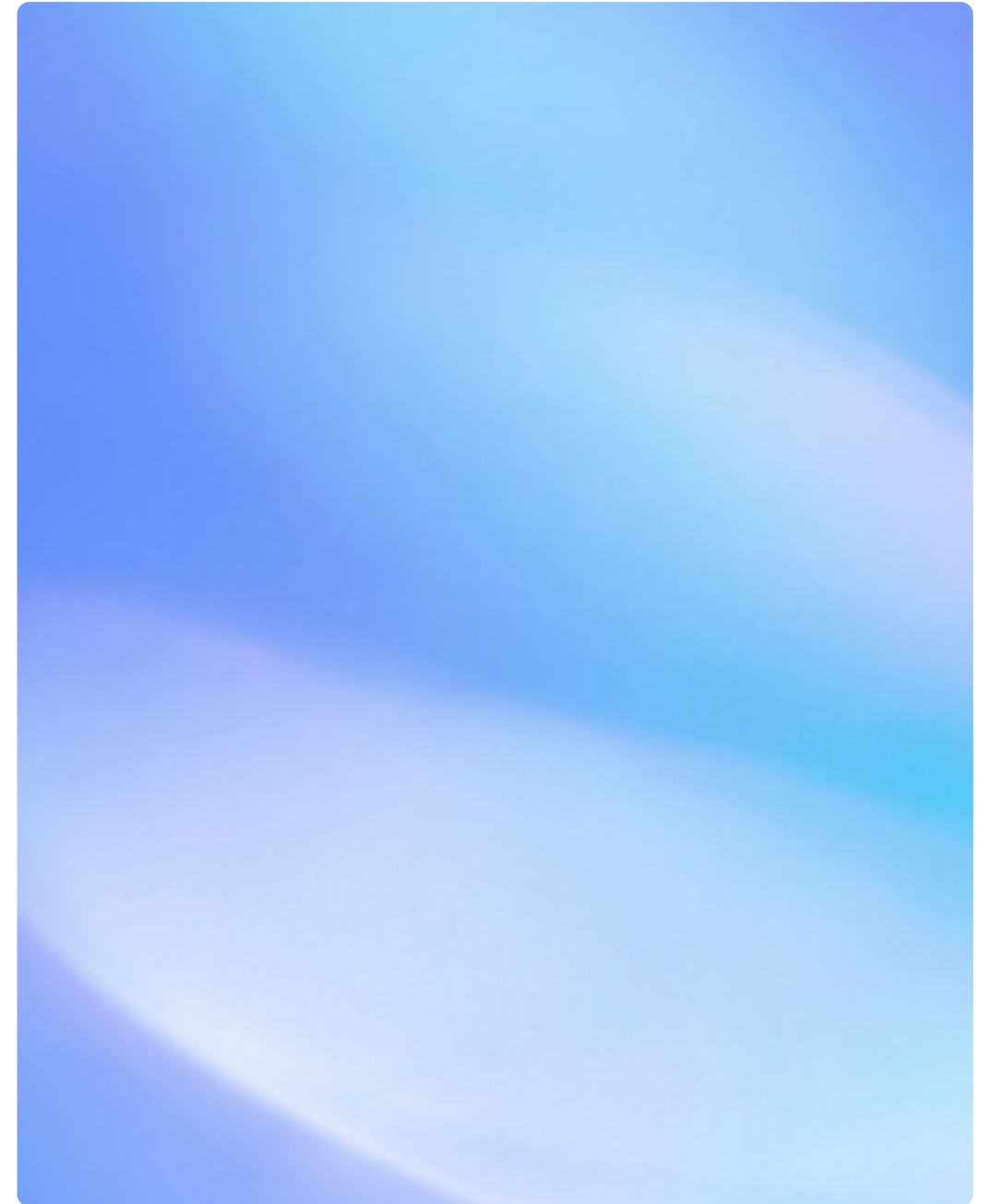


OpenAI

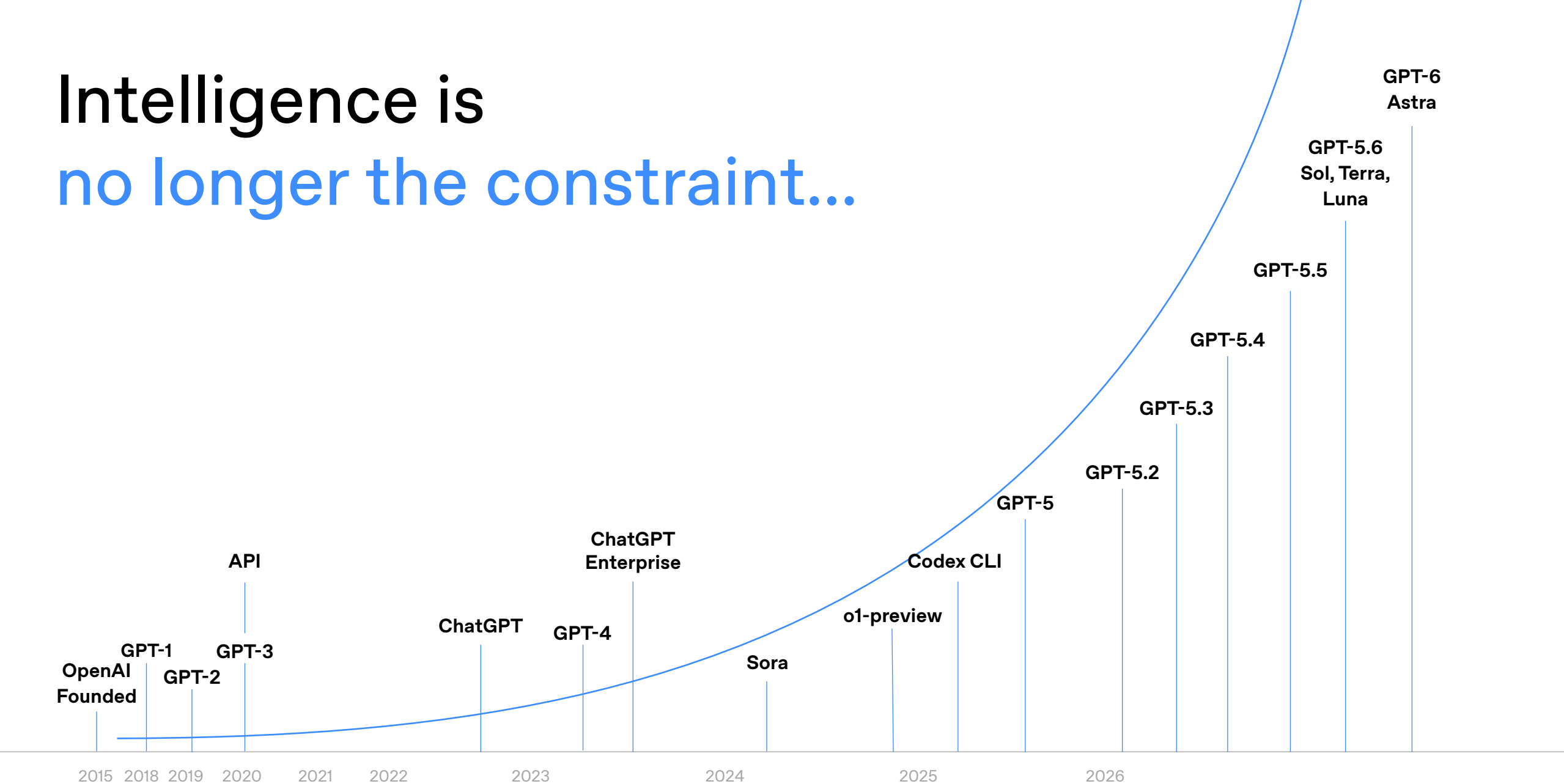
AI as an engine of development

Shaig Abduragimov

Head of Solutions Engineering, Public Sector, EMEA



Intelligence is no longer the constraint...



...it's the ability to
deploy intelligence

Productivity era

↑ Access

↑ Save time

↑ Reduce manual work

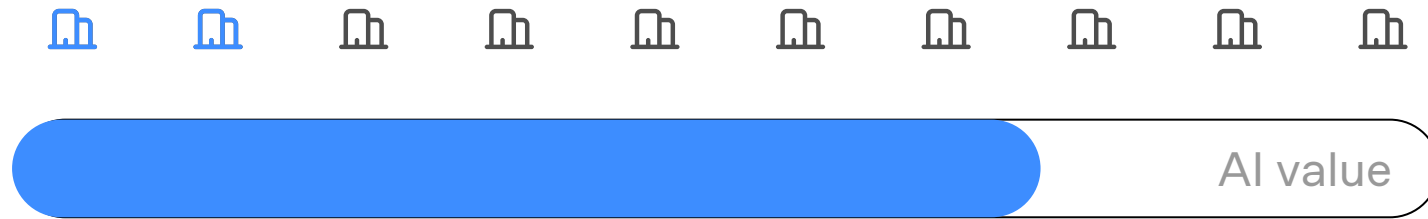
Productivity era

- ↑ Access
- ↑ Save time
- ↑ Reduce manual work

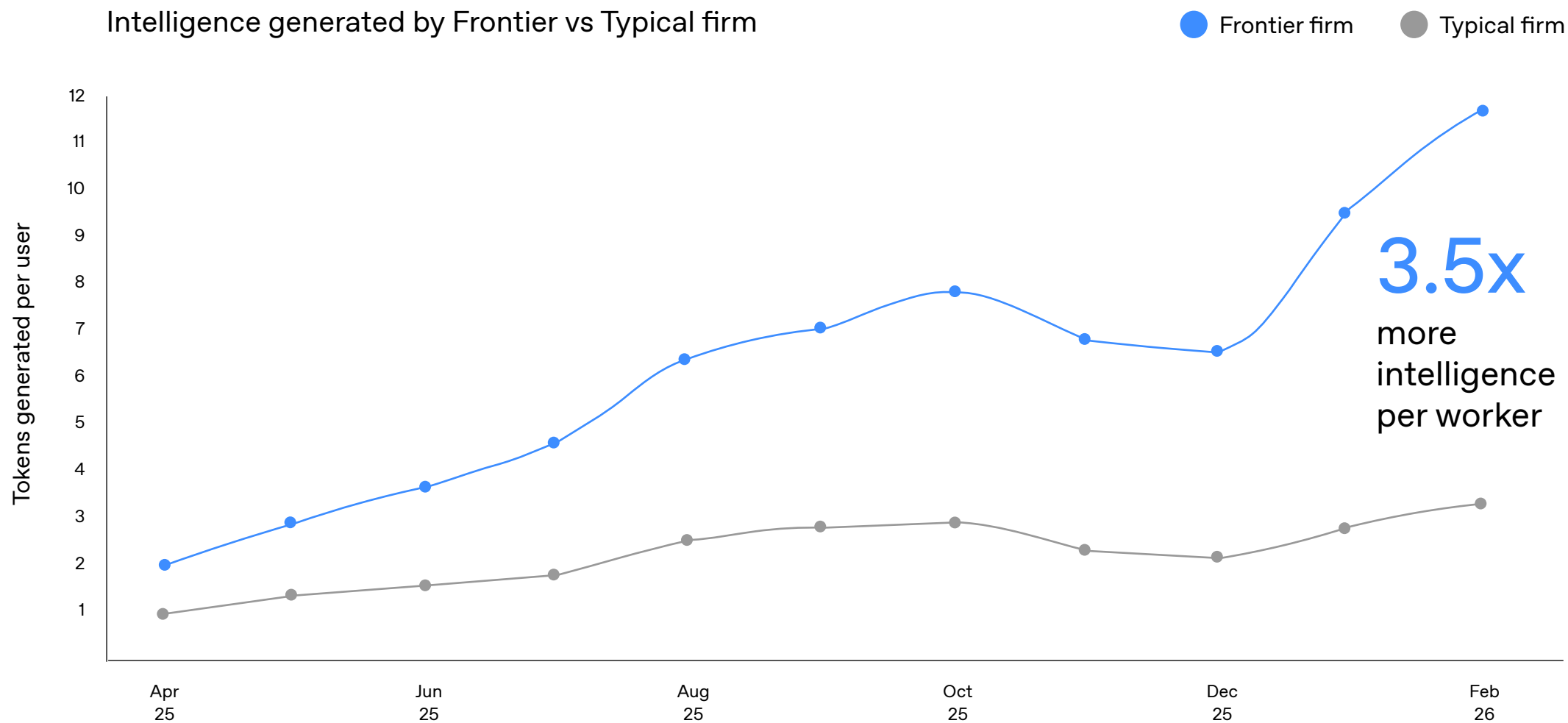
Intelligence era

- ↗ Embedding in workflow
- ↗ Depth of use
- ↗ New operating layer

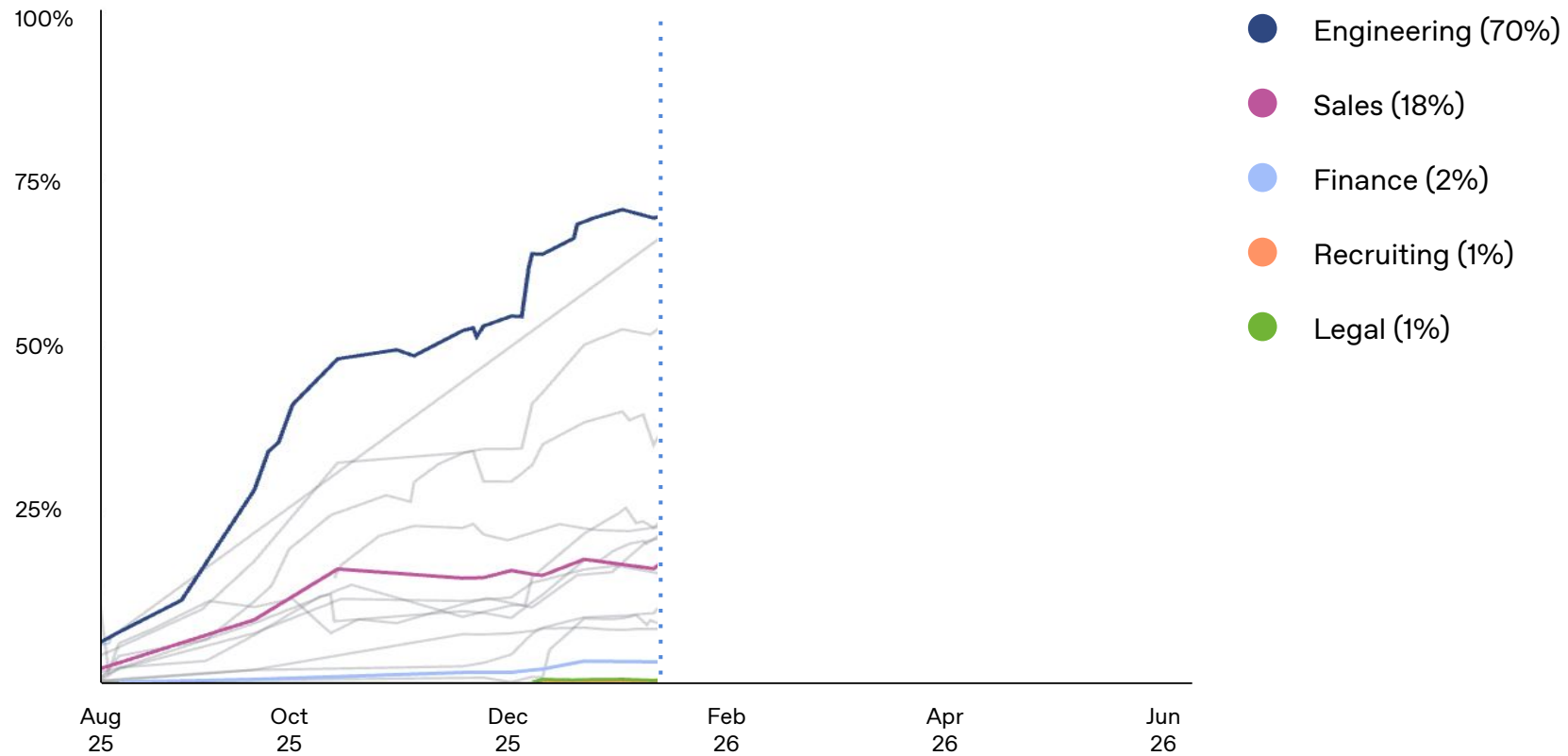
20% of organizations
capture 74% of AI value



Intelligence generated by Frontier vs Typical firm



Share of work at OpenAI on ChatGPT Work & Codex

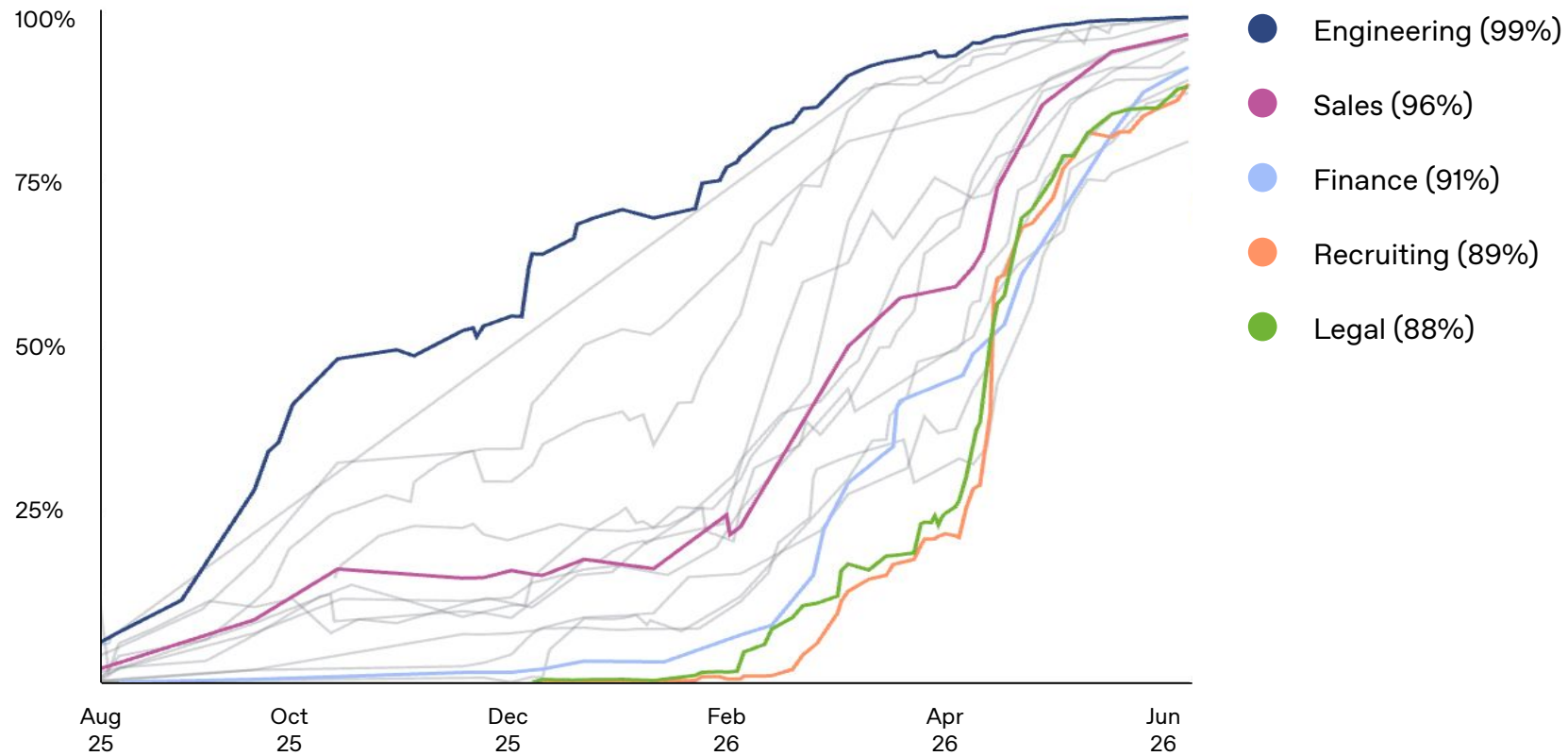


35x

70% Engineering
2% Finance

January 2026

Share of work at OpenAI on ChatGPT Work & Codex

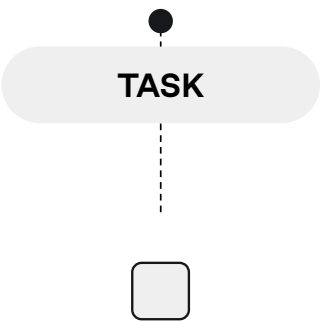


75%

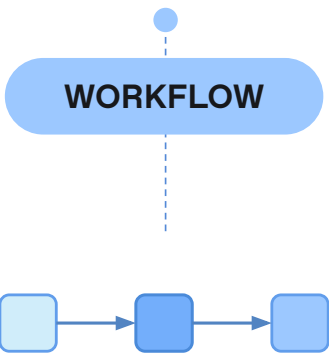
of users achieved
something new

June 2026

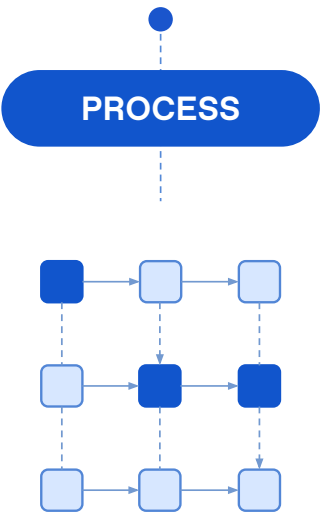
Maturity and scope progress together with incremental units of change



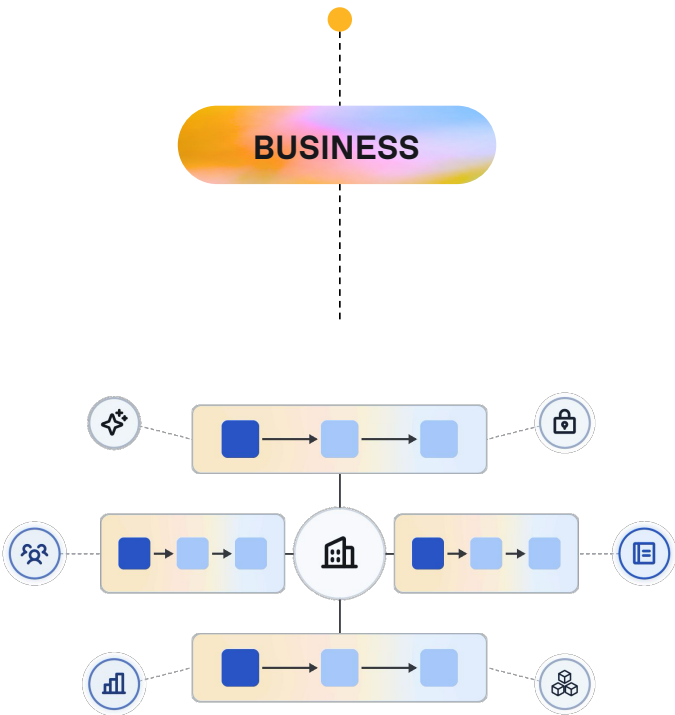
A better first draft



A repeatable service



Teams working differently



New ways to create value

Reimagine your company

**Intelligence in every
part of your business**

01

Create right
technical
foundations

01

02

Establish new
operating
models

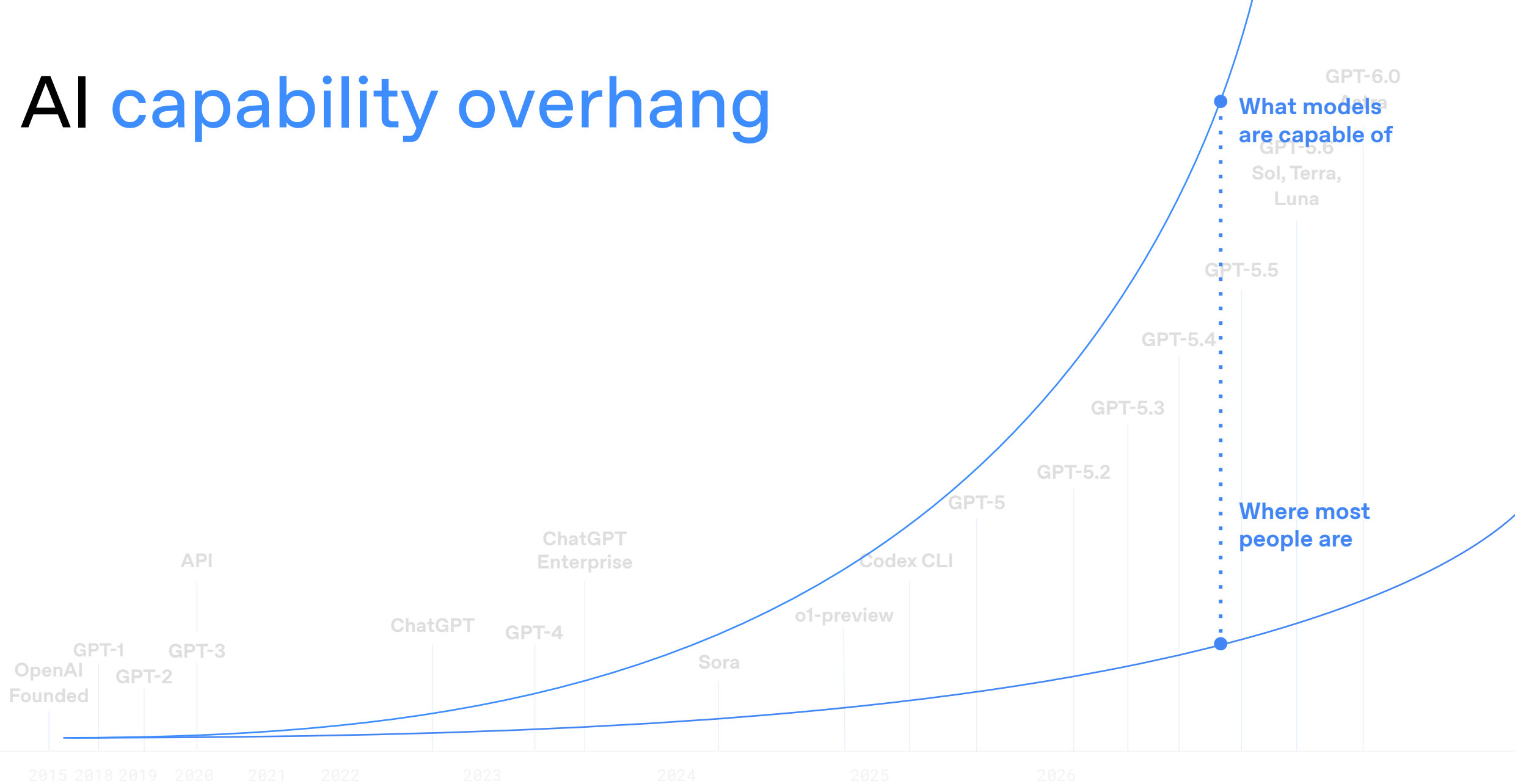
01

02

03

Help your
people build
AI fluency

AI capability overhang



Leadership sets the conditions

**Learning needs
room to happen**

February 25, 2025 Global Affairs

Estonia and OpenAI to bring ChatGPT to schools nationwide

OpenAI to work with Estonia's government on the world's first initiative to integrate ChatGPT Edu into a national education system.



An advantage for smaller ecosystems

**Early capability
keeps creating value**

01

02

03

04

**Move beyond
productivity to
outcomes**