

AI as a Team Multiplier: Achieve More With the Same People

MANAGEMENT SUMMARY & CORE TAKEAWAY

AI doesn't replace your team — it multiplies what your team can achieve. Companies that redesign workflows, not just add tools, see materially higher EBIT impact per McKinsey; B2B SaaS firms grew revenue per employee by 29% in one year. The lever is redesigning work, not buying more software.

CONTEXT & EXECUTIVE RELEVANCE

The question being asked in many executive suites is the wrong one: 'How many roles can we cut with AI?' The question that actually determines competitive position is: 'How much more can the same team produce?' This isn't semantics. It decides whether AI becomes a measurable edge in your business or a cost centre with uncertain returns.

This isn't a fluke limited to a handful of showcase companies. It shows what happens when teams don't just receive additional tools but reorganise how they work. At the leading edge of this shift sit AI-native companies such as Cursor and Midjourney, generating revenue per employee 25 to 40 times the SaaS median. That gap isn't about hiring more talent — it's about a fundamentally different way of organising work.

CORE ACTION ITEMS

- 01 An AI tool dropped into an unchanged process typically speeds up a single step — the bottleneck simply moves elsewhere.
- 02 Isolated departmental tools create isolated pockets of efficiency, not company-wide leverage.
- 03 Only when responsibilities, handoffs and decision paths are rethought around the new capabilities does the shift from 'faster' to 'structurally different' actually happen.

SWISS COMPLIANCE & ARCHITECTURE GUIDELINES

- ☑ Full compliance with revised Swiss Data Protection Act (revDSG).
- ☑ Zero vendor lock-in on closed proprietary models.
- ☑ Seamless integration into Abacus, Bexio and M365 ecosystems.

Non-Binding Process Analysis

Let us review in 20 minutes where AI agents create immediate measurable efficiency in your workflows.

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