

The AI Playbook.

How I deployed an AI employee in a
19-person company in 48 hours.



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The Problem Nobody Talks About

Your business is running. It's profitable. You've got good people.

But every day, your team is losing hours to things that shouldn't take hours. Following up on leads that fell through the cracks. Looking up policies that should be instant. Digging through email threads to find what someone said three weeks ago.

You've heard about AI. Maybe you've played with ChatGPT. But everything you've seen feels like a toy — or a \$500K enterprise project with a 6-month timeline.

There's a middle path. And it works today.

The Case Study

19 employees. \$5M in revenue. Zero AI.

A manufacturing company in Tennessee. Profitable and growing — but running on spreadsheets, email threads, and institutional knowledge locked in people's heads.

DAY 1

Shipped a dedicated machine to their office. Their chief of staff plugged it in. I configured everything remotely. **Agent was live by end of day.**

DAY 3

Analyzed their key operations. Built a tool to start streamlining immediately.

WEEK 1

Built a **county health codes lookup tool** specific to their industry. Something they'd been doing manually for years — now being developed by the Chief of Staff.

WEEK 2

Agent embedded in Slack. **Team asking it questions about processes, getting instant answers.**

Total time from first conversation to live system: **48 hours.**

What It Actually Costs

This isn't a \$500K enterprise deployment. Here's the real budget:

Hardware (One-Time)

Item	Cost
Mac mini (M-series)	\$599 – \$999
Monitor, keyboard & mouse	\$150 – \$250
Setup & configuration	Included
Total hardware	~\$1,200

Monthly Operating

Item	Cost
AI API usage (varies by volume)	\$50 – \$200/mo
Secure networking	Included
Total monthly	Under \$200/mo*

*Monthly API costs may increase as frontier AI providers adjust pricing. Current estimates as of 2026.

Total infrastructure investment to get started: approximately \$1,200. The machine sits in your office. Your data stays on your hardware. You own everything.

The Implementation Roadmap

Week 1: Foundation

Days 1-2: Discovery conversation. I learn your operation — where time is wasted, where knowledge lives, what your team struggles with daily.

Days 3-4: Hardware arrives. Your team plugs it in. I configure everything remotely.

Day 5: First AI agent is live. Trained on your initial processes and documentation.

Week 2: First Tools

Custom tool built for your highest-impact workflow. Agent connected to your team's communication platform. Custom training videos recorded of YOUR system.

Weeks 3-4: Integration

Second workflow automated. Team actively using the system daily. Agent learning from real interactions. First round of feedback incorporated.

Month 2+: Compounding

New tools and automations shipped monthly. System gets smarter as it learns your business deeper. Your team starts requesting new features — that's when you know it's working.

What Your Team Experiences

Your people don't interact with a command line or a dashboard. They talk to the AI the same way they'd talk to a coworker:

Your ops manager

"What's our process for handling returns over \$500?"

→ Instant, accurate answer pulled from your actual SOPs.

Your sales team

"Show me all deals that haven't been touched in 30 days."

→ List generated in seconds. Follow-up templates ready.

Your office manager

"Draft a response to this customer complaint."

→ Professional draft in your company's voice. Review, edit, send.

You, the owner

"What were our top 5 expenses last quarter?"

→ Analysis ready before you finish your coffee.

The AI doesn't replace your people. It removes the friction that slows them down.

The Questions Every Owner Asks

"What happens to my data?"

Your data stays on hardware in your building. It's processed by enterprise-grade AI with zero data retention — nothing is stored or used for training. Your information never leaves your office. Read our full security posture at hirebrian.ai/security

"What if it gives wrong information?"

The system is trained on YOUR documentation. It cites sources. Your team learns quickly what to trust — just like with a new hire. Unlike a new hire, it improves every day.

"What if it breaks?"

I maintain it. That's part of the deal. If something goes wrong, I fix it — usually before your team notices.

"What's the commitment?"

Month-to-month. No contracts. If I'm not delivering value, you walk away. I earn your business every month.

"Can we write this off?"

Yes — fully deductible business expense. May also qualify for the federal R&D tax credit (IRC §41). Talk to your CPA.

Packages start at \$5K/month depending on scope. Month-to-month. No contracts.

Ready to talk?

No pitch deck. No sales funnel. Just a conversation about your business and what I'd build first.

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