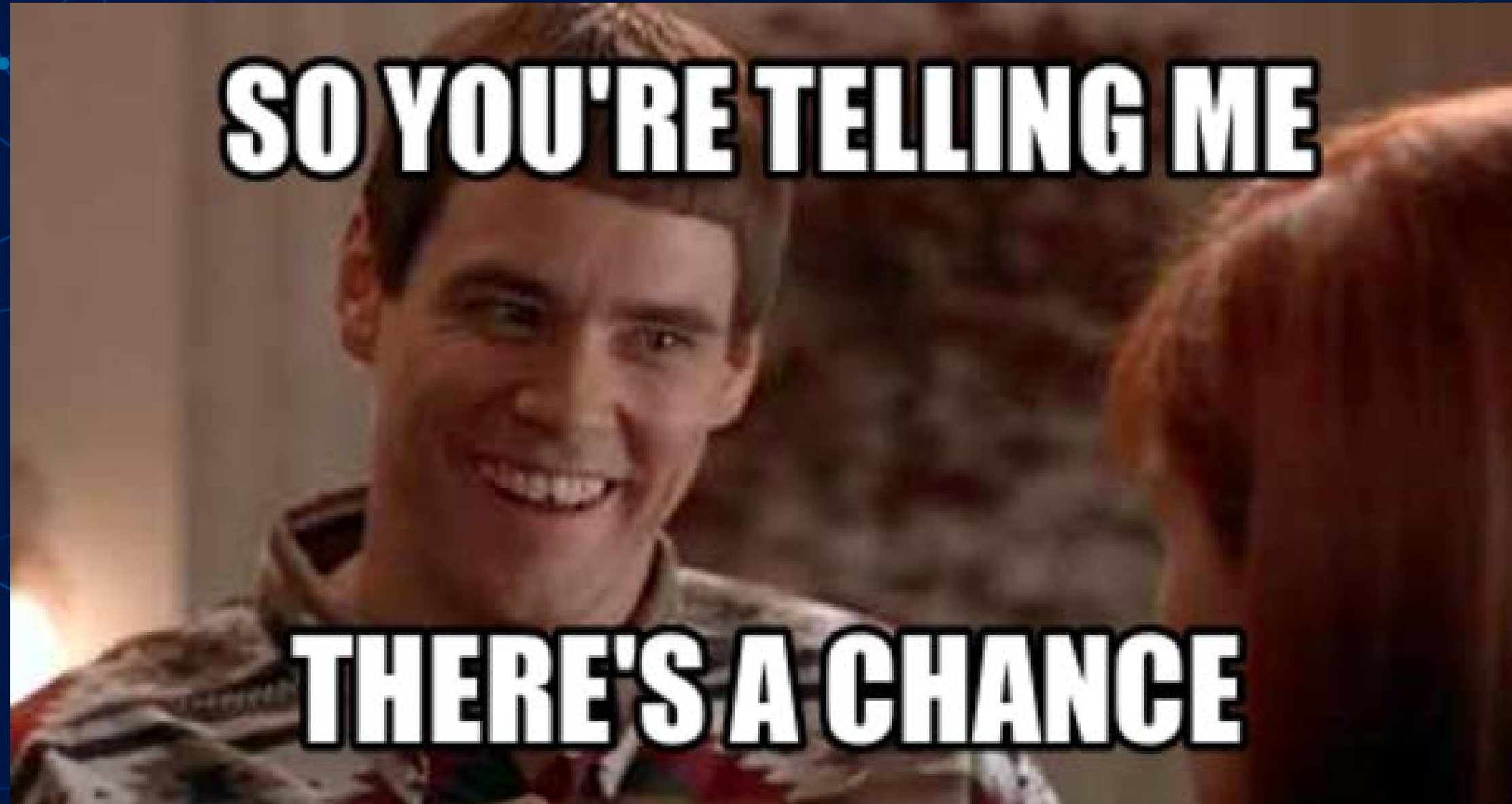
Hype Cycle: A.I. in 2025



The GenAI Divide

STATE OF AI IN
BUSINESS 2025

Hype Cycle: A.I. in 2025



Hype Cycle: A.I. in 2025



Distributor Tech:

Cloud

Remind me... what is it?

Cloud Computing



Cloud Computing

- **Warehouse of computers**



Cloud Computing

- Warehouse of computers
- **Your computer**



Cloud Computing

- Warehouse of computers
- **Your computer (just further away)**



Cloud Computing

- Warehouse of computers
- Your computer (just further away)
- Apps with no OS



Cloud Computing

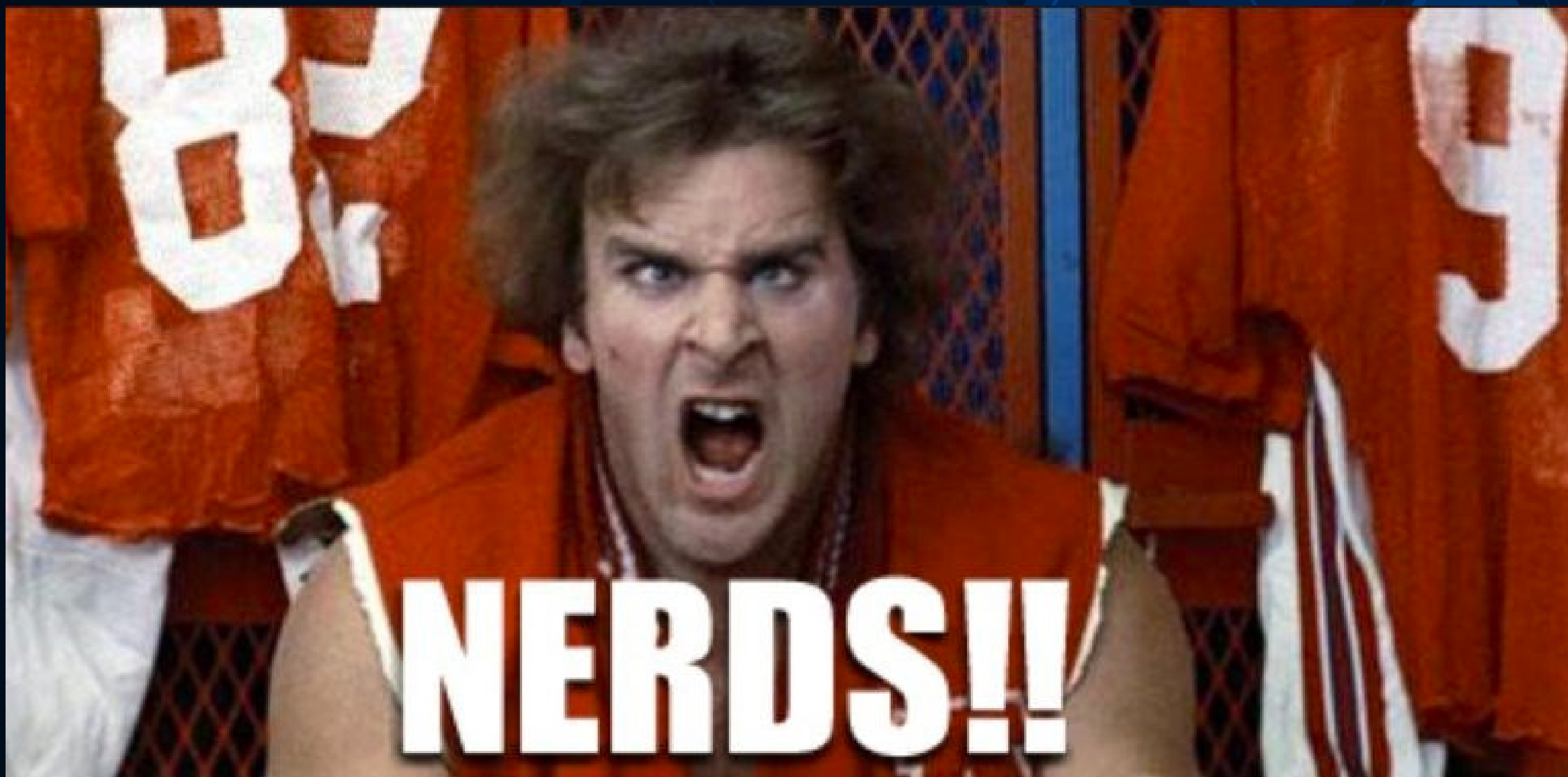
- Warehouse of computers
- Your computer (just further away)
- Apps with no OS
- **Virtual Machines**



Virtual Machines in the Cloud

Virtual Machines in the Cloud

How does THAT work?



Wait, back up...

**How do NORMAL
computers work?**

Application: MS Word



Application: MS Word

Operating System: Windows 11

Application: MS Word

Operating System: Windows 11

Any key pressed?



Application: MS Word

Operating System: Windows 11

BIOS / Drivers

Any key pressed?



Application: MS Word

Operating System: Windows 11

BIOS / Drivers

Any key pressed?

Any key pressed?



Application: MS Word

Operating System: Windows 11

BIOS / Drivers

Hardware

Any key pressed?

Any key pressed?



Application: MS Word

Operating System: Windows 11

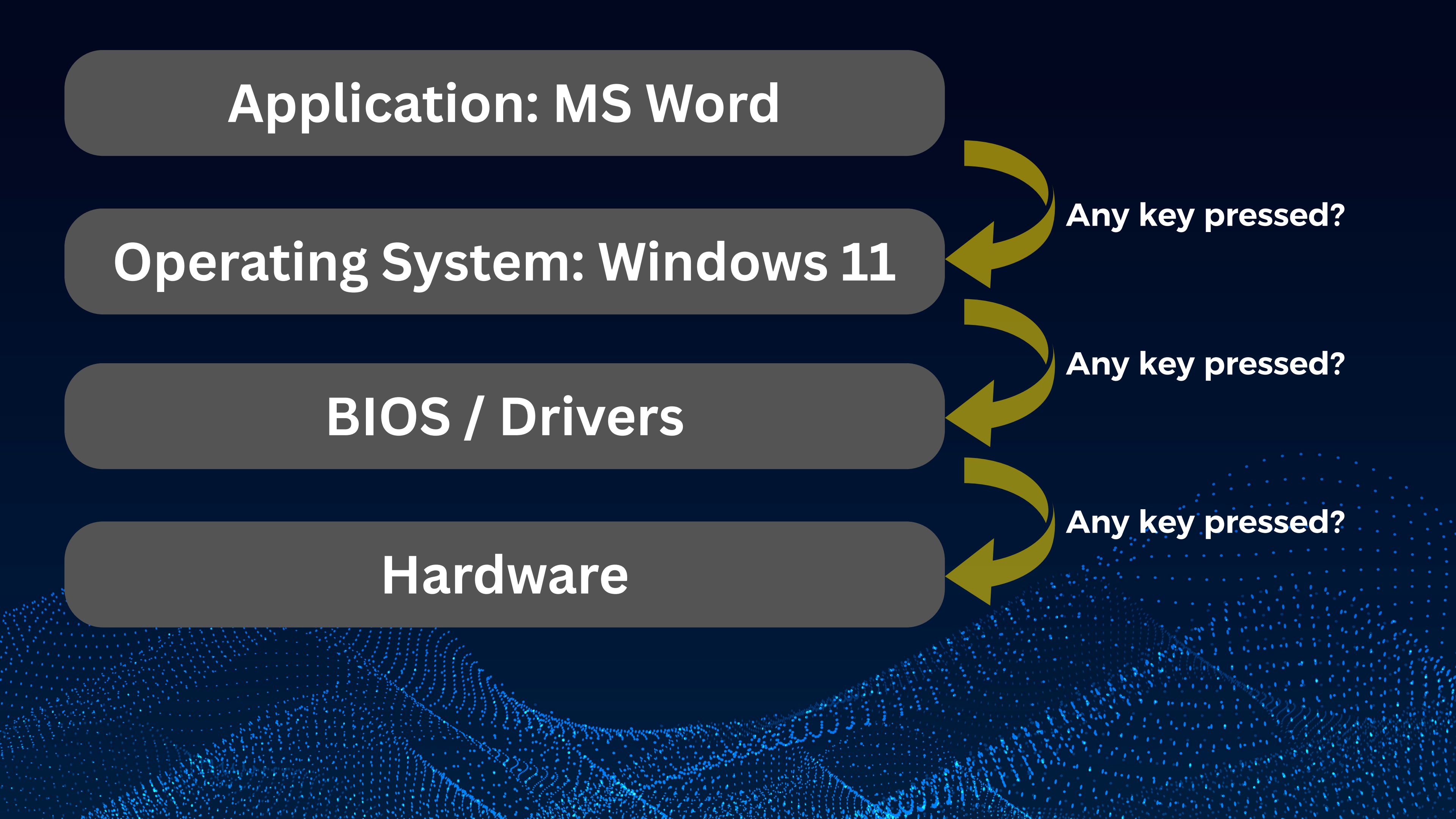
BIOS / Drivers

Hardware

Any key pressed?

Any key pressed?

Any key pressed?



A meme featuring Leonardo DiCaprio and Matt Damon from the movie Inception. DiCaprio is on the left, looking slightly to the right with a serious expression. Damon is on the right, looking down. The background is a blurred office setting. The text is overlaid in large, white, bold, sans-serif font with a black outline.

THAT'S NOT ENOUGH

WE HAVE TO GO DEEPER

quickmeme.com

**Hardware reads
the keyboard**



**Hardware reads
the keyboard**

Letter “H”



Hardware reads the keyboard

Letter “H”

H = 72

**Hardware reads
the keyboard**

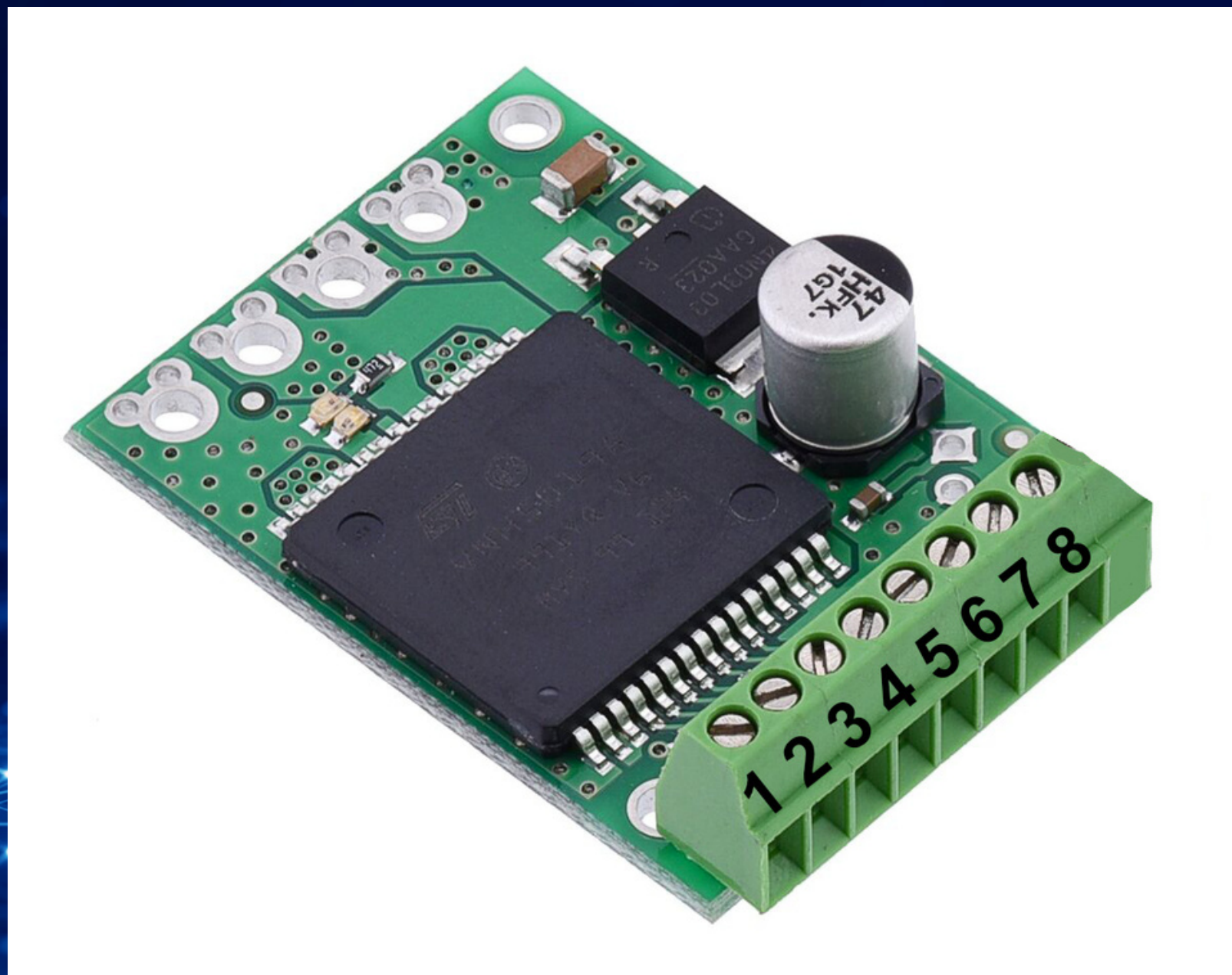
Letter “H”

H = 72 = 01001000

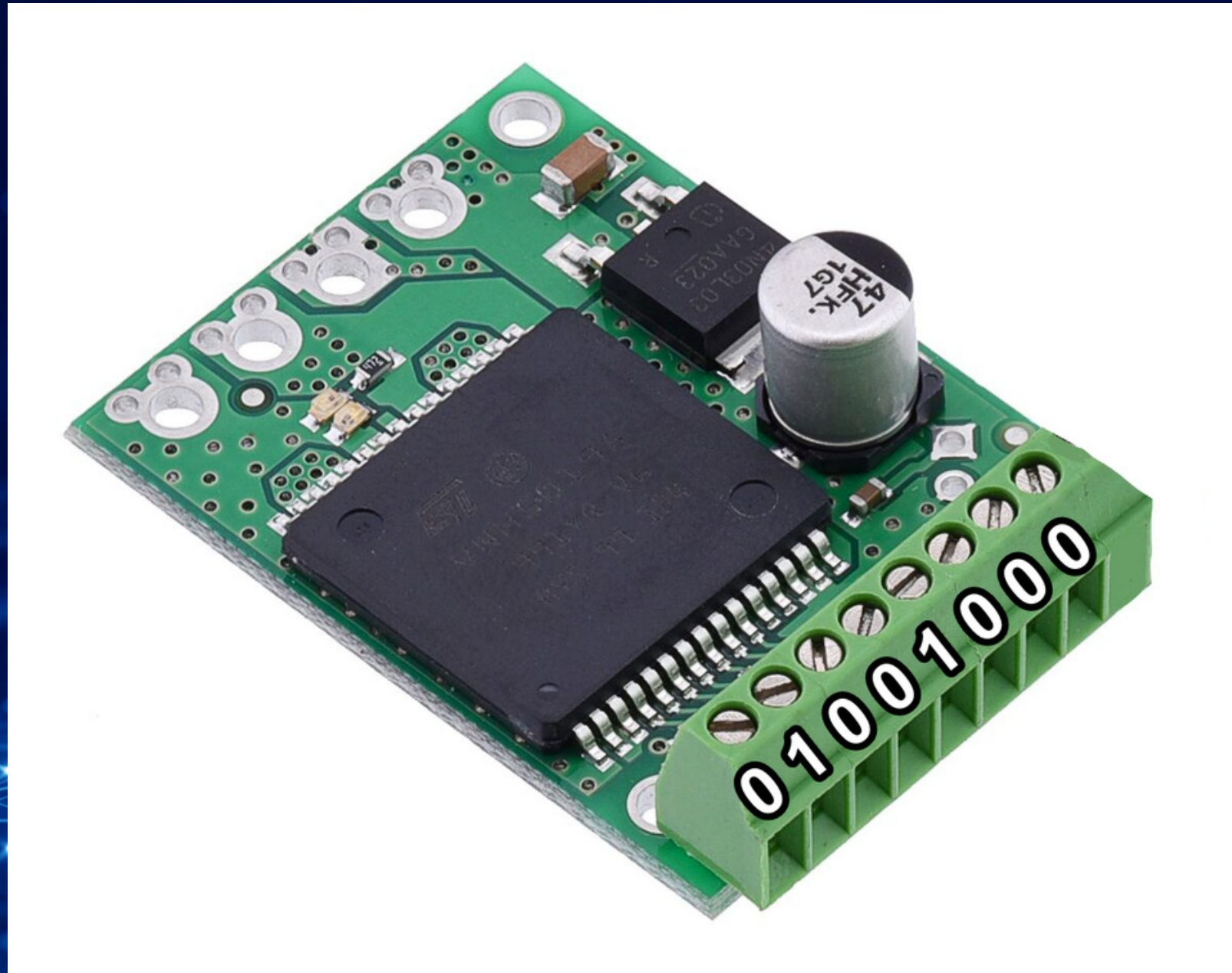
H = 72 = 01001000



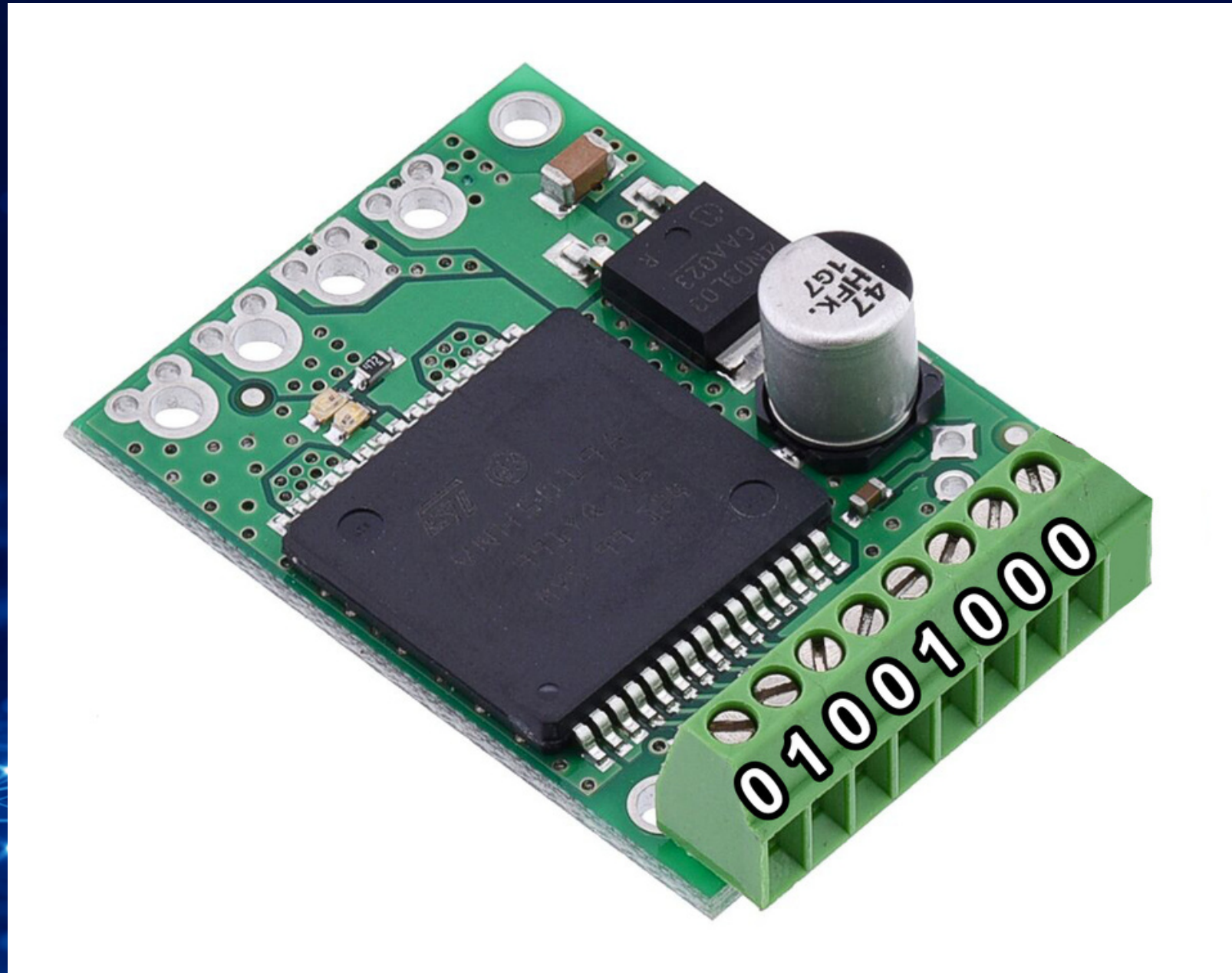
H = 72 = 01001000



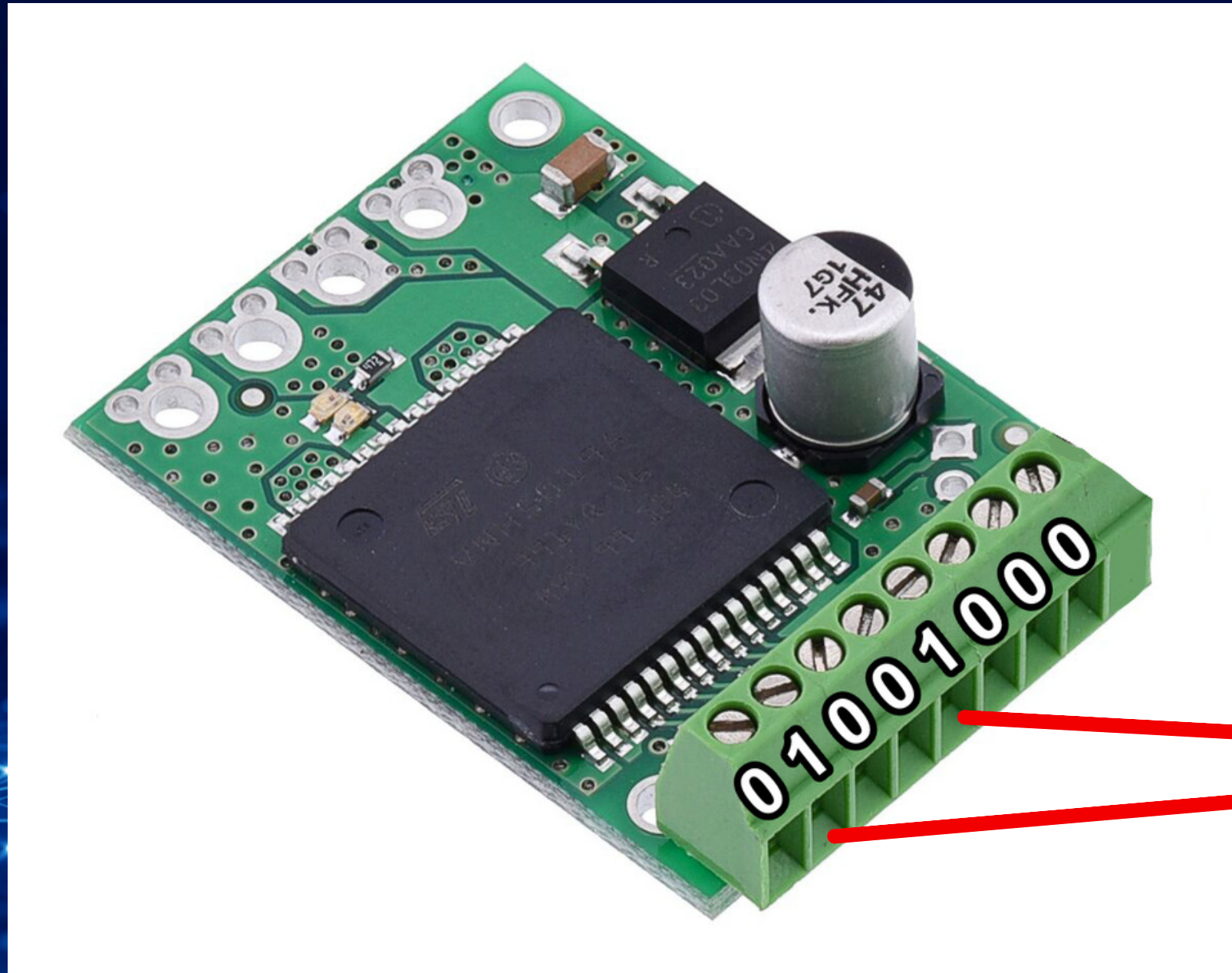
H = 72 = 01001000



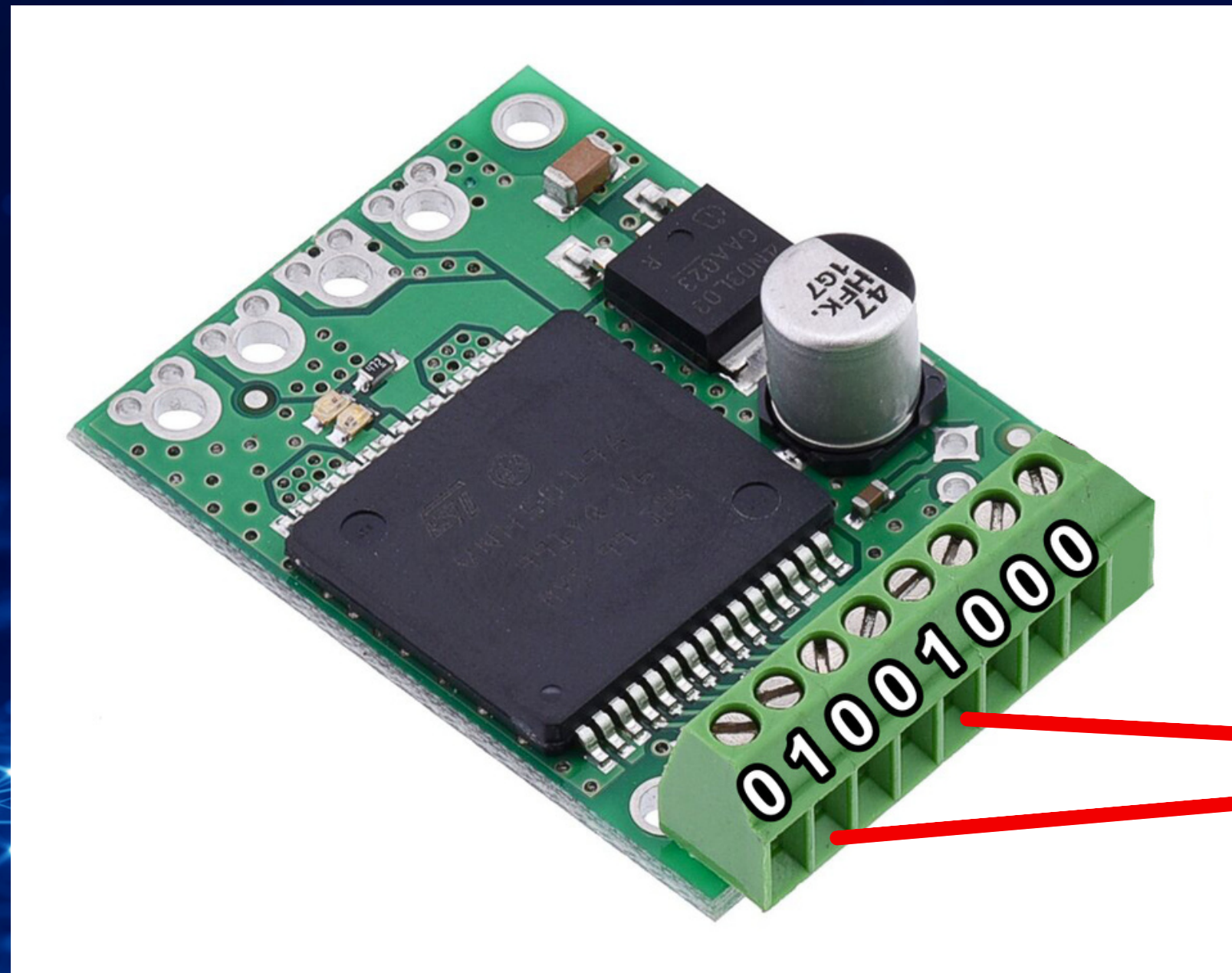
H = 72 = 01001000



H = 72 = 01001000



H = 72 = 01001000



Hardware sees an “H”

Application: MS Word

Operating System: Windows 11

BIOS / Drivers

Hardware

Application: MS Word

Operating System: Windows 11

BIOS / Drivers

Hardware

Application: MS Word

Operating System: Windows 11

BIOS / Drivers

~~Hardware~~

Application: MS Word

Operating System: Windows 11

BIOS / Drivers

Hardware

Application: MS Word

Operating System: Windows 11

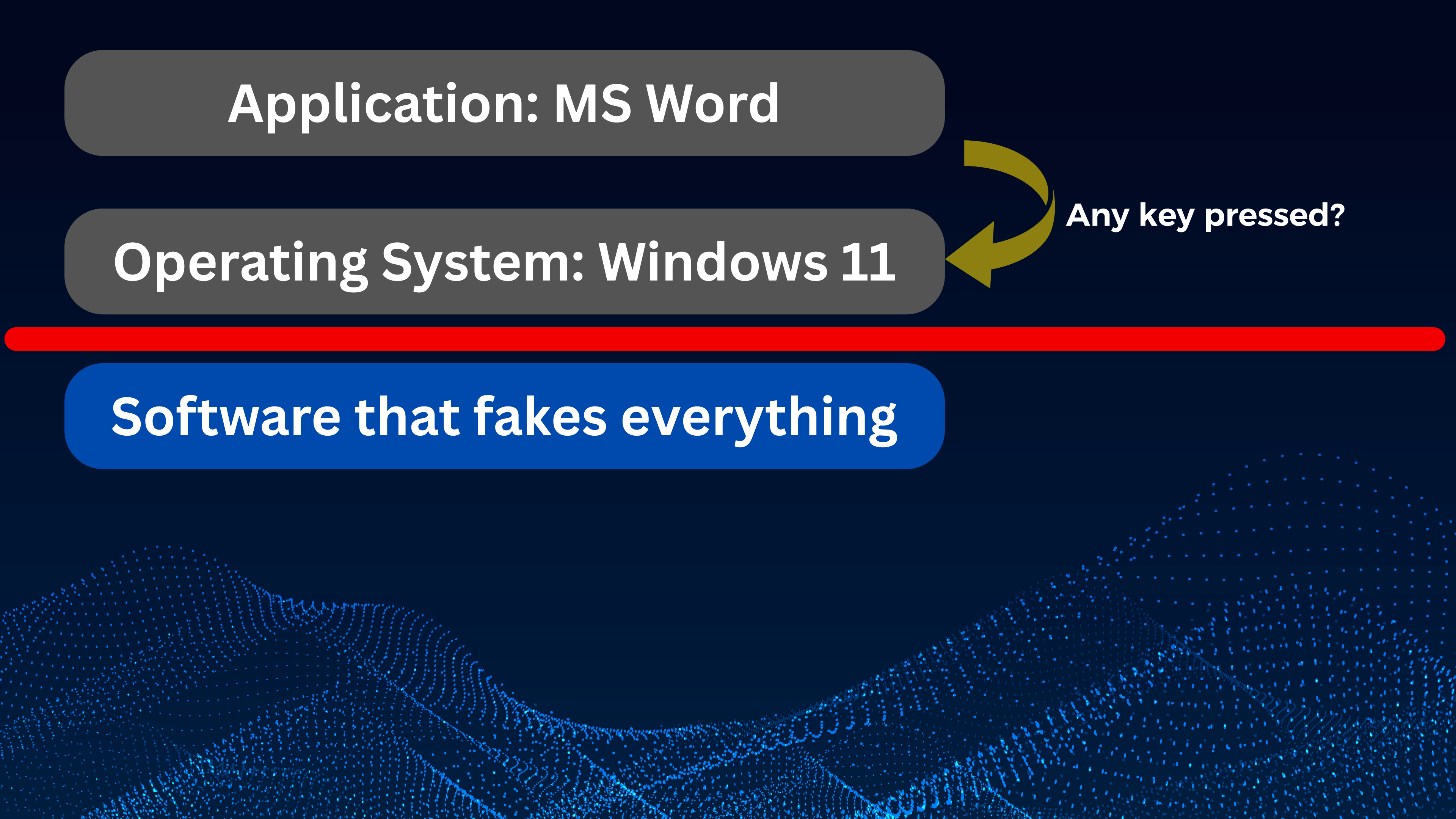
Software that fakes everything

Application: MS Word

Operating System: Windows 11

Software that fakes everything

Any key pressed?



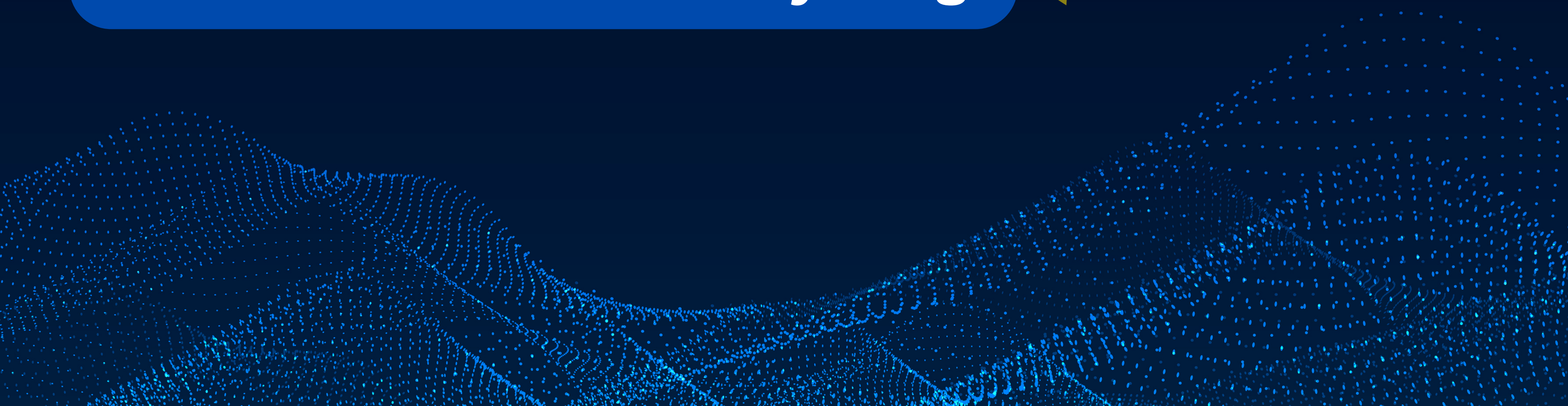
Application: MS Word

Operating System: Windows 11

Software that fakes everything

Any key pressed?

Any key pressed?



Application: MS Word

Operating System: Windows 11

Software that fakes everything

Any key pressed?

Any key pressed?

**Windows can't tell it's not
real hardware**

Application: MS Word

Operating System: Windows 11

Software that fakes everything

Application: MS Word

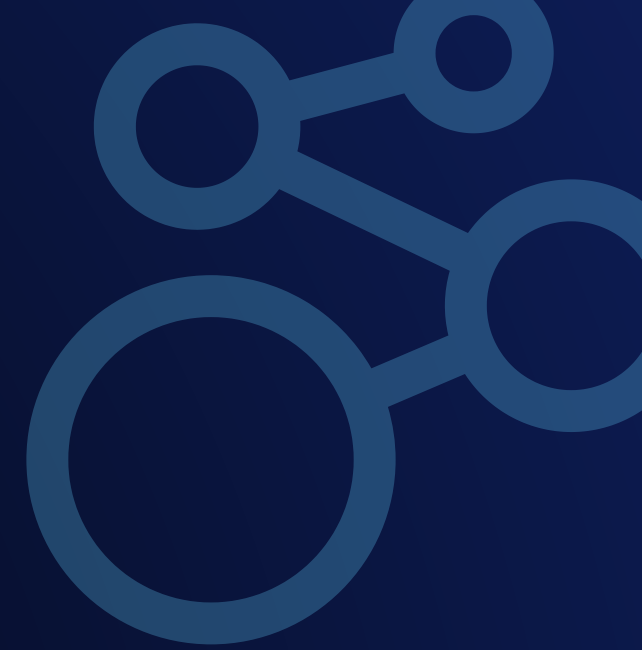
Operating System: Windows 11

Software that fakes everything

This is the “Virtual Machine”

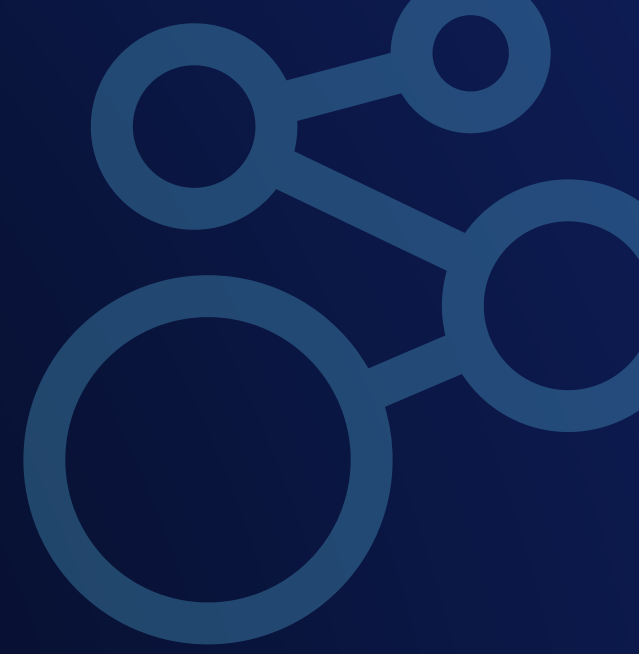


Your server in your building :

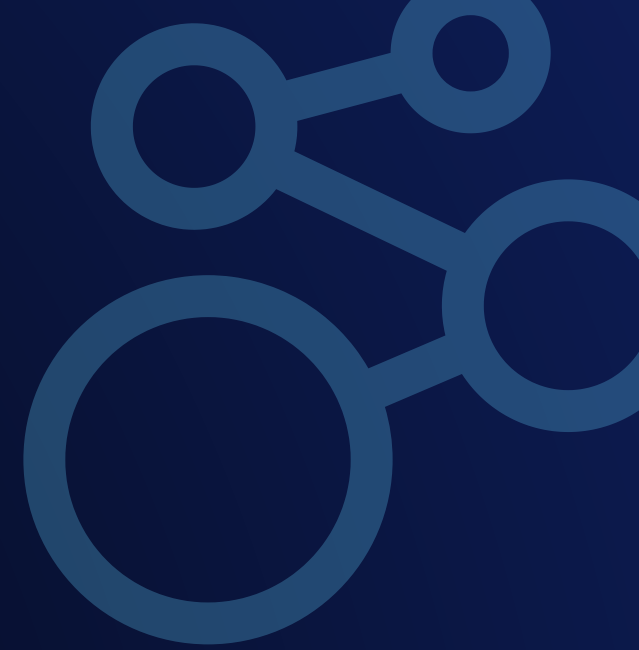


Your server in your building :

1) Clone the whole hard drive



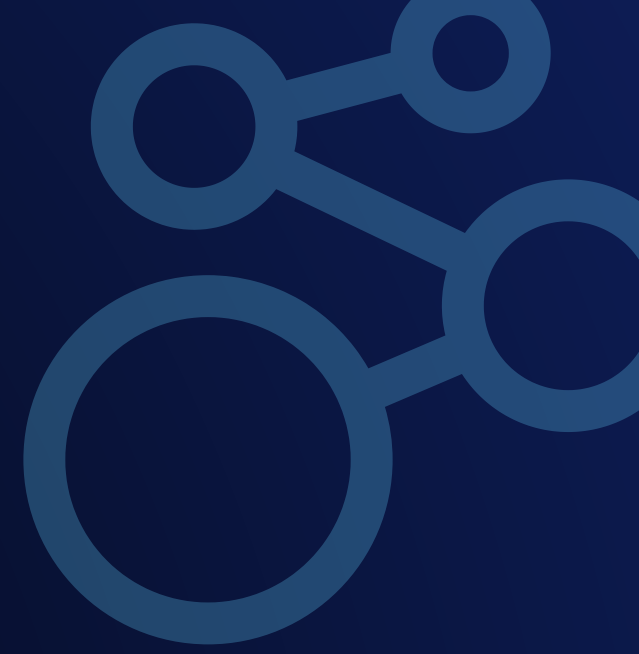
Your server in your building :



1) Clone the whole hard drive

2) Copy that data to a Virtual Machine

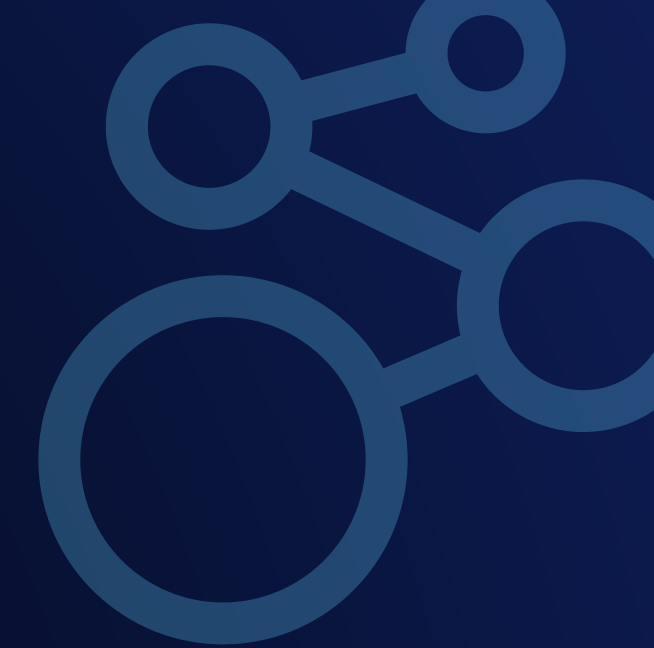
Your server in your building :



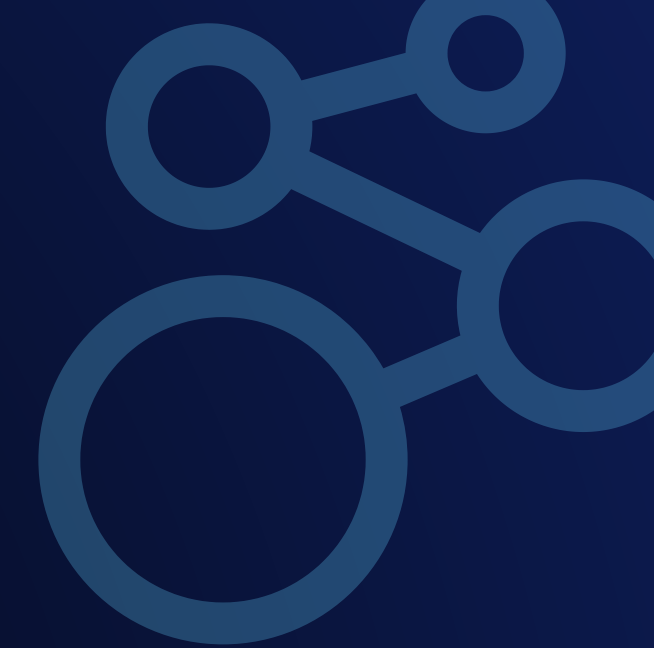
1) Clone the whole hard drive

2) Copy that data to a Virtual Machine

3) “Turn it on”



**Your server is now running in a
simulation of a computer**



Whoa.



What does it improve?

What does it fix?

- **Escape dying hardware**

- **Escape dying hardware**
- **Access from anywhere**

- **Escape dying hardware**
- **Access from anywhere**
- **More stability (power/network)**

- **Escape dying hardware**
- **Access from anywhere**
- **More stability (power/network)**
- **Full backups are possible**

Drawback:



Drawback:

**All your app
problems are
still there**

Distributor Tech:

Forecasting

Classic Forecasting



Classic Forecasting

- **Average the item usage**

Classic Forecasting

- Average the item usage
- Average the delivery time

Classic Forecasting

- Average the item usage
- Average the delivery time
- Sprinkle in some seasonality

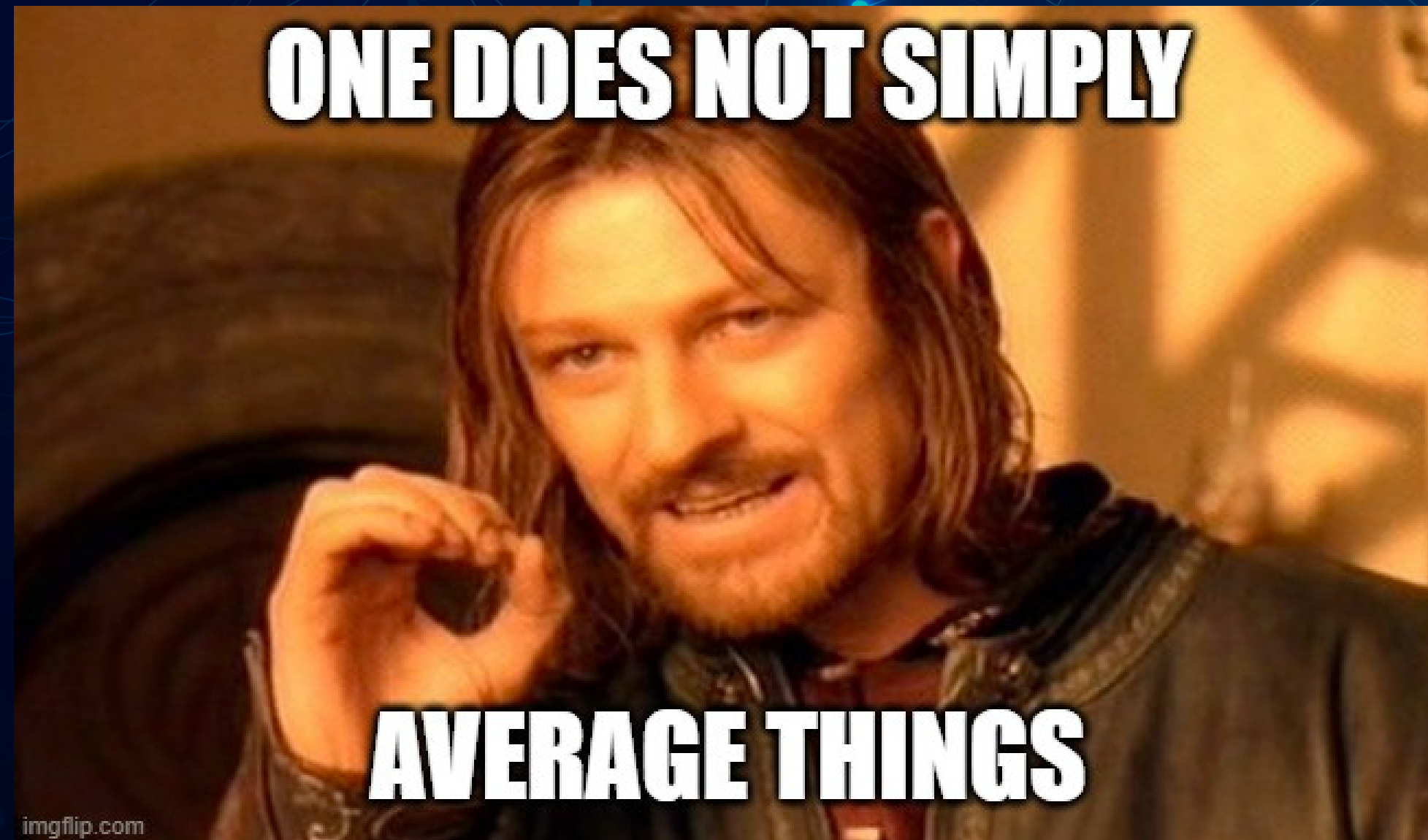
Classic Forecasting

- Average the item usage
- Average the delivery time
- Sprinkle in some seasonality
- Project into the future

Classic Forecasting

- Average the item usage
- Average the delivery time
- Sprinkle in some seasonality
- Project into the future

Classic Forecasting





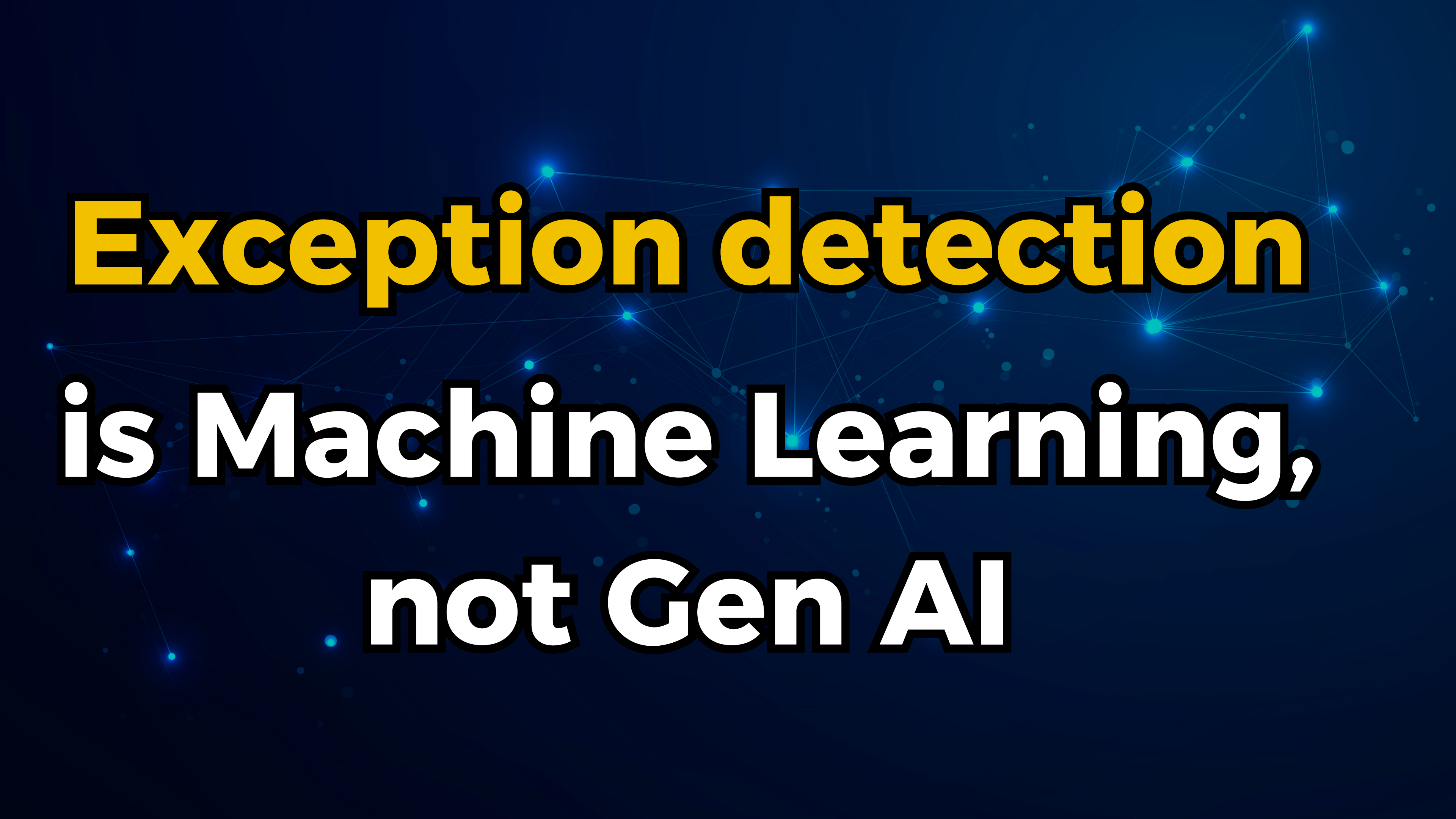
Forecasting

has

EXCEPTIONS

Exception detection

The background of the image is a dark blue gradient. It features a complex network of glowing blue nodes, which are small circles of varying sizes. These nodes are interconnected by thin, light blue lines, creating a web-like structure that spans the entire frame. The overall effect is reminiscent of a digital network or a data visualization.



Exception detection
is Machine Learning,
not Gen AI

Large Scale Tools



Large Scale Tools

- Infor



Large Scale Tools

- Infor “Demand Forecasting”

Large Scale Tools

- Infor “Demand Forecasting”
- AI & ML

Large Scale Tools

- Infor “Demand Forecasting”
- AI & ML
- Exception Alerts

Large Scale Tools



Large Scale Tools

- **SAS**



Large Scale Tools

- SAS “Viya”



Large Scale Tools

- SAS “Viya”
- AI / ML / Analytics

Large Scale Tools

- SAS “Viya”
- AI / ML / Analytics
- More dev tool than standalone forecaster

Large Scale Tools

- Cost?



Large Scale Tools

- Cost?
- Negotiated

Large Scale Tools

- Cost?
- Negotiated
- \$10k to \$1M / year



Question Time!

What's Next in AI, Cloud, and Forecasting

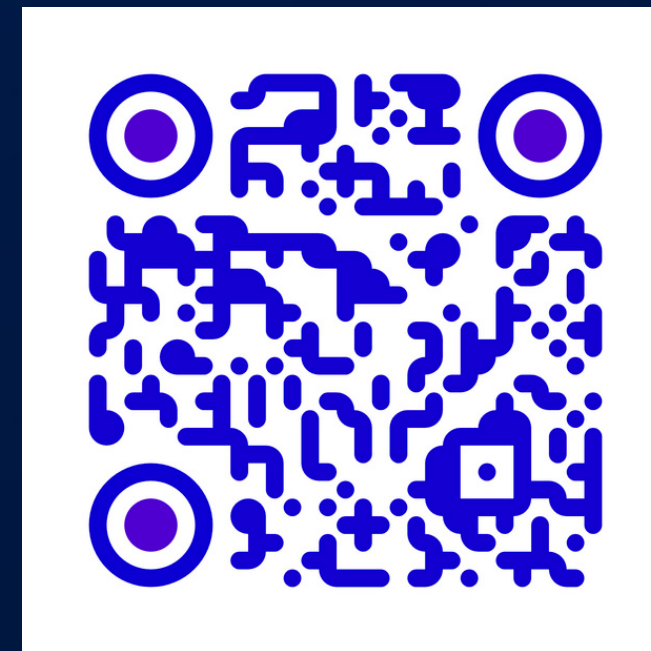
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Anders Green

Founder, ALOX4

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September 15-17, 2025 Mandalay Bay, Las Vegas

**INTERNATIONAL
FASTENER**

**EXPO
2025**